

ACCENTURE AND SIEMENS GLOBAL SERVICES INFORMATION TECHNOLOGY

Driving Value Through
Innovation, Strategic Thinking
and Reliable Service



OPPORTUNITY

With digitalization and the Industrial Internet of Things, **companies need supporting technology that enables innovation. Accenture** is teaming with **Siemens IT business partners** to help them **develop the interpersonal and business skills** required to **influence change** and take **end-to-end responsibility for IT projects and services.**

STEPS TO SUCCESS

1



IDENTIFY

THE KEY QUALITIES TO CULTIVATE
IN BUSINESS PARTNERS:

trusted advisors, successful leaders, reliable business enablers and disruptive influencers/challengers

2



DESIGN

A DEVELOPMENT PROGRAM
TO GLOBALLY TRAIN

750 IT business partners
over 30 months

3



COMBINE

A BLENDED APPROACH OF INNOVATIVE
METHODS AND LEARNING FORMATS:

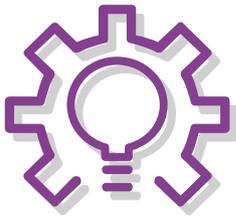
Social Styles© Tracom, design thinking, value proposition, storytelling, leading change, enabling powerful conversations, coaching and conflict management via self-assessments, face-to-face workshops, webinars, peer-group interaction and self-learning.





RESULTS

With **consistent and responsive training** tailored to Siemens' needs, **IT business partners are gaining a better understanding of Siemens' business**, their role, and what they can do to influence and help relevant **changes that deliver results** and **achieve the company's business goals**.



INCREASED INNOVATION AND MORE EFFECTIVE BUSINESS STRATEGY

Interpersonal and professional skills are helping **IT business partners** to be more versatile, overcome challenges, understand the business perspective, have powerful conversations with business leaders, manage stakeholders and help shape the business strategy



INCREASED EFFICIENCY IN OVERALL DELIVERY MODEL

In addition to supporting the business strategy and innovation, **the program is helping to reinforce IT business partners' end-to-end responsibility for IT services**, focusing on efficiencies in the overall delivery model.



EMPOWERED IT IN A QUICKLY EVOLVING INDUSTRY

With their new skills and business-first mindset, **IT business partners are helping Siemens be more innovative** in an environment where fast-paced technological change is the new normal. Working hand-in-hand using new methodologies like Agile and Design Thinking, **IT business partners can quickly prototype and test new ideas** before investing in a formal project.