

ACN JOURNEY

From Client Experience to Technology Hub Creation

May 2023

**>
accenture**

Agenda

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EPM Introduction

02

Client Experience
& Hub creation

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New Joiner
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Q&A

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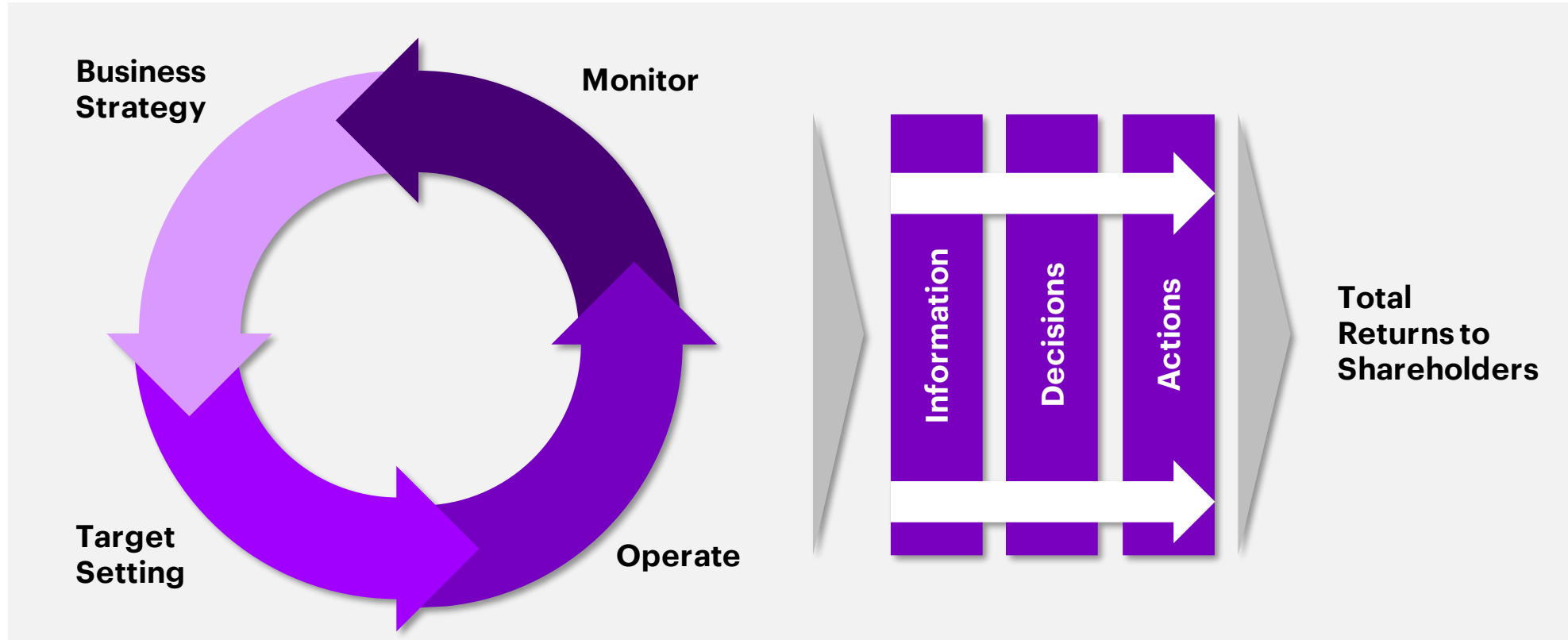
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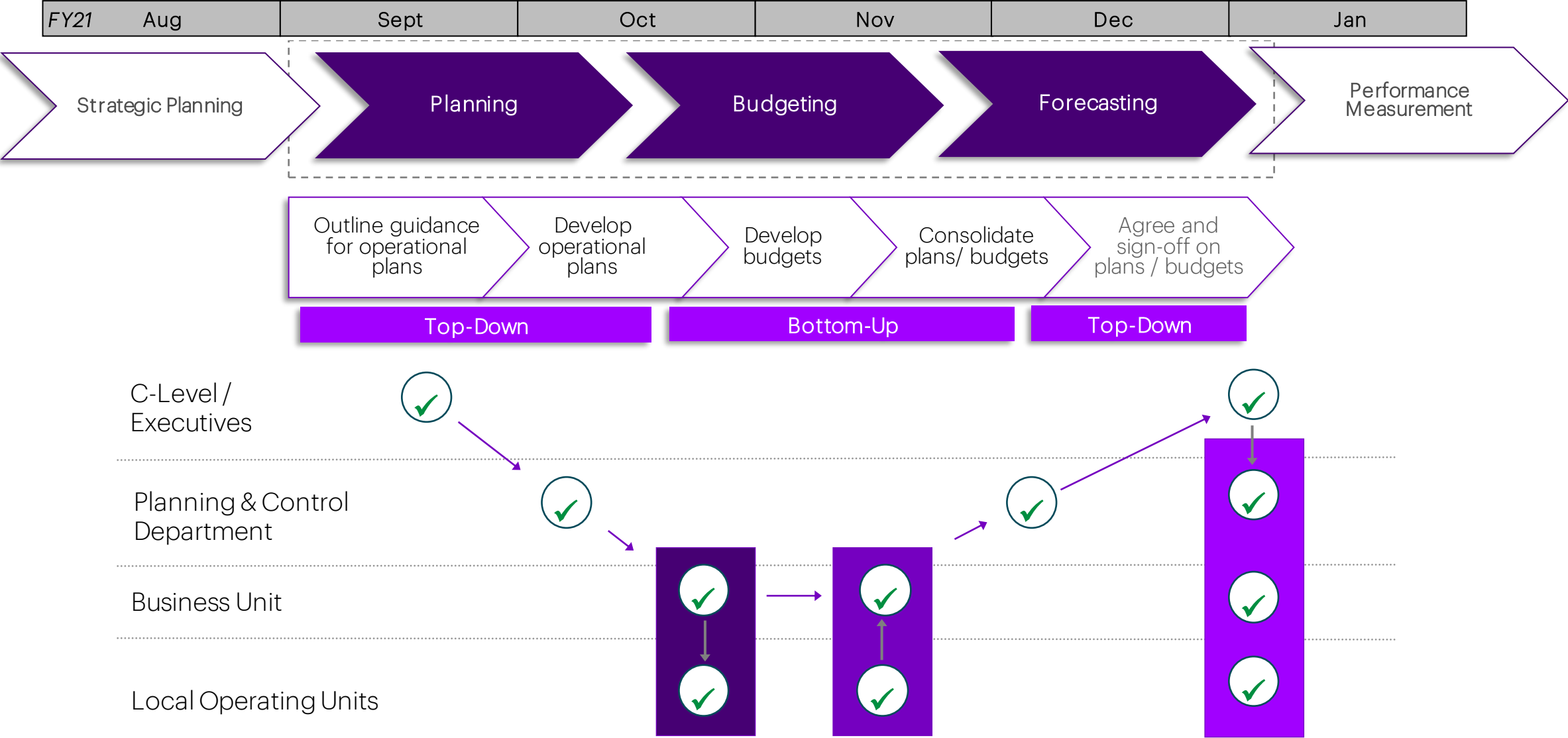
Enterprise Performance Management – Overview

