

Accenture Development Partnerships

Channeling Accenture's skills and services to the international development sector to advance sustainable solutions to global development challenges.


accenture

High performance. Delivered.

• Consulting • Technology • Outsourcing

Overview

Accenture Development Partnerships (ADP) is a pioneering "Corporate Social Enterprise" which employs an innovative not-for-profit business model as a means to channel the core business capabilities of Accenture—a global management consulting, technology services and outsourcing company, with more than 215,000 people serving clients in more than 120 countries—to organizations in the international development sector.

Our mission is to have a catalytic impact on global development challenges by:

- Providing development sector organizations with access to Accenture's people, knowledge, assets, and global network.

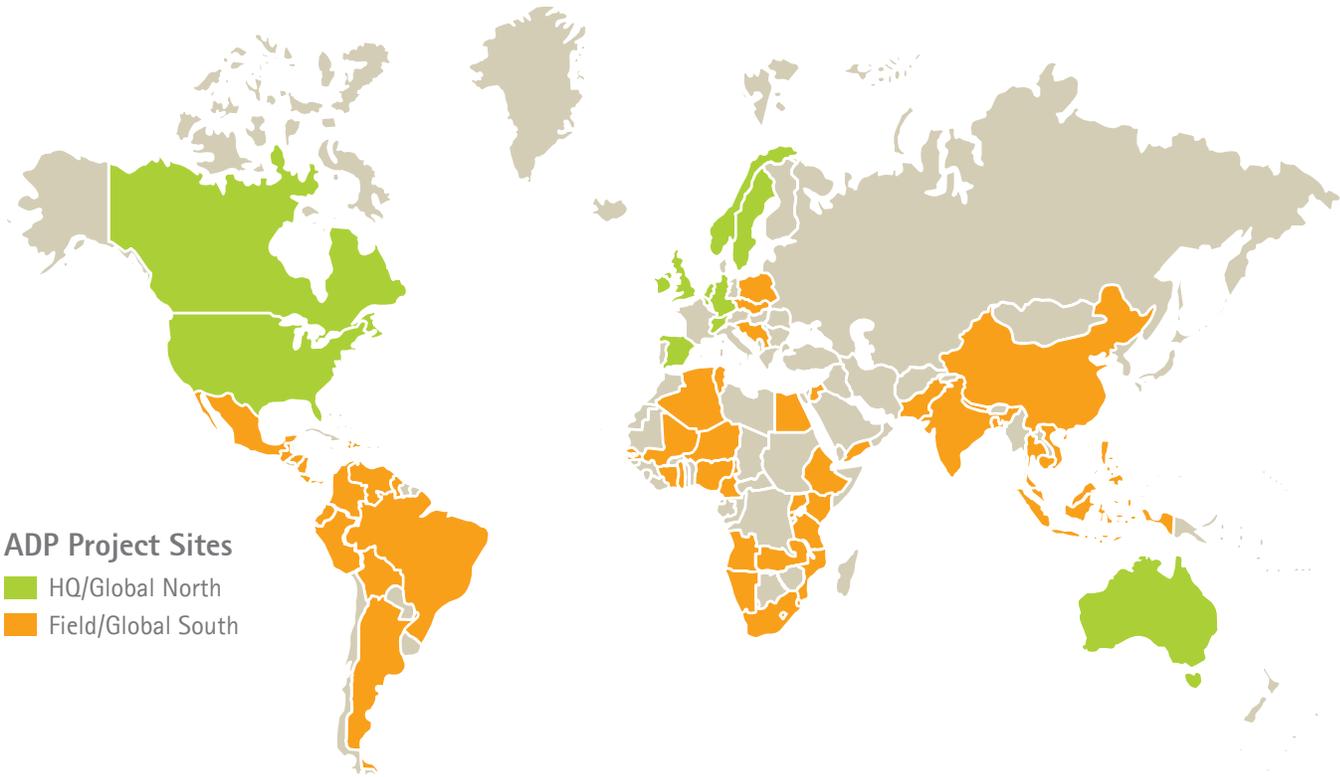
- Partnering with our clients to help them become high performance organizations, applying Accenture's business and technology expertise to help them fulfill their missions and maximize their impact.
- Advancing market-based solutions to development challenges which are scalable, sustainable, and outcome-oriented.
- Fostering collaboration and partnerships between the public, private and non-profit sectors in order to address global development challenges.

