Putting SAP Cloud to work with Accenture
Building on a proud heritage of co-innovation with SAP, Accenture brings industry-leading cloud services that help organizations embrace the power of SAP Cloud-based technologies and bridge from core SAP ERP systems.

In today's world, every business is a digital business. Recognizing that they must adopt a digital mindset or face being left behind, increasing numbers of organizations are developing, implementing and reaping major benefits from cloud computing solutions.

Cloud computing has fundamentally changed the landscape of technology and business, allowing its adopters to better harness the power of other emerging technologies such as social media, mobility, big data and advanced analytics to transform their operations.
Why SAP Cloud?

Infrastructure-as-a-Service (IaaS), Platform-as-a-Service (PaaS), Software-as-a-Service (SaaS) and Business-Process-as-a-Service (BPaaS) solutions—individually and collectively—enable companies to significantly reduce large capital investments in IT. More significantly, they are playing an increasingly important role in driving top-line growth.

Companies running SAP core technology systems are leveraging SAP’s portfolio of cloud line-of-business solutions to realize the flexibility, choice and control needed to drive innovation and agility into their businesses. Specifically, cloud-based SAP solutions—including Ariba, SuccessFactors, Fieldglass, Cloud for Customer, hybris, Cloud for Finance, HANA Enterprise Cloud and Business ByDesign—are allowing organizations in all industries to:

• Run their businesses better. As an integral part of an organization’s strategy, SAP’s cloud-based technologies make organizations more responsive, flexible, scalable, and ultimately more competitive.
• Enable new ways of doing business. Cloud computing provides the power and capacity to support key technology trends—from big data and analytics to social and mobile networking. With SAP Cloud powered by SAP HANA, companies are establishing entirely new growth strategies, business models, offerings, and methods of engagement and collaboration.
• Create agile test-and-learn cultures. To compete in real time, innovation needs to be real time. SAP Cloud promotes an environment that fosters rapid innovation and low-cost, low-risk experimentation, while accelerating time-to-value in technology investments.
• Engage better with customers and other stakeholders. SAP Cloud technologies open avenues for multiple communication streams that make it easier to meet the needs of key customers and partners. To take just one example, companies are locating new suppliers, streamlining transaction processes, and realizing savings with cloud-based procurement software from Ariba.
• Prepare for a digital future. Farsighted organizations are investing in the digital tools, capabilities and skills they need to more easily identify, evaluate, analyze, derive insights from, share, manage and, most importantly, act on useful data. Many of them are leveraging SAP Cloud to underpin the capabilities needed to complete their digital transformations.

The benefits of hybrid ERP environments

Companies are flocking to cloud’s “everything-as-a-service” promise in ever-increasing numbers. But a reliance on traditional, in-house IT systems and applications still exists. Organizations, especially global enterprises, require a robust backbone of business functionality that only an ERP system can provide.

One reason for the ongoing centrality of ERP is that, as Accenture notes in its 2014 Technology Vision¹, “big is the next big thing.” That’s to say, after a decade of headlines dominated by digital startups, the coming years are expected to see “the emergence of the traditional companies as digital giants.” Another reason is globalization and/or M&A activity, where organizations seek a common operating model across units and geographies. ERP systems can support and drive growth faster and more predictably by creating consistency in business processes and data management.

A distinctive feature of today’s ERP is that it is built inherently on a hybrid architecture. Commonly, such an architecture is referred to as a “two-tier model”—that is, the combination of core ERP capabilities with cloud/SaaS-based capabilities “on the edge” in areas such as sales, CRM, procurement and collaboration—all integrated with the ERP system.

As the modular and multi-sourced application environment for the networked, digital enterprise, hybrid ERP has the following characteristics:

• Core building block of the digital technology platform
• Hybrid deployment of components (cloud/on-premise)
• Easily integrated modular (micro) vertical functionality
• Foundation for high-velocity transactions, real-time reporting and analytics
• Support for content-rich transactions (human-to-human, human-to-machine, machine-to-machine) inside and outside the enterprise
• Consistent master data flow to enable meaningful analytics based on a mix of internal and external data.