Enterprise Performance Management (EPM) is a **strategy** and key capabilities required to make decisions and take actions to drive shareholder value

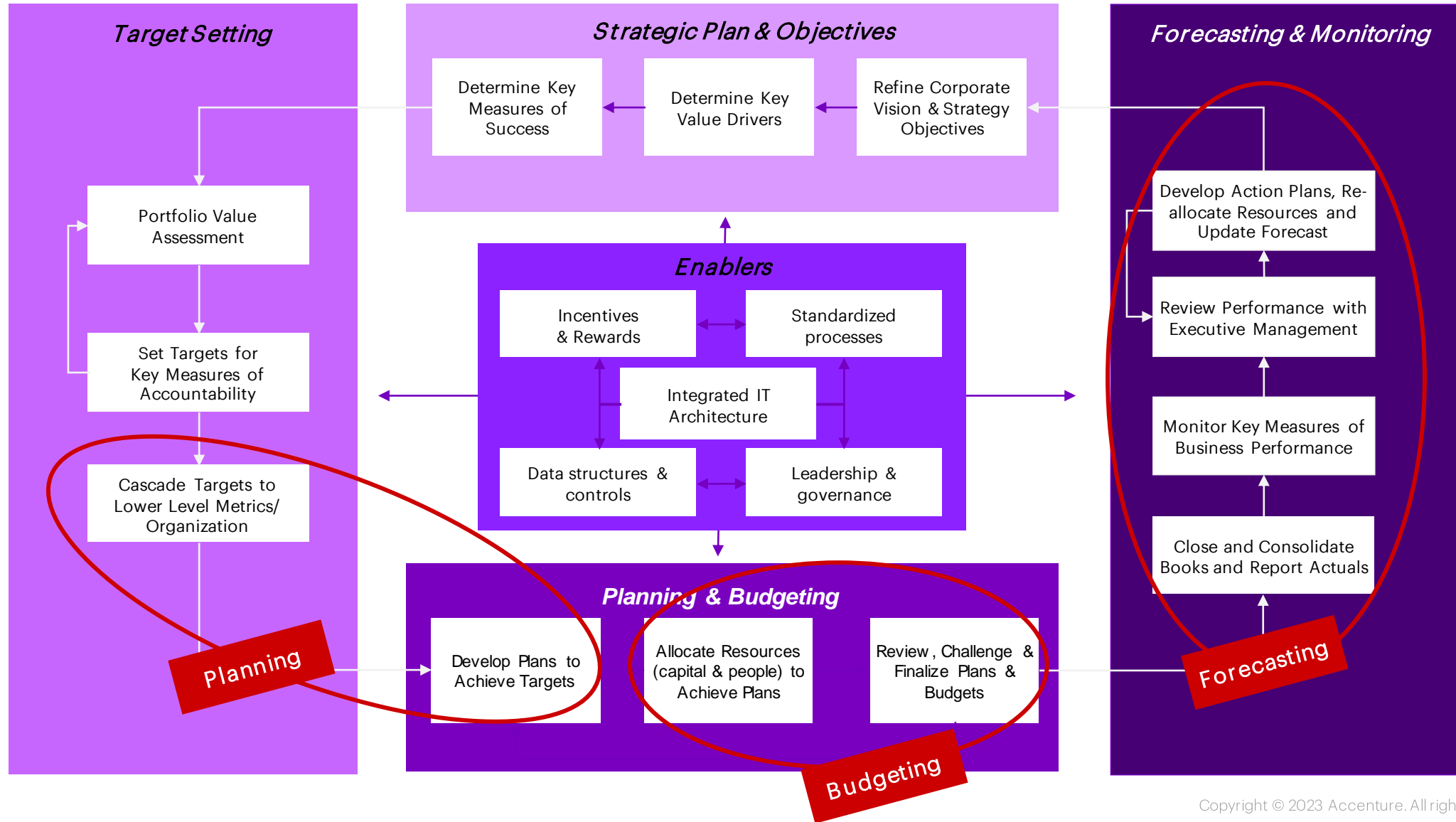
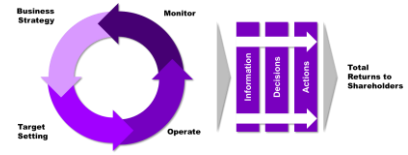


An effective EPM capability enables to focus and align the organization to the key drivers of its strategy, to **plan and forecast** based on these **drivers** and to measure results.

PB&F Processes Typical Responsibilities



The EPM Framework



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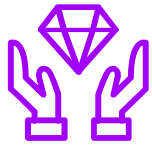
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Client Experience & Hub creation



Client Facing Activities

- Enabler of project **value** creation
- Handler of clients' **business** needs



Contribution to the practice







- Facilitator of **innovative** financial solutions
- Driver of global expansion of **Accenture Tagetik Innovation Center**



Project Snapshot



Overview

-  **Business process coverage**
P&L Closing, Rolling Forecast,
Creation of a unique model
-  **Functions involved**
Finance
-  **Geographic scope**
Global
-  **1000+ in 120 countries**
users
-  **Application landscape**
Tagetik CPM
-  **Project timeline**
+ 5 years

**Leading
Market
Position**

**Sales
>24 B€**

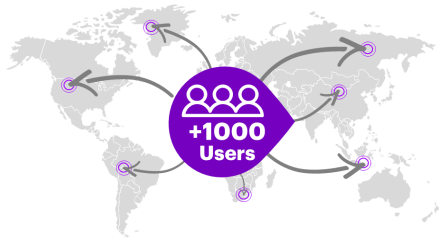
**Product
Industry**

**4
Global
Business
Units**

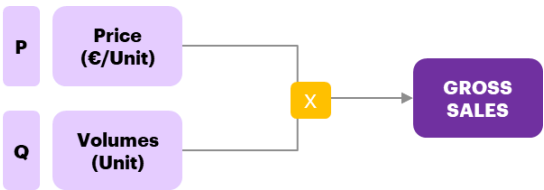
**120 Markets
Worldwide**

Goals

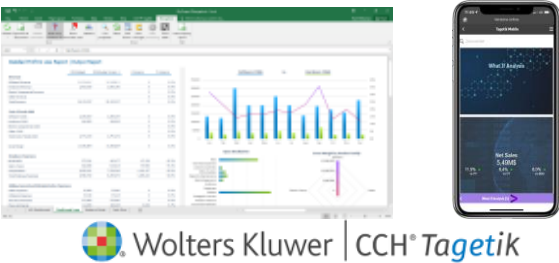
Unique Managerial
P&L By Business
In 120 Countries



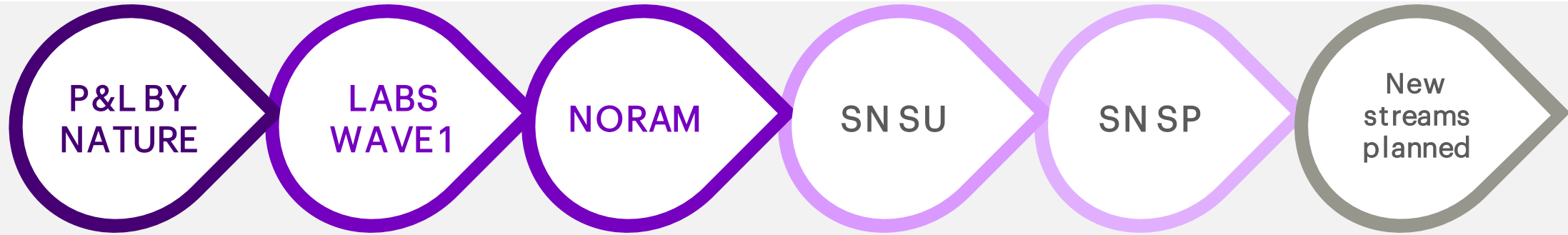
Driver Tree Definition For Each P&L Line



