



# ACCENTURE VENTURES – INDIA: OVERVIEW VIDEO

## VIDEO TRANSCRIPT

	SCRIPT
VO1:	<p>Indian start-ups KNOLSKAPE and Yellow Messenger are using gamification to power a liquid workforce and developing AI chatbots to improve customer experience for one of the largest global food and beverage companies.</p> <p>Another start-up, AutoWiz, is creating an advanced car tracking solution for one of India’s largest steel manufacturers.</p> <p>VersionOne has integrated its Agile Lifecycle Management solution with MyWizard—Accenture’s intelligent automation platform.</p> <p>What do these start-ups have in common? They are all part of the Accenture Ventures’ open innovation ecosystem where we empower large enterprises with breakthrough solutions!</p> <p>In the last two years since its launch, Accenture Ventures in India has enabled more than 75 Indian start-ups to create innovative solutions for global and Indian companies. We are also helping start-ups co-create and enhance Accenture’s existing solutions at scale.</p>
<b>Rekha M Menon Senior Managing Director and Chairman, Accenture in India</b>	<p>Accenture works at the intersection of business and technology to enable innovation-led growth for our clients. Accenture Ventures plays an important role here by curating start-ups and being plugged into the ecosystem. This helps us co-create, co-innovate and deliver powerful solutions that enable our clients across the world to rotate to the new. We are working with our clients to apply innovation and intelligence at the heart of their organization and helping them to be the disruptors.</p> <p>OI has also helped us leverage ideas and solutions from the start up ecosystem to disrupt and improve our own internal practices.</p> <p>Accenture Ventures has orchestrated collaboration with digital start-ups in the social innovation space – improving the way world works and lives.</p>



<p>Avnish Sabharwal, MD, Accenture Ventures</p>	<p>Accenture Ventures partners with growth-stage start-ups that create innovative and disruptive enterprise technologies using an open innovation approach. And we help large enterprises to partner with these innovative start-ups for them to adapt latest technology innovations as part of their digital transformation journey.</p> <p>Accenture Ventures also runs a highly successful cohort program focused on Digital Deeptech startups in space of Applied Intelligence, Blockchain, Extended Reality, Industry X.0 among others. As part of this program, we identify start-ups with disruptive ideas and scalable platforms and provide them access to our clients across the globe—facilitating accelerated scale up of their technology.</p> <p>This Open Innovation approach to engaging with startups has helped our workforce to be more nimble and develop an agile mindset to bring best of Accenture &amp; ecosystem innovation to our client creating a win-win situation for all- Clients, Startups &amp; Accenture.</p>
<p>VO2:</p>	<p>Accenture Ventures is at the forefront of innovation—working with start-ups, accelerators, VCs, industry influencers, clients and Accenture business teams. We are helping our clients “lead in the NEW”. Here’s what our ecosystem partners have to say:</p>
<p>VO3:</p>	<p>Today, we are well positioned as the “right partner for innovative start-ups in their growth quest.”</p>
<p>BYTE5: Start-up – Raghu Ravinutala, CEO, Yellow Messenger</p>	<p>Accenture Ventures has opened new opportunities for us with global customers that we wouldn’t have had access to, not by a long shot. Working with Accenture has also helped us understand customer requirements better, which has enabled us to fine-tune our product and improve its market positioning.</p>
<p>BYTE6: Start-up – Vinay Sashi, COO, Entropik</p>	<p>Working with Accenture has been pivotal in our pursuit to achieve product market fit.</p> <p>As we build new technology solutions, we have been able to leverage Accenture’s domain expertise and insights into real-time problems faced by large enterprises in various industry practices. This has helped us strengthen our value proposition.”</p>
<p>BYTE7: Ravi Jagannathan, Managing Director, KrypC Tech</p>	<p>Accenture Ventures helped us with business validated use cases in Blockchain technology by introducing us to global customers. We are already working on few client deals – Large Brewery company and Oil and Gas major. Look forward to scaling greater heights together in future</p>



<p>BYTE8: Devaraj Srinivasan, Co-founder and Director, Linkeddots</p>	<p>The Accenture Open Innovation Program has enabled Linkeddots to work on real-time business problems and develop solutions that can be widely deployed. The connects that we are getting across multiple industries are helping us implement our IoT solutions in a much bigger way.</p>
<p>BYTE9: Anuroop Iyengar, Co-founder, Cogknit</p>	<p>The Accenture Ventures team understands how a start-up works, and it has been a delight working with them. Being part of the Accenture Ventures Cohort program is also helping us lay a strong foundation for successful growth by way of mentorship and guidance on key areas such as go-to-market, pricing strategy and business model.</p>
<p>BYTE10: Raghu Bala, CEO, NetObjex</p>	<p>We are a Southern California company. Accenture Ventures with its global reach helped us with business validated use cases in Blockchain technology for both Indian &amp; Global market.</p>
<p>VO4:</p>	<p>Collaborating with start-ups is not only helping our clients across the world but also us. We source the right start-ups and forward-thinking research to help our clients capitalize on the best ideas to get first-mover advantage. And that has helped us create a market differentiator.</p>
<p>BYTE11: Internal stakeholder “Shantha Maheswari, Managing Director – Cross OG Industry Practice, Advanced Technology” Centers in India, Accenture</p>	<p>Accenture Ventures is a key pillar of our Innovation Architecture that enables us to co-innovate with clients. We have worked closely with start-ups such as Autovrse, IBot, Yellow Messenger and KrypC to develop joint solutions and rapid prototypes. This has really helped us accelerate our go-to-market industry solutions and demonstrate the NEW. APPLIED NOW.</p>
<p>BYTE12: Gianfranco Casati, Group Chief Executive, Growth Markets, Accenture</p>	<p>What impresses me the most is the way we are using the ecosystem of start-ups in this part of the world to create value and reposition Accenture’s brand and integrate our capabilities with those of others to enable our clients to lead in the new.</p>
<p>BYTE13: Avnish Sabharwal, MD, Accenture Ventures, Accenture in India</p>	<p>At Accenture, we lead with collaborative innovation in everything we do. That reflects in our start-up engagement philosophy of doing good for the startups first and positioning them for success in big &amp; complex enterprises.</p> <p>We firmly believe that the ecosystem engagement model based on open innovation that we have orchestrated for ourselves and our clients will power a new innovation paradigm and be a watershed moment in terms of large global enterprises engaging with start-ups across global startup hubs. Accenture Ventures is tirelessly working to galvanize this space to maximize the impact and value creation.</p>