¹ www.accenture.com/techvision
Bridging from SAP core technologies to the cloud

In reality, these new hybrid environments are more complex than just two tiers. CIOs today need to manage the legacy environment, ERP systems (sourced either through a public or private cloud), as well as various PaaS, BPaaS or SaaS offerings. And all the while, companies must be thinking about how best to incorporate today’s leading technologies including HANA in-memory computing, analytics, mobile and social.

To transition effectively to and manage in this hybrid world, companies running SAP core technology systems need deep experience and insights into both cloud and legacy SAP systems. They also need the solutions, assets and implementation firepower to take optimal advantage of the unique opportunities that come from game-changing cloud-based technologies.

As SAP’s largest services partner (see “About Accenture application services for SAP” on page 14), and winner of SAP’s Cloud Services Provider Pinnacle award for the past two years, Accenture has unrivalled experience in helping organizations transition to SAP Cloud technologies. And as a leading global provider—with cloud services spanning strategy, implementation and run—we combine all the skills and expertise you need to integrate the cloud into your business and capture the benefits.

Figure 1. Accenture’s value proposition for cloud

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<thead>
<tr>
<th>Cloud consulting</th>
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<tbody>
<tr>
<td>1. Cloud strategy</td>
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<td>2. SAP SaaS implementation</td>
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<tr>
<td>Human capital management; contingent labor management; procurement; customer engagement and e-commerce; finance; travel; collaboration management</td>
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<tr>
<td>3. Cloud application and platform services</td>
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<tr>
<td>Data management and analytics; cloud-enabled application development; app store; custom application development/migration; cloud integration</td>
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<td>4. Agile infrastructure</td>
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<tr>
<td>Cloud migration, SAP private cloud; service desk/IT service management; workplace-as-a-service; unified communications; hybrid cloud/service integration</td>
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<td>5. Cloud security</td>
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<tr>
<td>Security architecture and risk services; identity and access management; application and infrastructure security; data protection; active defense</td>
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<th>Cloud software services</th>
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<td>6. Accenture software SaaS</td>
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<td>Industry-specific SaaS</td>
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<tr>
<th>Cloud-managed services</th>
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<tr>
<td>7. Accenture BPaaS</td>
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<tr>
<td>Industry-specific BPaaS</td>
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| 8. Accenture cloud platform |
| Enterprise-ready cloud services |
Accenture has been implementing enterprise cloud solutions for over a decade, enabling thousands of organizations, including many of the Global 2000, to generate meaningful business value from their cloud investments. This makes us uniquely positioned to help organizations use the cloud for competitive advantage within a complex digital marketplace. With a full range of cloud services (see Figure 1), from strategy and implementation to migration and a cloud brokerage, we help clients plan for, integrate and manage in a hybrid world where cloud and legacy systems co-exist. We combine those insights with our industry knowledge, delivery experience and diverse ecosystem to drive innovation and transform complex environments into high-performing digital businesses.

As well as offering end-to-end cloud strategy and implementation services, Accenture helps mitigate the challenges associated with cloud integration, governance and service delivery by providing a platform that accelerates the successful adoption and integration of cloud services—without compromising quality, standards or security. The Accenture Cloud Platform, which can be used to aggregate, integrate, automate and manage SAP Cloud technologies, can be accessed in an on-demand fashion or as an asset for on-premise deployments.

Through a centralized storefront and service catalog, organizations can deploy and manage Accenture’s growing suite of cloud computing services, and integrate them with services offered by SAP. The platform itself enables service automation and orchestration, consumption-based metering and billing, and centralized governance. Clients benefit from Accenture’s knowledge and experience on all aspects of the cloud ecosystem, along with an unwavering focus on security, deep skills in commercializing cloud opportunities, and the insights gained from successfully deploying platform solutions for ourselves and clients worldwide.