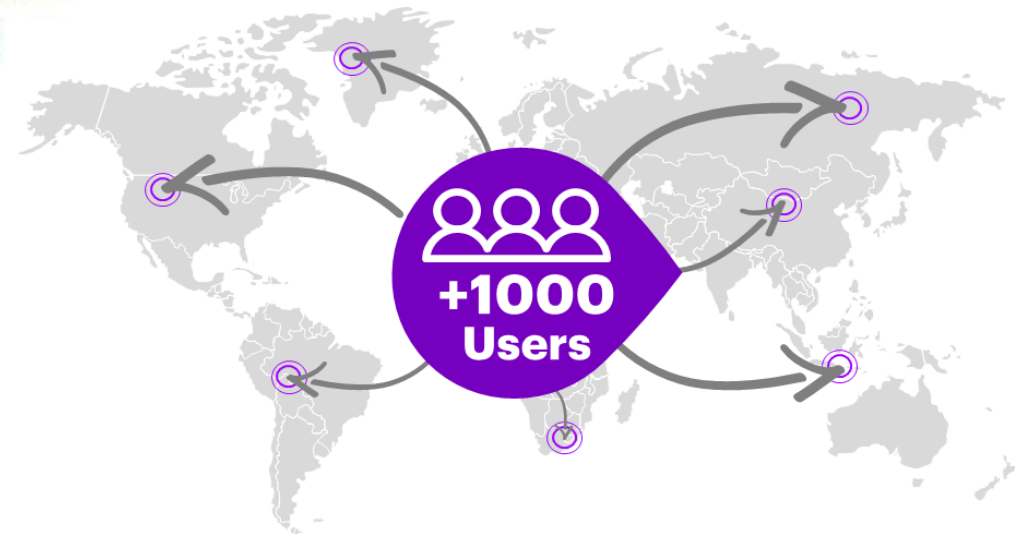
One Common Support Technology



Project Streams



- **Planning and Forecasting model** processes for different Client's businesses deployed to all Group countries
- The new solution introduce enhancement in line with business needs, replacing legacy and obsolete local tools with a **Global integrated solution** leading to higher business impact leveraging on Tagetik CPM



Project Streams: Focus On NORAM



NORAM is a project covering 2 different regions such as **North America and Canada** in order to realize an optimized control and forecasting model. **P&L model by product and customer** for Actual and Rolling Forecast processes.

Driver Based planning approach

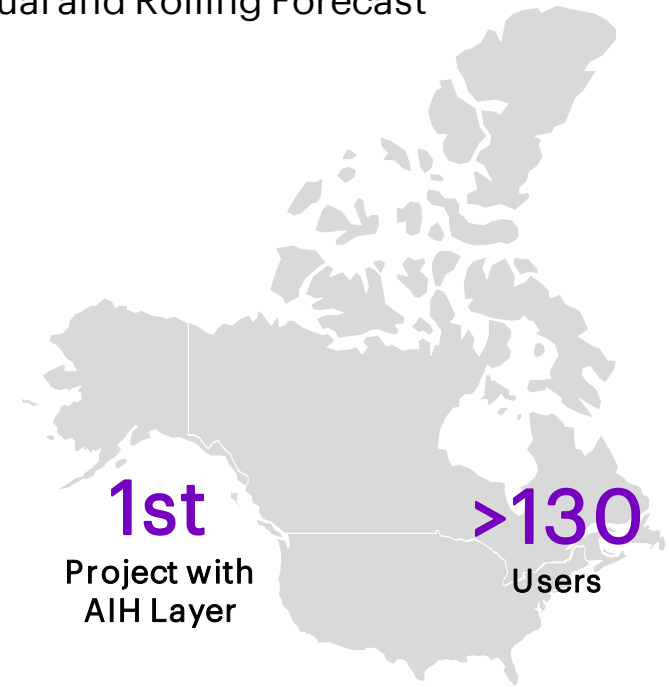
Automatic driver based allocations driving the planning of the company financials

Unique Integrated application

Unique application for all the controlling Departments (production, logistic, top line, advertising, HOO)

Flex Process

Flex Rolling forecast process allows to perform **what-if analysis** in order to estimate the impact of potential changes on activities



- Shared model and data transparency
- Unique and integrated process and system of Actual P&L