We aim to achieve this mission by providing our clients in the international development sector with access to Accenture's full range of management consulting and technology services via a model that is affordable, sustainable and scalable.

ADP Highlights

- Employee-driven "Corporate Social Enterprise" founded in 2003
- Focused on providing consulting services to the global development sector
- Ring-fenced group within Accenture operating on a strictly non-profit, cost-recovery basis
- Completed over 400 projects in 65+ countries
- Worked with 90+ clients including NGOs, foundations and donor organizations, public sector entities in developing countries, and cross-sectoral alliances

Our Clients and Track Record



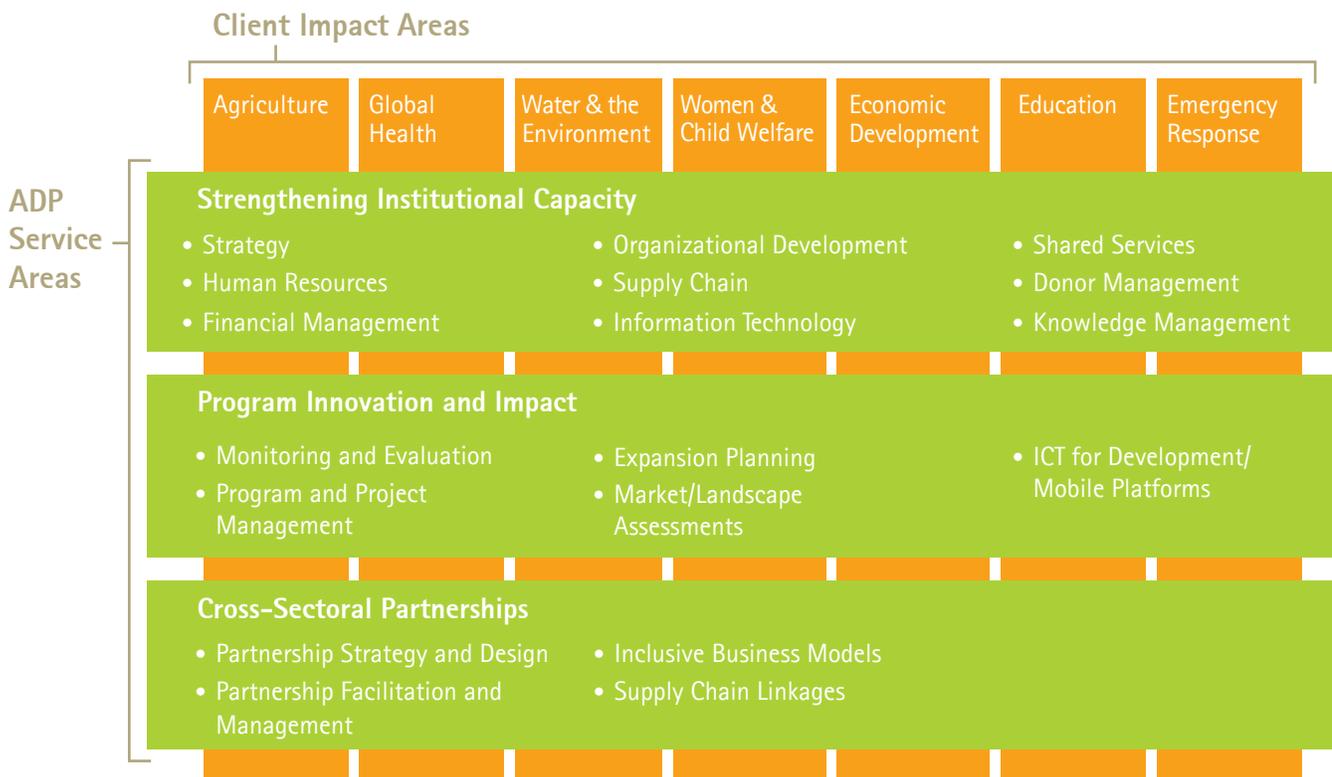
We are driven by the missions and objectives of our clients, who represent a diverse range of organizations that are engaged in addressing global development challenges and achieving the Millennium Development Goals. Our clients include:

- NGOs focused on global development
- Donor organizations, including multilateral agencies, bilateral agencies, and corporate and private foundations

- Developing country Governments and other public sector entities
- Cross-sectoral partnerships and alliances which bring together public, private and non-profit organizations to address global challenges.