The Accenture Cloud Platform delivers benefits in three main areas:

- **Simplicity of oversight and stronger governance.** The Accenture Cloud Platform serves as a one-stop shop, mediating service delivery across multiple services and providers. It provides real-time visibility into usage, availability, and performance. Together, these aspects enable clients to achieve the true benefits of the cloud—innovation, cost reduction and speed to market.

- **Increased business agility.** The platform allows clients to access capacity and services quickly when they are needed. It also provides clients access to pre-integrated services from the catalog, or use of our cloud platform and tools to accelerate the creation of entirely new services.

- **Reduced total cost of ownership.** With metered and pay-as-you-go services, the platform shifts costs from capital to operating expenditures. And with the scalability of its management services, the platform does not require long-term IT staff commitments.
Our leadership in cloud services, combined with our more than 30 years of collaboration with SAP makes Accenture uniquely positioned in the market. Fully aligned with SAP’s holistic cloud strategy and with SAP’s cloud line-of-business solutions, Accenture invests continuously in developing skills, cost-effective tools and methodologies that help organizations take full advantage of SAP Cloud-based technologies.

Accenture Innovation Centers for SAP Solutions
In our Accenture Innovation Centers for SAP Solutions, we demonstrate the art of the possible through immersive workshops and demonstrations. There are currently 17 innovation centers worldwide (see Figure 2), in locations including San Jose, Chicago, New York, Toronto, Bangalore, Sophia Antipolis, Kronberg, Beijing, Tokyo, Melbourne, Singapore and Johannesburg.

Companies can explore cloud, mobility, analytics and in-memory computing powered by HANA, and how they are used in the context of industry-specific business processes. The innovation centers also support the delivery of rapid prototypes and the acceleration of the delivery of the capability through our technology environment, the availability of premium skilled resources and our rapid development methodologies. We use a proprietary Innovation Framework comprised of our industry and management consulting expertise together with SAP technology, thought leadership and a client’s business priorities to enable the execution of our workshops. It’s where leading experts come together and work to develop innovative approaches and solutions.
The Accenture and SAP Business Solutions Group (ASBSG)

With SAP, we recently took our proud history of co-innovation to the next level with the creation of the Accenture and SAP Business Solutions Group. The ASBSG brings together the companies’ respective co-innovation, joint solution development and go-to-market teams to rapidly accelerate the time it takes to develop and deliver new industry-specific solutions that address our client’s business challenges.

The ASBSG combines Accenture’s intellectual property and industry expertise with innovative solutions that are powered by the SAP HANA Cloud Platform to more rapidly enable customers to harness the benefits of digital technologies. These new industry solutions are available through a single-contract business services model and on an "as-a-service" basis and will sit alongside existing SAP SaaS applications such as hybris, Ariba and SuccessFactors.

Solutions developed by the ASBSG include:

• **Marketing Performance Solution by Accenture and SAP**—a marketing analytics solution that enables CMOs and marketing teams to access data in near real time from multiple internal and external sources, quickly respond to shifting market demand and manage the ROI of marketing spend

• **Upstream Production Operations by Accenture and SAP**—a set of solutions, services and training for oil and gas companies’ production operations

• **Solution-as-a-Service for SAP HANA**—a collaboration among Accenture, HP and SAP to accelerate the deployment of SAP HANA

• **Cloud-based solutions for procurement and finance and accounting**—business process outsourcing (BPO) and business operations services such as electronic invoicing capabilities via the Ariba Network.

Accenture has been awarded SAP’s Pinnacle award for cloud co-innovation and services for two years running.
Putting SAP Cloud to work

SAP Cloud methodology
Our proven SAP Cloud methodology combines the best of Accenture and SAP to ensure a consistent approach from solution planning through to service delivery.