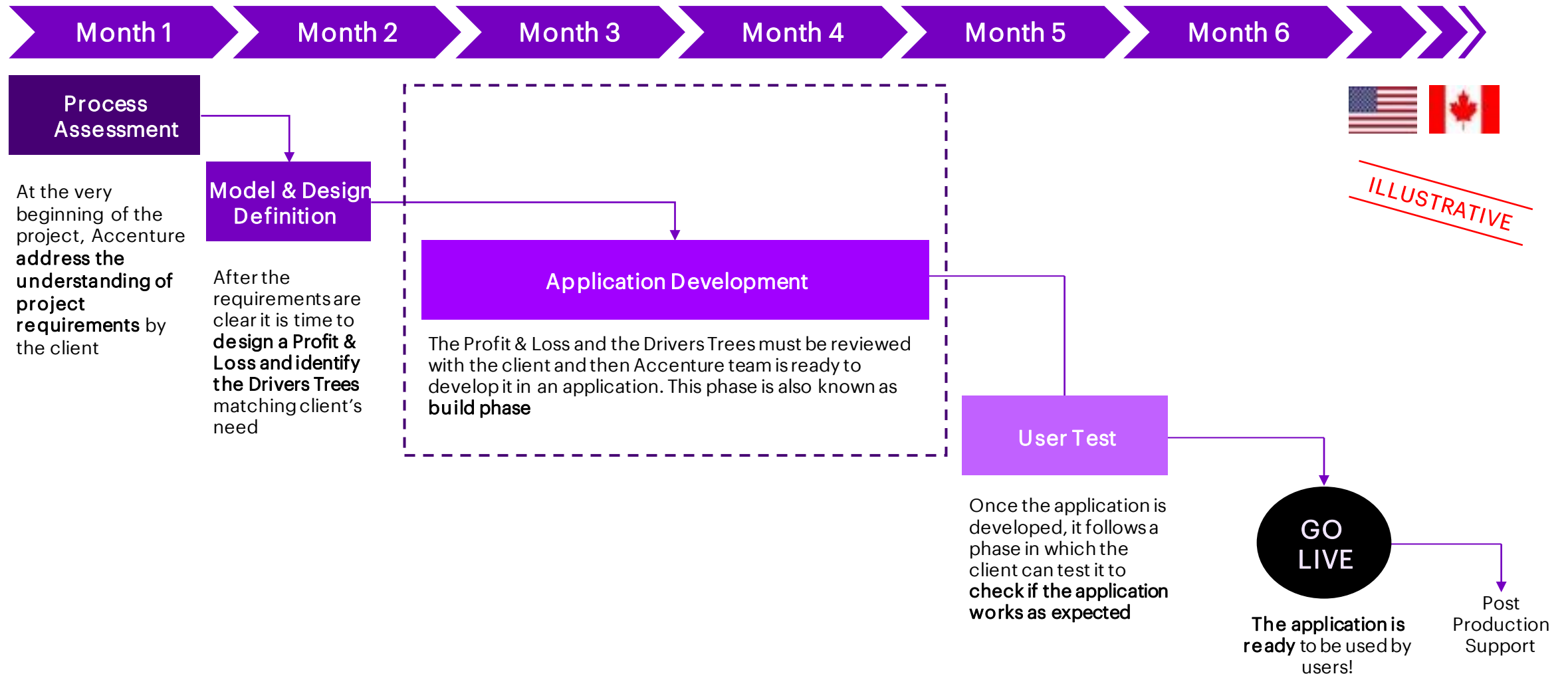
Benefits



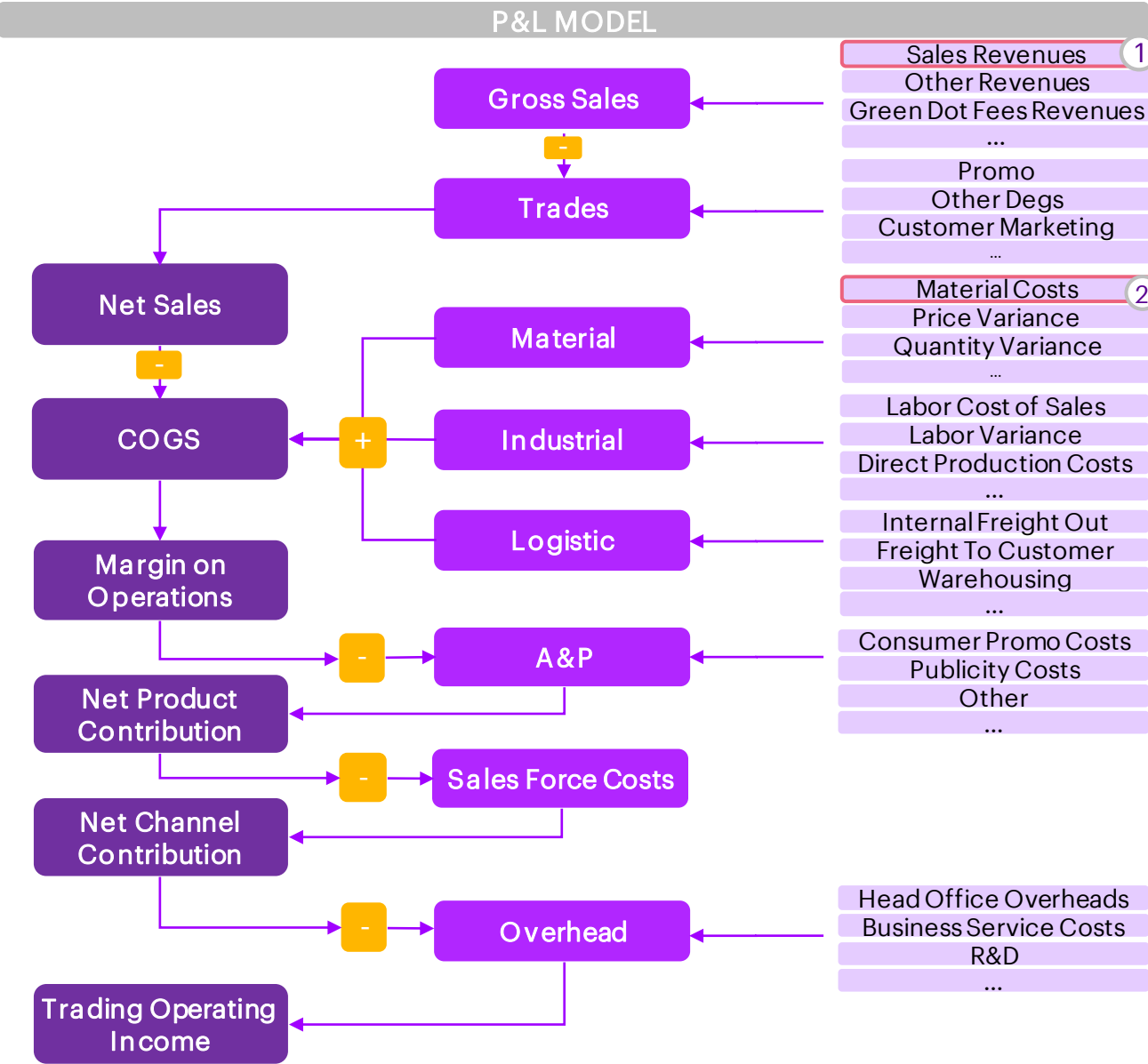
NORAM Project – Overall Project Plan



Target: define a Managerial Profit & Loss and common driver trees to create a Unique Driver Based Planning Application



NORAM Project – Managerial P&L



- SAMPLE DRIVERS**
- Price Increase/Decrease
 - Price adjustments
 - New products development
 - ...
- Promotional discounts
 - ...
- Standard product cost adjustments
 - Labour productivity
 - ...
- Number of machine hours
 - Number of labour hours
 - ...
- Number of transporations
 - Transportation duration
 - ...
- SF Costs adjustments
 - ...
- R&D adjustments
 - ...

