The Promise of As-a-Service

It’s here and now

As-a-Service is producing significant value

“56% of senior business leaders want to adopt as-a-Service features within two years”, according to HfS Research.

What’s driving businesses to as-a-Service?

1. Competition
   Leading organizations are succeeding at as-a-Service, others seem to be lag behind.

2. Agility
   Responding to market change and industry consolidations in a flexible manner.

3. Speed
   Increase speed to value, or else services are not worth the effort.

4. Intelligence
   Advanced analytics and automation gain insights for better decisions and strategic direction.

5. Outcomes
   Sourcing services tied to specific business outcomes, not service contracts.

Inhibitors to as-a-Service adoption

- Not ready to begin.
- Unsure of how to buy services.
- Unprepared for fluid technology and delivery environments.
- Providers unable to offer end-to-end solutions and industry knowledge.
- Unseen maturing of technologies to take full advantage of as-a-Service.
- Insufficient cooperation among multiple stakeholders.

How to get started

Spend up the journey to as-a-Service

1. Begin with technology, a single function migrated to the cloud.
3. Adopt a platform-based-business model to drive growth.
4. Use analytics to gain important insights to improve competitive advantage.
5. Examine potential benefits, treat a program or function as an impetus.

Don’t sit on the sidelines and miss the As-a-Service opportunity

#AsaService
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