SAP Cloud assets and tools
Geared to improving an organization’s ability to adapt to changing business demands while remaining cost competitive, our implementation assets and tools safely expedite and optimize SAP Cloud projects. These include:

- **Cloud readiness assessment**—outlines a basis for developing the capabilities required to adopt SAP Cloud services
- **Cloud strategy methodology**—Accenture’s global framework for developing a cloud computing strategy as part of a client engagement, based on the IT Value Strategy Framework, it helps anticipate how companies should prepare to compete in the new market dynamics and shape the journey into SAP Cloud computing
- **Cloud application factory**—enables IT organizations to reduce cloud migration costs by using repeatable delivery processes, scalable delivery resources and proven development tools
- **SaaS proof of value/ROI accelerator**—delivers an accelerated method for return on investment with SaaS; the tool enables the deployment of SaaS technology in as little as eight to 12 weeks, with limited configuration or customization (if required)
- **SAP SaaS Methodology**—delivers a proven method and assets for designing and delivering SAP SaaS applications using leading practices while reducing implementation risks
- **Accenture Private Cloud Solution for SAP**—can dramatically shorten the time to provision new SAP environments from days to hours and provides clients with the differentiation of SAP's analytics and mobility capabilities
- **Accenture Reusable Technology Library for SAP**—reduces time and effort for development through reuse of existing code, templates, and tools that improve efficiency of development
- **Accenture Advanced Enterprise Solution (AAES)**—a fully configured SAP solution with best practices, templates, assets, test scripts and tools that are industry specific. It codifies Accenture’s years of SAP experience with a patented framework that integrates industry-leading processes and technology drawing from more than 20,000 process models across 71 industries.
- **Accenture services for SAP Cloud**
  Accenture provides end-to-end services for SAP Cloud—spanning strategy and project implementation services through to application services (see Figure 4).

Complementary BPO solutions
Accenture offers comprehensive BPO services in HR, procurement, contingent labor and finance. Clients can take advantage of the latest SAP technologies as part of these services (such as Ariba and SuccessFactors). We collaborate to help clients define a broader spectrum of performance targets, including measurable business outcomes such as increased sales, better customer satisfaction, increased market share, higher levels of employee engagement and productivity, improved shareholder value and more. Accenture BPO’s industrialized delivery capabilities—backed by our unparalleled Global Delivery Network located across 50 countries—enable us to deliver consistently high levels of performance, at scale. For five years in a row, the International Association of Outsourcing Professionals (IAOP) has named Accenture the No. 1 global outsourcing service provider.

Figure 3. Accenture’s SAP cloud methodology

The web-enabled Accenture methodology ensures a consistent approach to delivery of the solution.
## Strategy and project implementation services

<table>
<thead>
<tr>
<th>Support category</th>
<th>Description</th>
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<tbody>
<tr>
<td>Strategy and business case</td>
<td>Provide HR IT strategy and SAP Cloud roadmap to determine how to best architect solution based on the client’s business and technical requirements</td>
</tr>
<tr>
<td>Program management</td>
<td>Manage overall program and project management</td>
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<tr>
<td>Change management</td>
<td>Change and communication plan, stakeholders management, training</td>
</tr>
<tr>
<td>Process/organization design</td>
<td>Process design and roles definition</td>
</tr>
<tr>
<td>Solution design/build/test</td>
<td>Requirements, global design, workshops, prototyping (0 through 3), data conversion, integrations, retrofit with existing SAP Cloud solutions, end-to-end testing</td>
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<tr>
<td>Integration</td>
<td>Requirements, fit/gap analysis, functional and technical designs</td>
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<tr>
<td>Deployment and post go-live support</td>
<td>Multi-country deployments, data migration, cutover and post go-live support</td>
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## Application services (AO)