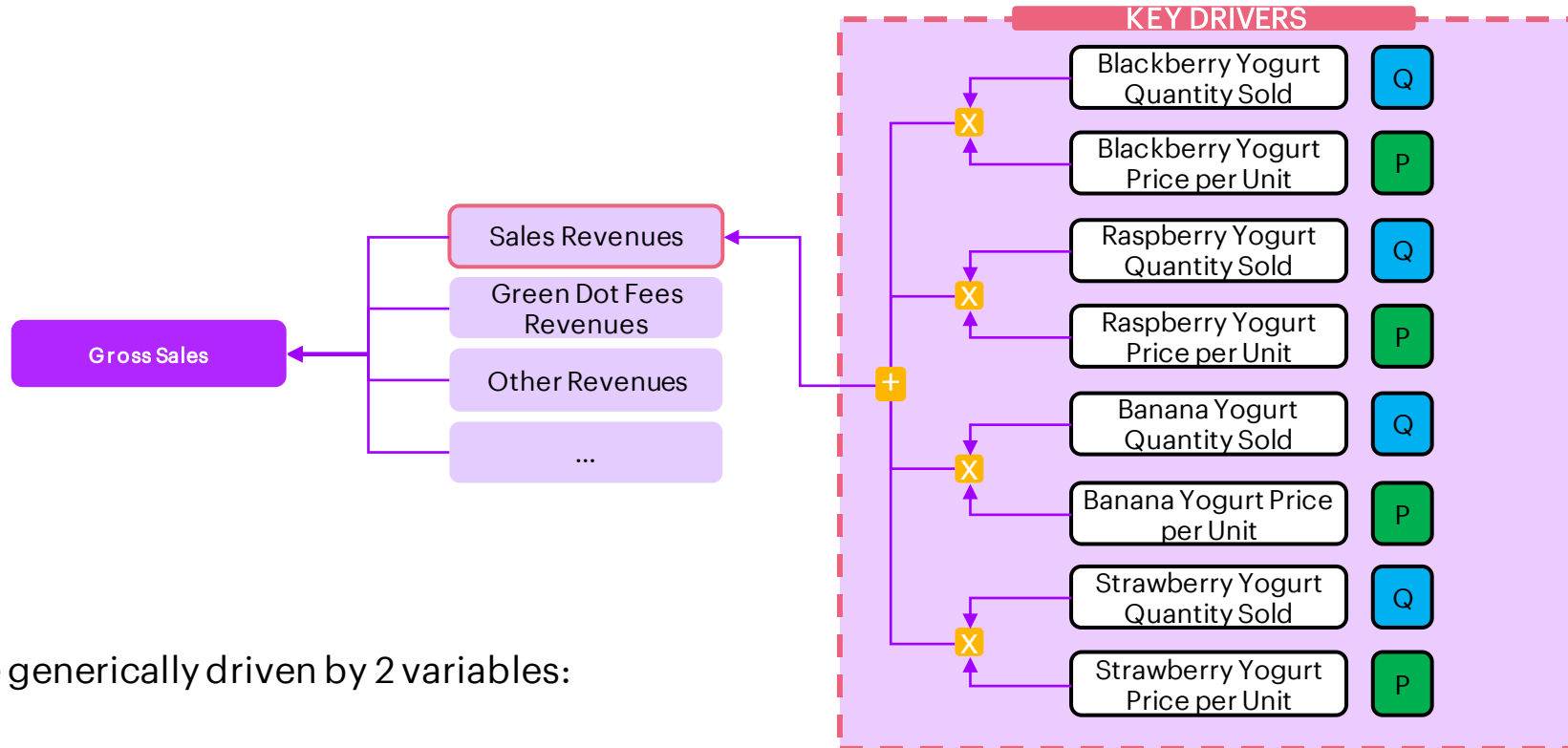


NORAM Project – Driver-based Approach

Focus On Sales Revenues



Driver Based Planning models incorporate key business drivers (financial and non-financial) to predict resource needs. The first step to start the process is to identify the key drivers and build a financial model to reach those goals.



Sales revenues are generically driven by 2 variables:

- Volumes
- Prices

Planning logic can be adjusted according to both **internal and external factors** (e.g. Decrease/Increase in production for what concern Volumes, Inflation or Increase/Decrease of Price Market for what concern Prices, etc.).

Adjusting one or both variables, Sales Revenues will change accordingly.

Accenture is the Global Leader in Enterprise Performance



Accenture has the largest and most globally integrated EPM practice, providing end-to-end **Enterprise Performance** services.

1300+

EPM Finance
and Technology
Professionals

400+

EPM Technology
Certified
Professionals

1500+

EPM
Engagements

100+

Assets and
Accelerators

Global EPM Hub in Milan, Italy



Accenture's proven delivery methods and processes enable a time and cost efficient solution implementation with high quality standards

Americas

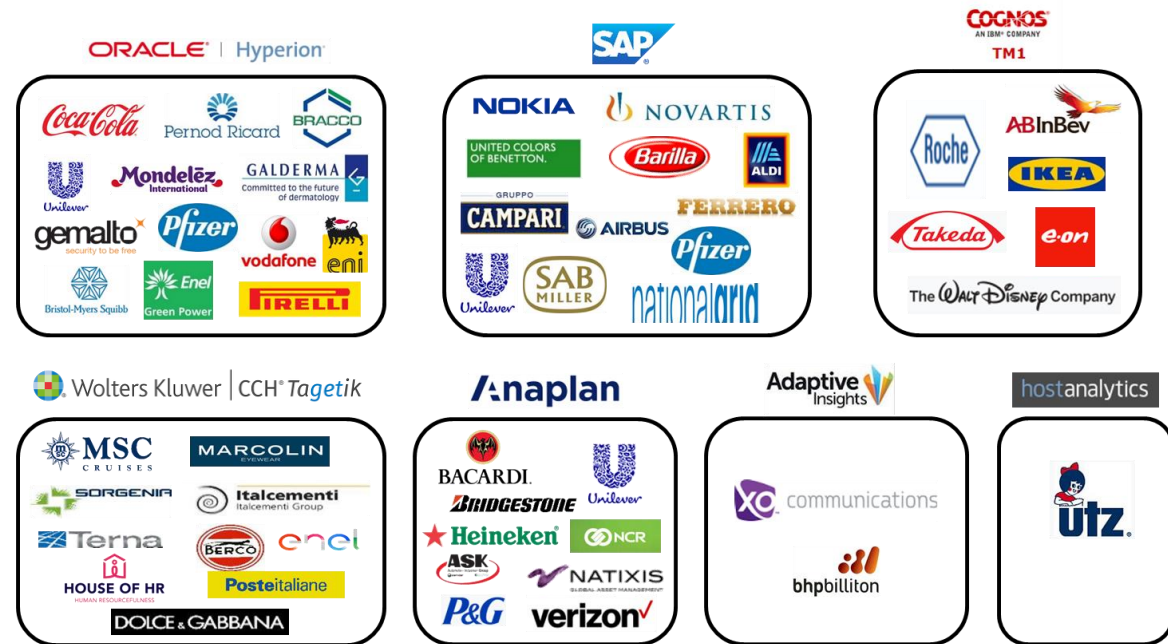
Europe

Asia Pacific

Our international functional & technical experts are close to your business – in your region and in your time zone

Accenture worked with international clients on large EPM transformation projects on the different leading technologies.

NON EXHAUSTIVE



* Presented on this page is a selected subset of Accenture authorized references



Global Accenture Tagetik Innovation Center

ATIC is the Capability Network's Global Hub specialized in the **CCH Tagetik EPM technology** designed to meet the growing needs of the **CFO Agenda**.

Zoom on Tagetik Capability

How Accenture is developing its capabilities on Tagetik



Technical and functional team aimed to manage project deployment. **Innovation development** offering and continuous **training** for people development



Team with high **technical skills** aimed to manage support activities and expand its **functional** expertise. Focus on enhancing the automation. Continuous **training** available for people development



CCH Tagetik skills in Accenture are increasing month by month by focusing on **people development**.

