Digital technology has fundamentally changed business operations: cloud, automation, analytics, artificial intelligence – delivery of business services will never be the same.

Executives who oversee business operations at large companies – from finance to marketing to IT—are on the edge of change in the way they buy and receive services. They’re taking their first steps into the world of As-a-Service—where they can plug into highly scalable, consumption-based business services, have the flexibility to pay for what they use, get results fast and do it all at scale.

The marketplace is moving quickly to this new way of service delivery. This is the real game changer—whether you need to innovate faster, create new services or exploit new business opportunities to drive revenue and reduce costs….As-a-Service gets you there.

What will As-a-Service do for you?
There are four key value levers:

First, Services you can plug in to.
In the world we’re living in, you’ve got to think in terms of minutes, hours and days, not the weeks, months and years. By plugging into business services when you need them, you’ll be agile in the marketplace.

Second is start small, and scale fast.
You want the ability to land five or ten experts and quickly get to a thousand, or scale compute power so you can ramp up or down to match your business needs.

Third, use a Consumption-based model.
You want to pay for what you use rather than committing to things that you don’t need or want.

And Fourth, focus on Business Outcomes
Both buyer and provider need to agree to fees based on defined business outcomes. This value based model is a win:win for everyone.

In my mind there are only two business outcomes that matter: helping a client increase their revenue or further decreasing their costs. We’re committed to delivering business outcomes for our clients.

Bottom line, if you aren’t hitting these value levers, you’re not benefitting from the full power of As-a-Service.

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