



# ACCENTURE AWS BUSINESS GROUP (AABG) - WHAT'S NEXT? VIDEO TRANSCRIPT

Mike: The enterprise market was just beginning to recognize the value of cloud, we had shifted from you know should you do cloud to how do you do cloud.

Chris: We created the Accenture AWS Business Group because really our customers was asking for it.

Tony: The thinking behind it right was to bring the very best of its Accenture and AWS to the marketplace.

Brian: We can come up with offerings and solutions that can accelerate customers migration of legacy assets into AWS and move their SAP environment into AWS help them digitally transform and develop capabilities around big data and analytics in the cloud and IoT, while driving those with security that we knew we could do something really meaningful and impactful for the market and for customers.

Lori: Established you know initially the foundations through cloud migration and workload migration, but then enable them to move up the stack and to be able to take cloud services and reimagine how they deliver a number of their business services in the context of the cloud.

Brian: But I'm really excited about is the innovation piece so Accenture actually combining Connect which is our call center capability with some of the AI capability to really do next generation customer care applications for customers.

Mike: We've got customers across Europe that have been able to fundamentally transform their business taking it from a more traditional infrastructure to a much more agile and nimble infrastructure in just months not years. We've got customers that are leveraging Accenture and AWS partnership to drive brand new markets.

Chris: What's next for the Accenture AWS business group is a big focus on cloud native development we have some great successes early successes in the 1st year of AI being in the market on the AWS platform so we're expecting a lot of the new features which will help us advanced our capabilities

Brian: So I think what customers can look forward to the more vertically focused that we get the more tailored our solutions are and offerings are going to be for a particular customer and what that means is that they get even more of a head start.

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