Continuous **investments** in people development to speed up on **technical** and **functional** skills



In 2021 ACN completed its acquisition of Nell'Armonia (leader in the French market on EPM implementation including Tagetik), thanks to which new resources joined ATIC's **technical** and **functional** team



Technical team aimed to support and develop projects. Continuous **training** for people development from a **functional and technical** point view



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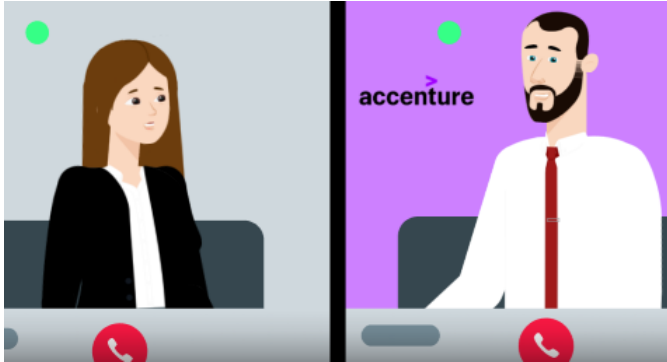
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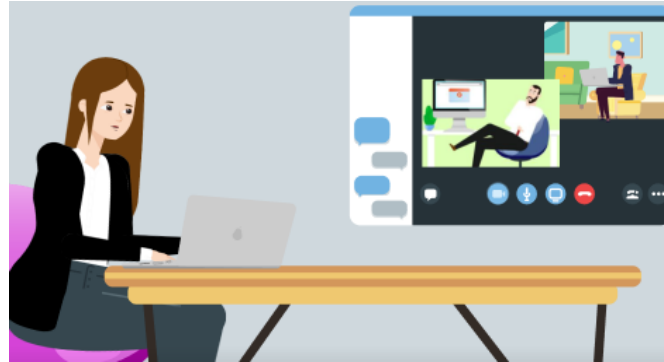
Q&A

New Joiner Experience

1 Job interview



2 Beginning of the Internship



5 First day as Analyst!



3 Graduation



4 Hiring proposal

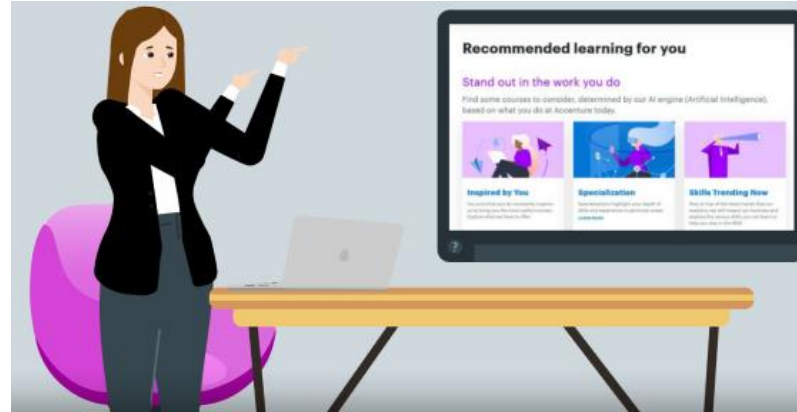


Key Activities



The Project

- 1 The client is one of the most important company in the in the Tobacco Industry
- 2 Design and Implementation of CPM Tagetik solution for Actual and Planning processes
- 3 Relationship with finance teams from all over the world



Training

- 1 Strong focus on growing skills through a lot of courses
- 2 Several topics available divided into "Essential Learning", "Recommendation" and "Ethics & Compliance"

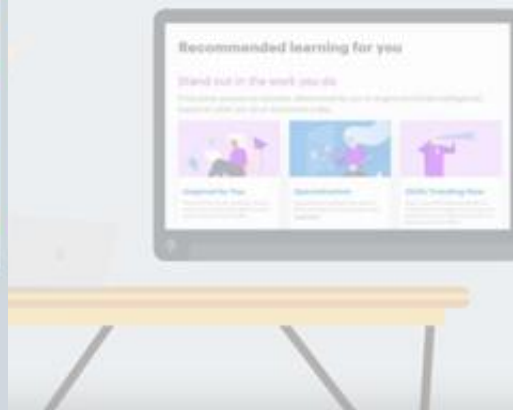


Extra-Project Activities

- 1 Accenture Tagetik Innovation Center aimed at enhancing our capabilities on CCH Tagetik
- 2 People Development Activities
- 3 Content creation to promote the practice worldwide
- 4 Development of innovative solutions to engage with new clients



The Project (1/2)



The system

Delivers the forecasted volumes by analyzing



USERS



DEVICES



CONSUMABLES

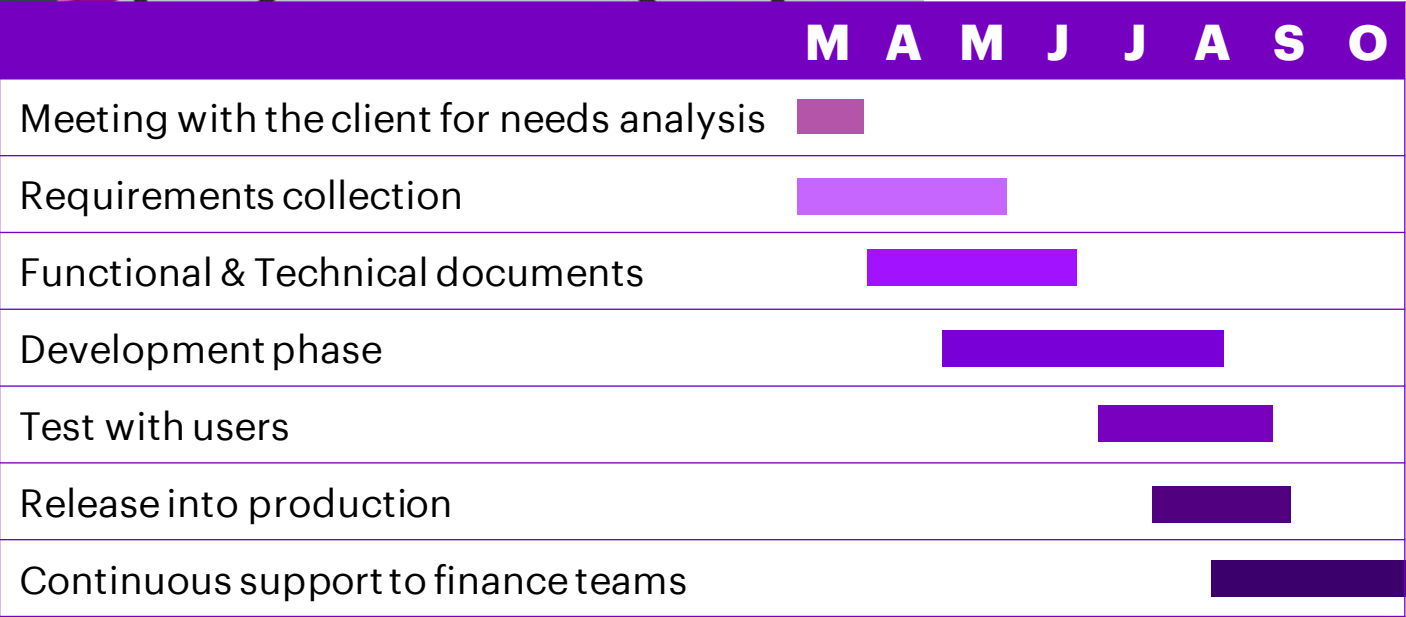
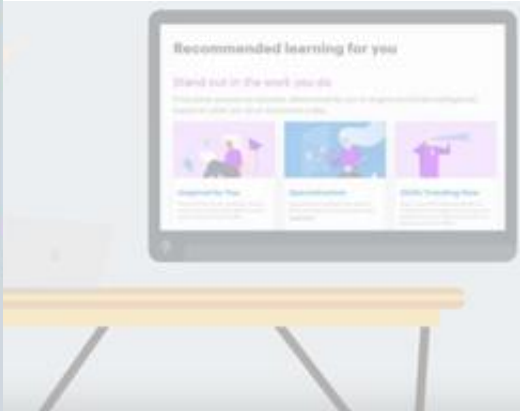
for **every country** in which the company sells this specific class of products