To date, we have completed over 400 projects for more than 65 clients, and have established long-term partnerships with our key development sector clients based on trust, mutual understanding, and a proven ability to work together to achieve results.

Our Services



ADP provides our development sector clients with a broad range of management consulting and technology services, drawing on the resources of Accenture’s global organization. We partner with our clients to strengthen their own institutional capacity, to maximize the impact of their development programs, and to foster cross-sectoral partnerships. Our unique value lies in our ability to combine our skills, expertise, and tools from the private sector with our experience working in the distinct context of the international development sector. Our long-term relationships with our clients have enabled us to understand development sector needs and adapt our approaches to the particular challenges they face.

We strive to achieve impact for our clients and the communities they serve by offering services in the following areas:

Organizational Strengthening

Development sector organizations need to operate as effective and efficient “high performance” institutions in order to maximize impact and achieve their missions. The management and operational challenges that face ADP’s clients are often similar to those faced by the private sector—from implementing new strategies that require significant organizational change, to improving the efficiency of support functions, to utilizing IT to inform management decision making. ADP draws on Accenture’s unparalleled management and IT consulting capabilities to help our clients address these challenges by adapting and applying relevant leading practices from the private sector to their organizations.

Our experiences include:

- Advising a major human rights NGO on developing a new **global organization structure** and operating model to better align the organization’s resources to its strategic objectives.
- Assisting a global humanitarian relief organization in scaling up its **supply chain and procurement capabilities** following a major natural disaster.
- Designing, building and deploying a **global intranet solution** for a major humanitarian NGO enabling more effective knowledge management and collaboration across the organization.

Program Innovation

ADP also partners with our clients to bring private-sector thinking and innovation to their programs in areas ranging from health and education to



enterprise development and microfinance. Our focus is on sharing skills rooted in our business and technology core competencies that are complementary to the deep sectoral and technical skills of our clients. We bring world-class expertise in project and program management, proven tools and methodologies for monitoring and measuring program performance, and experience integrating technology to enable field programs.

Our experiences include:

- Partnering with a multilateral donor organization in designing and piloting a methodology for **linking small businesses into corporate supply chains**.
- Supporting the rollout of a **mobile platform solution for disease surveillance** in three African countries as part of cross-sectoral global health coalition.

- Working with a major African NGO and the National Ministry of Health to design, develop and rollout an **eLearning training curriculum for nurses in Kenya**.

Cross-Sectoral Partnerships

Successful cross-sectoral partnerships across a wide range of areas—from developing and distributing vaccines to accelerating emergency response efforts—have shown that public, private and non-profit entities can work together effectively to address global development challenges. Development sector organizations are increasingly looking to companies not only for financial resources, but also for access to their skills, knowledge capital and networks. At the same time, corporations are engaging more proactively in developing countries not only as part of corporate citizenship programs, but also as part of a business strategy to tap into new markets. With experience and relationships that span the public,

private and non-profit sectors, ADP can help bring together diverse sets of stakeholders to achieve a common goal.

Our experiences include:

- Managing the design and launch of a partnership between the microfinance units of two major humanitarian NGOs and a global, commercial bank to **scale up access to community-based finance** in 10 countries.
- Completing a feasibility study for an international NGO and a global food and consumer goods corporation in a project focused on integrating **small holder farmers into the company's extended value chain**.
- Defining the strategy and operating model for a new public private **partnership focused on youth HIV prevention** comprised of multiple government agencies, 19 international private sector partners, and numerous civil society stakeholders.

Our People



Accenture Development Partnerships employs an innovative staffing model to bring a diverse range of skills to our development sector clients. ADP's core management team is comprised of experienced consulting professionals who are dedicated to working with development sector clients, and who bring a passion and a commitment to partnering with our clients to achieve results. Senior members of our core team play a role both in managing our long-term relationships with clients and oversight for the delivery of our engagements.

We complement our full-time ADP core team by bringing in individuals from Accenture's commercial practice on a project-by-project basis. This model enables ADP to draw on the diverse range of skill sets of Accenture's 200,000+ employees worldwide and to bring in world-class management

consulting and technology experience to our clients' most strategic initiatives and most pressing challenges. We have a competitive selection process that means we only staff Accenture's highest performers who have established a proven track record in their functional areas of expertise.