<table>
<thead>
<tr>
<th>Support category</th>
<th>Description</th>
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<tbody>
<tr>
<td>Service management</td>
<td>Manage overall service and project management</td>
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<tr>
<td>Problem management</td>
<td>Provides the updates needed on business process, business process security definition and supervisory re-organization (user functional support)</td>
</tr>
<tr>
<td>Release management</td>
<td>Provides technical and functional support related to SAP Cloud quarterly system releases, including regression testing</td>
</tr>
<tr>
<td>Security management</td>
<td>Provides support to security-related change requests and security access including role-based security, user-based security, business process security policy</td>
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<tr>
<td>Level 2/3 break fix</td>
<td>Correct system configuration (level 2/3 break fix) not according with design specification created in the scope of a project or minor enhancements</td>
</tr>
<tr>
<td>Integration management</td>
<td>Provides support on integration issues and modification of existing integrations</td>
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<tr>
<td>Supplier coordination</td>
<td>Act as a single point of contact with SAP Cloud for support under the defined scope</td>
</tr>
<tr>
<td>Configuration management</td>
<td>Provides support on standard configuration and/or additional changes classified as minor enhancements</td>
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Accenture has built strong and growing practices around each of the core SAP Cloud solutions:

**SuccessFactors**
With the largest skilled SuccessFactors team globally, Accenture delivers solutions leveraging our network of dedicated SuccessFactors delivery centers across North America, Europe and Asia. As SAP’s premier partner for SuccessFactors, Accenture has an unrivalled track record of innovation—we were the first integrator to develop software to complement and extend the capabilities of SuccessFactors. The Accenture HR Audit and Compliance tool, delivered as a service on the SAP HANA Cloud Platform, is designed to help manage the HR compliance needs of companies. In addition, we were the first to implement SAP Cloud Payroll and the first to offer cloud post-implementation support services.

This focused SuccessFactors capability is backed by Accenture’s status as one of the largest and most experienced global providers of services for human capital management. Our resources include more than 10,000 HR professionals, over 3,500 of which are HR IT experts, operations in over 50 countries and an industrialized network of global delivery centers.

**Fieldglass**
Fieldglass is a market-leading vendor management solution that is now part of SAP. Our Fieldglass-skilled professionals are backed by the global resources of the Accenture Delivery Center Network. We provide short- to medium-term consultancy support for contingent labor management (CLM) transformations as well as managed CLM services and full CLM lifecycle management, where all or part of CLM is operated by Accenture. These CLM managed services deliver benefits including access to CLM professionals globally, increased return on CLM talent investment, and access to lower cost offshore analytics resources and best-in-class procurement and talent management processes/technologies.

**Ariba**
Accenture is an Ariba preferred partner and the largest integrator of Ariba products and services. Our skilled resources leverage Ariba assets in the Accenture Reusable Technical Library to industrialize delivery, saving an average 26 percent in delivery effort. These are backed by Accenture Sourcing and Procurement Services, which provide additional value-add services around clients’ direct and indirect procurement processes, complementing their use of Ariba technologies.

In 2014, Accenture and SAP entered into a first-of-its-kind agreement to offer new cloud-based solutions designed to transform the delivery of procurement and finance and accounting (F&A) business services to clients. Together, the two companies are redefining business process outsourcing (BPO) and defining business operations services that can help clients become a best-run business by achieving significant process efficiencies and related cost savings.

The first solution to be delivered, which provides electronic invoicing capabilities via the Ariba Network, enables clients to realize the value of the largest global business-to-business trading network, used by more than 1.5 million companies to transact over half a trillion dollars in commerce on an annual basis.

**Cloud for customer engagement**
Accenture is the first integrator to be engaged with SAP Cloud for Customer. Our skilled team of SAP CRM resources and cloud professionals work with clients to provide a 360-degree view of customers including B2B, B2C and multi-channel. Accenture services include cloud, on-premise and hybrid approaches to support sales, marketing, collaboration, social engagement and mobility.