Our client

- 1 Large multinational company
- 2 Selling products in more than 180 countries
- 3 Diverse workforce of around 71,000 people



The Project (2/2)

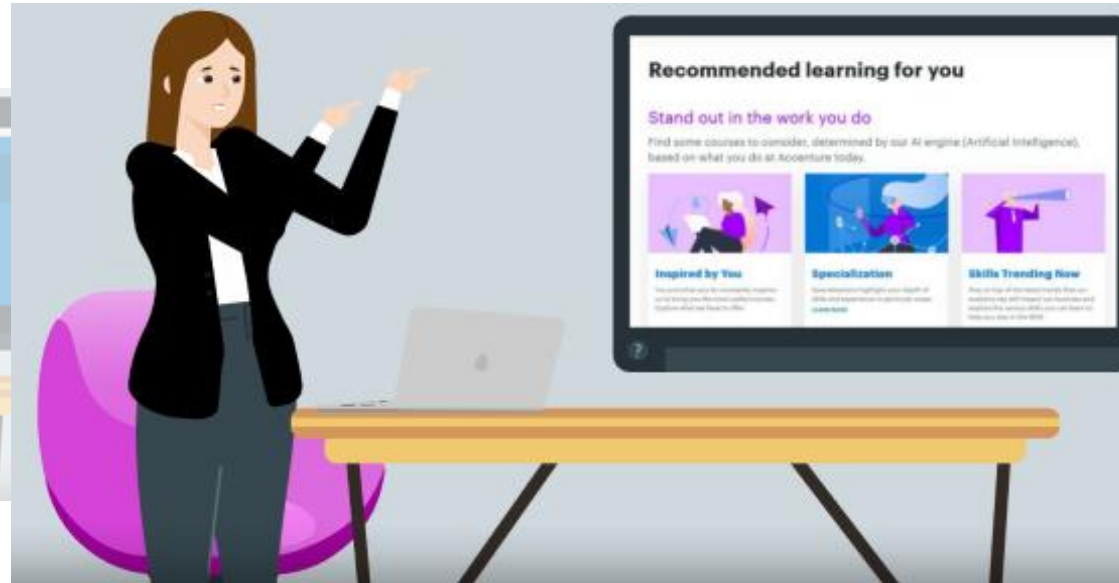
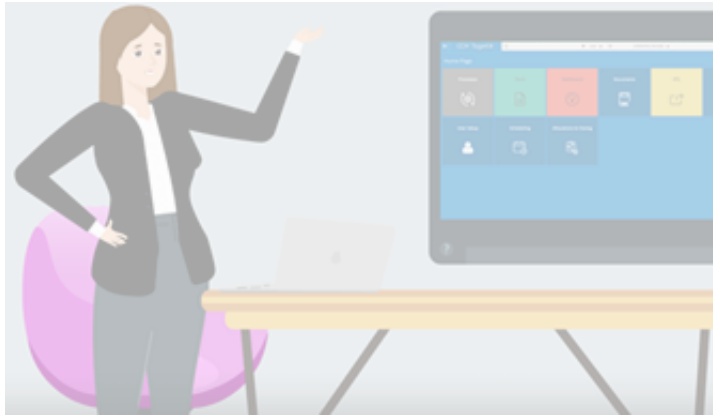


The Project

- 1 Internationally developed
- 2 Lasts for 8 months
- 3 +500 Entities involved



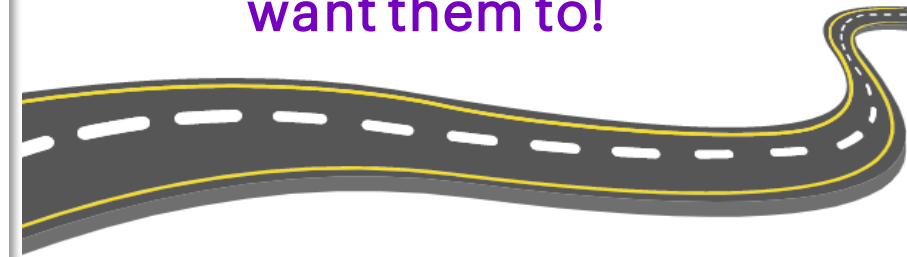
Training



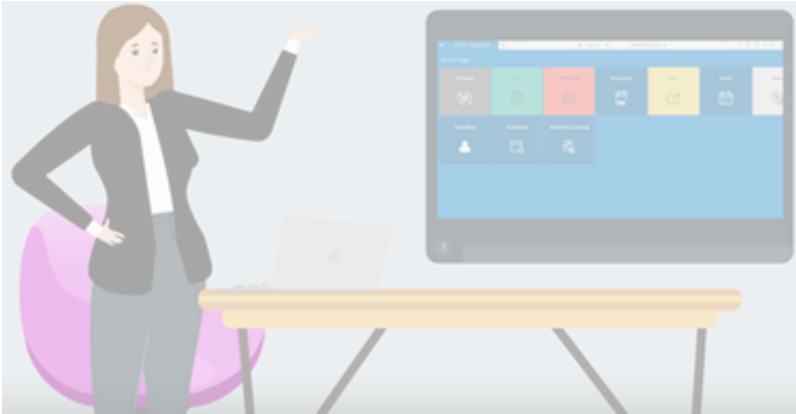
MyLearning

- 1 Platform where all the available courses are collected
- 2 Mandatory and personalized courses
- 3 In classroom and online
- 4 In home country and abroad
- 5 Topics such as *Machine Learning*, *Agile*, *Planning*, but also arguments like *Story Telling* or *Communication Skills*

Our careers can take
whichever journey we
want them to!



Extra-Project Activities



Accenture can offer
so much more than
you can even
imagine!



 **accenture**

Extra activities

- 1 People & Business Development Initiatives
- 2 Capability Network communities
- 3 Focus Groups such as *"Realize Your Potential"*
- 4 Share and Learn
- 5 Off-work events

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**Our promise:
to combine technology
and human ingenuity.**

We leverage the power
of change to create 360 °
value for clients, our
people and the entire
community.



In the world

NYSE

Since 2001

721.000

Professionals

120

Countries



In Italy

10

Centers of innovation

+20.000

Professionals in Italy

5

Locations: Milan, Rome, Turin,
Naples, Cagliari, and many
more offices.

We provide a broad range of services at scale – from strategy to operations





**We provide a broad range of services at scale –
from strategy to operations**

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Accenture Industries

We have expertise in more than 40 industries across 5 industry groups.