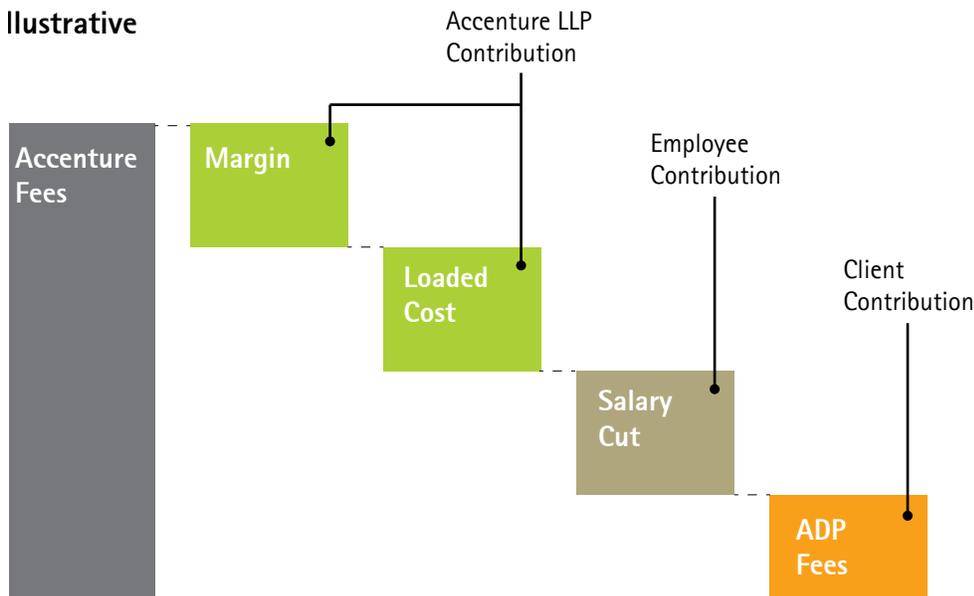
In addition, our people have complete access to Accenture's global knowledge capital and subject matter experts, enabling our teams to bring the full depth and breadth of Accenture's global resources to our clients.

By bringing together the global expertise of Accenture consultants and the development sector client experience of our ADP core team members, ADP is able to provide our clients with access to a diverse range of skills that few other organizations can offer.

Since ADP began, we have engaged over 1,000 Accenture employees from 26 countries to work on projects with development sector clients, representing over 1 million hours of consulting services.

The Accenture Development Partnerships Value Proposition

Illustrative



Accenture Development Partnerships (ADP) is a pioneering "Corporate Social Enterprise" created by the employees of Accenture in 2003—as a vehicle to channel Accenture's skills and capabilities to the development sector, while offering a valuable professional experience for our people.

ADP employs an innovative business model that makes Accenture services accessible to development sector organizations at substantially lower market rates than in the private sector. The model is based on a three-way partnership in which the key stakeholders involved—our clients, our people, and Accenture as a business—all make a contribution (see diagram above).

- **Accenture** makes a contribution by providing consultants at marginal cost, free of profit and overhead, to work on ADP assignments worldwide.
- **Our employees** accept a voluntary salary reduction (of up to 50 percent) for the time they are working on ADP assignments, which represents a significant personal contribution to the program and to our clients.
- **Our clients** make a contribution by paying fees at not-for-profit rates which aim to cover this reduced cost base.

This mutual contribution model yields mutual benefits for all involved as well. Our clients are able to access Accenture's services at lower cost and in parts of the world where Accenture typically does not reach. Accenture's

people are rewarded by having the opportunity to 'give back' and apply their core skills on challenging and enriching projects which contribute to positive social and economic impact. And for Accenture as a business, ADP provides our top performers the opportunity to advance their career development, thus serving as a powerful recruitment and retention tool, and demonstrates our commitment as a firm to advancing the role of the private sector in development.

With ADP, we have created a sustainable model which is based on a true partnership—one which delivers impact for our clients, and also yields benefits for our people and our business.

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About ADP

Accenture Development Partnerships is a group within Accenture designed to operate on a not for profit basis to channel Accenture's strategic business, technology and project management expertise to non-profit organizations, NGOs, foundation and donor organizations operating in the development sector—helping these organizations achieve their social and economic development goals. ADP started as a corporate social enterprise in 2003 and as at August 2010 completed 350 projects for 74 non-profit clients, working across 64 countries, and deploying more than 750 Accenture employees. Its home page is www.accenture.com/adp.

About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with more than 223,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$21.6 billion for the fiscal year ended Aug. 31, 2010. Its home page is www.accenture.com.