In 2013, Accenture was one of the first partners to be enabled on SAP HANA Cloud Integration (HCI). HCI helps companies to integrate Cloud for Customer with SAP CRM or ECC, as well as other SAP solutions. With our proven methodologies and cloud assets to industrialize delivery, Accenture has a strong methodology that is uniquely tailored to the specifics of SaaS iterative delivery of Cloud for Customer.

**hybris**
The first hybris Global Strategic Partner, and named hybris 2013 Global Partner of the Year, Accenture is the only preferred global systems integrator for hybris. Our experienced resources worldwide have delivered successful engagements, enabling state-of-the-art master data management for commerce and unified commerce processes that give businesses a single view of their customers, products and orders.

The Accenture and hybris alliance is unique, combining leading-edge, global capabilities and industry-specific services to deliver seamless, richer customer experiences across all channels and geographies needed to identify and convert customers and increase their engagement.
Accenture further established its leadership position with hybris by acquiring Aquity Group, a leader in digital marketing solutions, and the North American hybris Partner of the Year in 2011 and 2012. Accenture and hybris also have a robust ecosystem of alliances with omni-channel service and solutions providers, including Adobe.

sFin
Simplification of SAP Business Suite (ECC) is a key enabler to move the suite into the cloud. Accenture is strategically aligned with SAP on this journey of simplification and is heavily investing in our Accenture Innovation Center for SAP Solutions in Kronberg, Germany, to showcase the benefits, value, product innovation and roadmap of sFin—both on-premise as well as through our private cloud offering. The Accenture and SAP alliance is unique: combining our leading-edge, global capabilities and financials expertise to work jointly to deliver benefits to large enterprise clients.

Cloud for Travel
Accenture is the largest and most experienced global provider of technology services for human capital management (HCM), including SAP Cloud for Travel and SAP on-premise Travel & Expenses (T&E). T&E are typically the second largest SG&A expense on the income statement, and SAP Cloud for Travel allows clients to reduce the costs per expense sheet and, at the same time, take advantage of the latest cloud innovations and integrations. Our skilled resources for SAP Cloud for Travel are backed by Accenture’s global SAP HCM/finance/procurement practices, as well as by our Business Process Outsourcing (BPO) organization. Our services include consulting, system integration and BPO offerings leveraging our T&E assets, methodologies, SaaS estimators and integration in a hybrid landscape. Our SAP Cloud T&E solution factory in Lisbon, Portugal, as well as Bangalore, India, provides application development and maintenance services cost-effectively through a pool of shared resources.

Business ByDesign (ByD)
Accenture is the first systems integration partner to work with the ByD Platform as a Service (PaaS), which is now renamed HANA Cloud PaaS. Our skilled team delivers functional and technical services for the application including the HANA Cloud Platform, HANA Cloud Portal and HANA Cloud Integration.

In 2010, Accenture developed several add-ons for Business ByDesign for Chemicals and Process Manufacturing, and we were the first partner to focus on a two-tier strategy of implementing SAP ByDesign to the subsidiaries of our large enterprise clients. In 2012, Accenture was part of a SAP consortium for localization and co-development. Accenture and SAP continue to co-innovate and are focused on co-developing vertical solutions for the downstream oil and gas industry.

Jam
Accenture was early to partner with SAP providing SAP Jam implementation support as part of our SAP delivery services. We are a leader in SAP Jam co-innovation, most recently focused on the Work Patterns capabilities of SAP Jam. Our numerous implementations span multiple industries from Consumer Goods to Natural Resources and Chemicals, as well as for SAP Cloud technologies including SuccessFactors Learning and Development, Cloud for Customer and SAP CRM scenarios. Our SAP Jam team leverages Accenture’s leading Social Collaboration practice, assets and use cases to ensure successful delivery, and is supported by our Lisbon and Bangalore Delivery Centers.

