大家好，我是居丽！

Julie’s here!

Video Transcript

Hello all, I am Julie Sweet

Please accept my Chinese accents, and thanks for your understanding

The Apsara Conference is one of the world’s largest technology innovation conferences

At Accenture, we truly respect and value Alibaba

I visited the Alibaba Main Campus last November

I was inspired by how Alibaba takes great care of their employees

creates significant value for their clients

and takes strong sense of responsibility and contributes back to society

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These are characteristics of a company that I respect.

Accenture’s core values and social responsibilities are similar to Alibaba’s.

So I am delighted that Accenture and Alibaba are global strategic partners.

The opportunity to work with Alibaba is special to me.

Because I have deep, personal connections to China.

In 1988, I studied at Peking University.

Back then, I would not have imagined that.

I would become the CEO of Accenture.

and work jointly with such a large and respected company as Alibaba.

**Q1.** Given the context of an unprecedented environment, what are the key trends Accenture is seeing in digitalization and, specifically, in Cloud?

When the COVID-19 pandemic struck.

People’s behavior immediately changed, as did consumer needs.

Enterprises needed to evolve, innovate.
适应新环境，应对新危机
and adapt quickly to the new environment to face the new challenges and new opportunities

很多客户在疫情之前，就已经有了数字化转型基础
A lot of our clients had built a solid digital transformation foundation before COVID-19

应对危机他们更从容
which enabled them to be more prepared for the new challenges

要顺利度过危机，企业高管（也包括我自己）
Going forward, business leaders (including myself) will need to continue to

对数字化转型需要开新局、育新机
innovate in new areas and nurture new opportunities with digital transformation

我分享三点建议
Let me share three pieces of advice

第一，要云山万里，就需要加速上云
First, we will need to accelerate our journey to cloud

所有企业都要向领先的互联网公司学习，比如阿里
Learn from leading internet companies, such as Alibaba

用数字化技术，改善客户和员工的体验
Improve client and employee experience by leveraging digital technologies and cloud

只有云可以做到，而且非云不可
Only cloud can make this happen

第二，三人行，必有我师
Second, we will need to continuously learn from others

这也是我们埃森哲的学习态度
This is a core belief at Accenture

要打破传统的思考方式，保持开放的心态
We need to break from traditional ways of thinking and be open-minded
向客户、员工和其他优秀企业学习
Learn from our clients, our employees and exceptional companies

找到新办法，解决新问题
In doing so, we can find new ways to solve new problems

第三，团结就是力量，要用使命感去鼓励员工
Third, we need to strengthen and encourage employees with a sense of mission

数字化转型是一把手工程
Digital transformation is a priority on the CEO agenda

也是一个系统工程，需要从上到下一起努力
and one that requires effort and commitment from all levels of the organization

Q2. 埃森哲对中国市场的承诺
Describe Accenture’s commitment to the Chinese market.

中国有许多优秀企业
China is home to many excellent enterprises

中国也是埃森哲很多全球客户最看重的市场
It is also the most important market for many of Accenture’s clients

埃森哲来华发展已经 33 年
We have been doing business here for 33 years

中国是埃森哲的全球关键战略市场之一
China is one of our key strategic markets

数字转型，卓越伙伴
Today, we are a partner of choice for digital transformation

我们在中国不断发展壮大，一步一个脚印
We have been developing our deep expertise in China

埃森哲的中国领导团队和 1 万 7 千名员工，很努力、很优秀，我为他们自豪
I am very proud of our highly skilled 17,000 Accenture China employees

上世纪 80 年代我在中学习的时候
When I visited China in the ‘80s

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I could already see the strong potential of the Chinese market. I visited China again last year and experienced cashless shopping. I also tried Freshippo and Hey Tea.

China’s digital practices are truly leading the world!

Q3. Please talk about the partnership with Alibaba – what it means to Accenture and how you see it evolving in the future.

There is an old saying in the Chinese classic Zhou Yi: When two people align their goals and keep their actions in sync, they will together create the strongest force possible. Alibaba’s platform, data analytics and customer service capabilities are world-class. Accenture excels at transformation and innovation and our industry experiences and expertise are top-notch. Working as one team, Accenture and Alibaba can realize grander goals more quickly and strengthen our individual companies and achieve shared success.

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And given the extraordinary people that make up our companies, we will achieve extraordinary things

让我们一起共进、超越、致远
Together, we are greater than ever