Communications, Media & Technology

- Communications & media
- High tech
- Software & platforms
- Aerospace & Defense



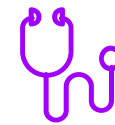
Financial Services

- Banking
- Insurance
- Capital markets



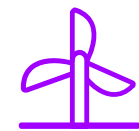
Products

- Consumer goods & services
- Industrial equipment
- Life sciences
- Retail
- Travel
- Mobility



Health & Public Service

- Health
- Public service



Resources

- Chemicals & natural resources
- Energy
- Utilities

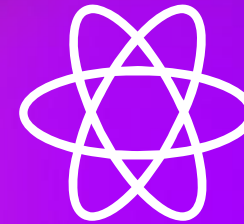
We lead with innovation in everything we do



**Accenture
Research**



**Accenture
Labs**



**Accenture
Innovation
Centers**



**Accenture
Ventures**



**Accenture
Studios**



**Accenture
Advanced
Technology
Centers**

We invest to take first-mover advantage and to rotate to new, high-growth areas

We invest both organically – in assets and solutions, and in attracting and developing talent – as well as through strategic acquisitions

\$900M

Invested in training and professional development for our people in fy21

\$4.2B

Invested in 46 strategic acquisitions in fy21

\$1.1B

Invested in research and innovation in fy21 to develop leading-edge ideas

Platform and ecosystem partners play a pivotal role in accelerating our clients' path to value.









































We forge **deep partnerships** with the largest and most influential technology organizations, apply **advanced technologies**, and harness **industry and functional expertise** to shape the future.

We partner with the world's most powerful platforms to **push the boundaries of what technology can enable**, empowering new ways of working and transformation at speed.



Interbrand

Best Global Brands 2022

01 Apple +18% 482,215 \$m 	02 Microsoft +32% 278,288 \$m 	03 Amazon +10% 274,819 \$m 	04 Google +28% 251,751 \$m 	05 Samsung +17% 87,689 \$m 	06 Toyota +10% 59,757 \$m 	07 Coca-Cola 0% 57,535 \$m 	08 Mercedes-Benz +10% 56,103 \$m 	09 Disney +14% 50,325 \$m 	10 Nike +18% 50,289 \$m 
11 McDonald's +6% 48,647 \$m 	12 Tesla +32% 48,002 \$m 	13 BMW +11% 46,331 \$m 	14 Louis Vuitton +21% 44,508 \$m 	15 Cisco +14% 41,298 \$m 	16 Instagram +14% 36,516 \$m 	17 Facebook -5% 34,538 \$m 	18 IBM +3% 34,242 \$m 	19 Intel -8% 32,916 \$m 	20 SAP +5% 31,497 \$m 
21 Adobe +23% 30,660 \$m 	22 Chanel +32% 29,259 \$m 	23 Hermès +27% 27,398 \$m 	24 J.P. Morgan +14% 24,335 \$m 	25 YouTube +16% 24,268 \$m 	26 Honda +7% 22,837 \$m 	27 American Express +16% 22,117 \$m 	28 IKEA +9% 21,928 \$m 	29 UPS +9% 21,164 \$m 	30 Gucci +23% 20,417 \$m 
31 Accenture +15% 20,412 \$m 	32 Pepsi +1% 19,622 \$m 	33 GE +4% 19,093 \$m 	34 Allianz +23% 18,694 \$m 	35 Hyundai +14% 17,314 \$m 	36 Salesforce +17% 17,311 \$m 	37 Visa +17% 17,258 \$m 	38 PayPal +19% 17,058 \$m 	39 Sony +18% 16,989 \$m 	40 Netflix +9% 16,375 \$m 

Accenture ranked
#31

Our core values



**Client value
creation**



**One global
network**



Best people



**Respect for
the individual**



Integrity



Stewardship



Accenture Italia

#1

Top Employers Certification



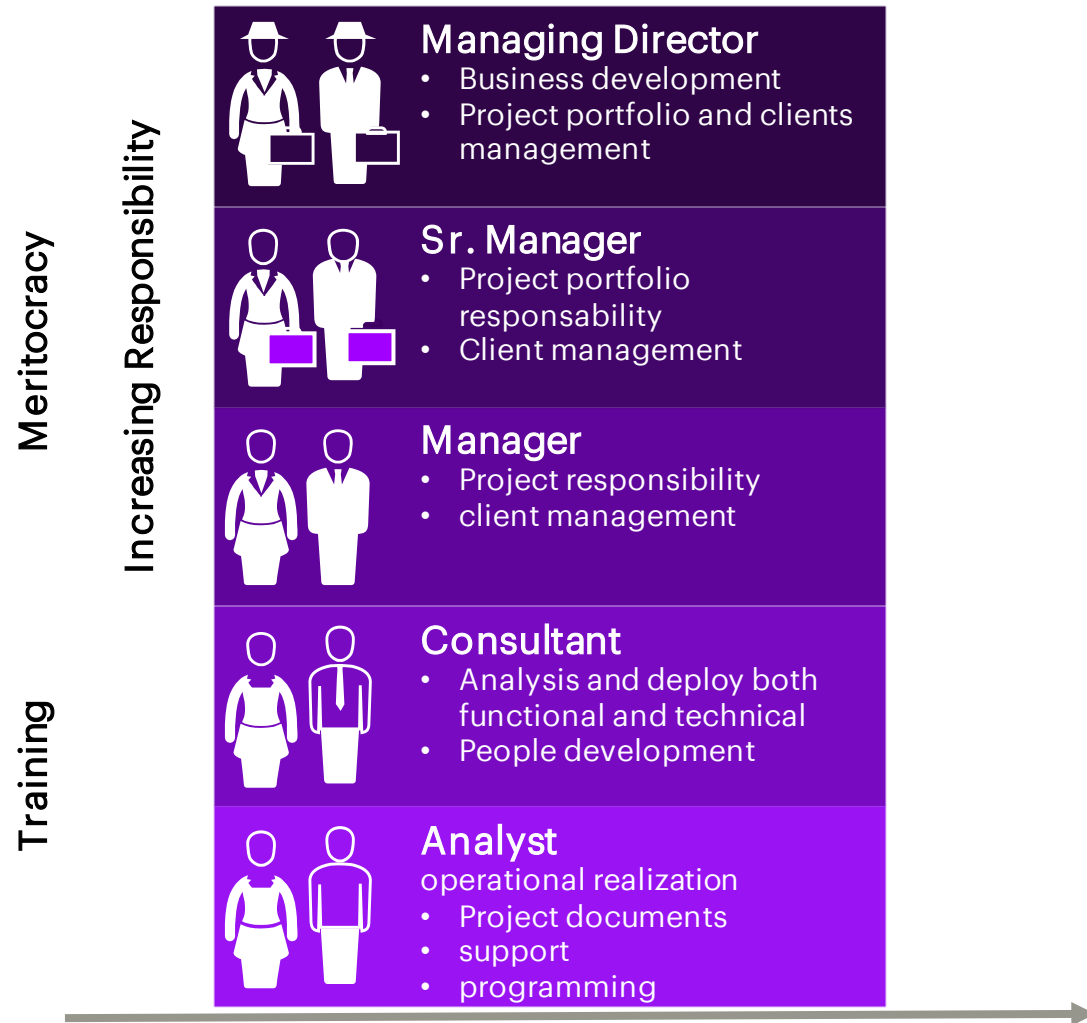
The value of diversity

“Our unwavering commitment to inclusion and diversity unleashes innovation and creates a culture where everyone feels they have equal opportunity.”

Julie Sweet
Chief Executive Officer



Career path in Accenture: focus on «consultant»



Day By Day Activities of a Management Consultant consist of



Project Activities



Internal Activities

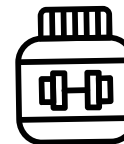


Client Relationship Management



Junior Resources Management

Accenture provides Work and Learning related Opportunities such as



Internal And External Training



Consulting Universities



Communities

Stay connected with Accenture Italia and find out our opportunities



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Thank You!

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