HANA Enterprise Cloud (HEC)
Accenture is a market leader in HANA Enterprise Cloud (HEC) implementations. We were the first systems integrator with a HANA production customer reference, and now have thousands of HANA-trained professionals, as well as thousands of HANA implementation tools and accelerators.

We provide support for HANA adoption through our 17 Accenture Innovation Centers for SAP Solutions and have a dedicated HANA Center of Excellence in Kronberg that spans sales support, delivery excellence, value discovery and capability development. Accenture developed the first software product built on HEC (Accenture Audit and Compliance Tool) and we have developed dedicated analytics assets powered by SAP HANA.

Working with SAP America and the HP Enterprise Group, we are helping clients to more rapidly and cost-effectively adopt and deploy the SAP HANA platform through an innovative subscription-based model. Solution-as-a-Service for SAP HANA accelerates a company’s ability to transform their business by leveraging real-time business insight provided by SAP HANA. The solution is designed to help companies that have already purchased SAP HANA, but have not yet started their deployment or fully utilized their license capacity for SAP HANA. It features Accenture managed and implementation services, HP Converged System for SAP HANA and HP Enterprise Group infrastructure services.

SeeWhy
With its focus on behavioral marketing with real-time personalized marketing campaigns, SeeWhy enhances hybris by directly optimizing clients’ e-commerce revenues. Using the SeeWhy-Crown hybris Connector, and grounded in our leadership with hybris, Accenture can provide clients with instant access to SeeWhy’s CORE platform.
Accenture has been recognized by SAP two years running for its cloud expertise. In 2013 and 2014, Accenture won SAP's prestigious Pinnacle award for cloud services.
About Accenture application services for SAP

Built on more than 30 years of collaboration, Accenture and SAP maintain a priority relationship. Recognized as SAP’s number one partner, we run the world’s largest SAP team with over 38,500 skilled SAP professionals—geared to delivering high-quality, lower-cost solutions at speed.

Our depth of SAP-skilled resources is unrivalled—and so is our commitment to ensuring these resources continue to meet client commitments and fast-emerging developments in SAP technology. We invest heavily in training and have made major investments in both SAP-training courses and materials and our own in-house developed SAP training, which is delivered globally through our delivery network.

We operate 17 Accenture Innovation Centers for SAP Solutions. Housing Accenture and SAP specialists working side by side, these unique facilities combine SAP’s most advanced technologies with Accenture’s exceptional industry and functional know-how to create an immersive environment where we demonstrate end-to-end industry-specific business processes enabled by SAP digital technologies across cloud, mobility, analytics and HANA.

Accenture and SAP recently took our proud history of co-innovation with SAP to the next level with the creation of the Accenture and SAP Business Solutions Group. This brings together the companies’ respective co-innovation, joint solution development and go-to-market teams to rapidly accelerate the time it takes to jointly develop and deliver new industry-specific solutions.

Putting SAP Cloud to work for you

As more organizations move to harness the low costs, elastic processing power, and high flexibility of cloud computing services and SAP Cloud solutions, and as more organizations face the challenges of managing a hybrid cloud environment, they will need the help of a trusted and highly skilled SAP and cloud player.

Accenture offers various options to help you advance on your cloud journey and gain a deeper understanding of the benefits this can bring to your organization. You can take a cloud opportunity assessment at www.accenture.com/cloudstrategy, or contact us to:

- Assess your SAP Cloud readiness
- Help develop your cloud strategy
- Develop a proof-of-value and calculate ROI
- See how the art of the possible could apply to your organization in any of our Accenture Innovation Centers for SAP Solutions locations.

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3 http://www.accenture.com/SiteCollectionDocuments/PDF/Accenture-Innovation-Centers-for-SAP.pdf
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About Accenture
Accenture is a global management consulting, technology services and outsourcing company, with approximately 293,000 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$28.6 billion for the fiscal year ended August 31, 2013. Its home page is www.accenture.com.