

An American flag is shown waving on a black flagpole against a clear blue sky. The flag is positioned on the left side of the frame, with its stars and stripes clearly visible. The flagpole has a spherical light fixture at the top. The text "About Accenture" is overlaid in white on the lower-left portion of the image.

# About Accenture

# About Accenture

Accenture is a (1) global management consulting, (2) technology services and (3) outsourcing company. Accenture collaborates with clients to help them become high-performance businesses and governments.

- Revenues: US\$ 21.6 billion
- 211,000 professionals worldwide
- Offices and operations in more than 200 cities in 52 countries
- Clients include 96 of the Fortune Global 100 and more than three-quarters of the Fortune Global 500
- Of our top 100 clients in fiscal year 2008, based on revenue, 99 have been clients for at least five years, and 87 have been clients for at least 10 years.

# Accenture Operating Groups

- Communications and High Tech
- Financial Services (Banks, Insurance)
- Products (Air, Auto, Transport, Retail)
- Resources (Chemical, Energy, Utilities)
- Health and Public Service (includes U.S. Federal Government)

# About Accenture Health & Public Service (H&PS)



- Dedicated to helping health organizations, government agencies and other public service organizations worldwide
- Delivering services in 25 countries across 6 industries
- More than 400 government clients around the world
- More than 8,500 professionals working on H&PS projects
- Independently assessed at CMMI Level 4
- 29 percent of H&PS Revenue from US Federal in FY09



# Who We Serve

Accenture delivers innovation and high performance to every Cabinet-level agency as well as 20 of the largest organizations in the federal government, including:



# What We Offer

## Management Consulting Services

- Change management
- Customer relationship management
- Enterprise performance management
- Financial management
- Human capital and human resources management
- Strategy development and planning
- Supply chain and inventory management
- Process and performance improvement
- Risk management

## Managed Services

- Business processes
- Application managed services
- Infrastructure managed services
- Federal human resources managed services
- Software as a service managed services

## Technology Services

- Analytics
- Cyber security
- Data center consolidation
- Enterprise solutions
- Information management
- Infrastructure solutions
- IT strategy and transformation
- Service-oriented architecture
- Systems integration
- Software development

# San Diego Based Programs

- Systems Engineering and Software Development
- Navy Communication Satellite Program Office support
- Naval Satellite Operational Center support
- JTRS Requirements support
- Army Satellite support
- Joint Cross Domain eXchange (JCDX) support
- Multi-Level Thin Client (MLTC) support
- SPAWAR PEO Integrated Data Environment and Repository (SPIDER)
- Radiant Mercury IV&V
- Several Small Business SBIRs as a subcontractor

# How We Deliver

50%

Fifty percent of the world's mail is processed by Accenture systems

30%

More cases are processed by Miami-Dade County Traffic Court – with 15 percent less staff

3 minutes

NYC 311 handles the majority of callers' requests in three minutes or less

8 million

Eight million New York City residents can connect more easily with local government

116

One hundred and sixteen US airports to install 10-print fingerprint solutions to increase homeland security measures

87

Eighty-seven legacy US Army systems replaced with a single financial system

180

NYC 311 Customer Service representatives offer support services in 180 languages, from Amharic to Zulu

240,000

The highest number of calls 311 received in a day



# Working with Accenture

We participate in the following Indefinite Delivery/Indefinite Quantity (IDIQ) contracts, among others, to make it simple to work with Accenture:

## **Government-wide Acquisition Contracts (GWACs)**

- GSA Alliant
- CIO-SP2i

## **GSA Schedules**

- GSA MOBIS
- GSA IT-70

## **Multi-Agency Contracts (MACs)**

- NGA TASER
- Army STOCII
- Centers for Disease Control CIMS
- U.S. Navy Seaport-e
- U.S. Navy Financial Improvement Program (FIP)
- USPS ETS

## **Blanket Purchase Agreement (BPAs)**

- GSA OPI BPA

# Small Business Specific Agenda

- Services Accenture provides to Federal clients
- Criteria for selecting subcontractors
- Expectations of subcontractors
- Small Businesses Marketing to a Prime
- How to Register on the Supplier Portal

# Primary Services to Federal Clients

- Staff Augmentation Services
- IT Hardware, Software and Telecom
- Financial Services
- HR and Professional Services
- Program Management

Accenture Primary NAICS Codes :

541511 - Custom Computer Programming Services

541512 – Computer Systems Design Services

# Criteria for Selecting Small Business Subcontractors

- We select subcontractors that our clients would have an interest in working with our Federal requirements.
- Seeking specialty skills that augment our skills.
- Past performance, previous working relationship with Accenture
- Focus on the agency goals
- Ability to work together
- Bring opportunities to Accenture – access to new clients
- Accenture has Mentor-Protégé agreements with Departments of State, Treasury and Homeland Security mainly in the Washington, DC arena

# Expectations of a Small Business Subcontractor

- Has relevant experience/Past Performance
- Ability to work on a Team
- Is customer focused
- Provide reasonable cost
- Is reliable/responsive/flexible
- Is committed to quality
- Is financially responsible
- Skills are specific to capability of the requirements

# Subcontractor Marketing to a Prime

## *Key Information to include in your company overview:*

(Recommend brief 1-2 page capability statement)

- Core Capabilities
- Federal government experience – provide data, list agencies
- Contract Vehicles
- Primary NAICS codes
- Business Category
- Security Clearances
  - \*Personnel
  - \*Facilities

# Subcontractor Marketing to a Prime

## *Subcontractor Meeting Preparation*

- **Know your audience**
  - Provide brief history of your business
  - Communicate your objectives
    - Be familiar with Prime's Federal projects
    - Highlight your successes
- **Be prepared to Discuss**
  - Past Performance,
  - Unique Capabilities (top 3 differentiators)
  - Specific programs or areas of interest

**Follow up** – Discuss next steps

## *Final Thoughts .....*

- Have a plan; early development is a plus!
- Bring something to the table (innovative and creative)
- Do your research; show that you have done your homework
- Work through the Small Business Liaison Office or other designated point of contact
- Be ready to respond on short notice
- Market - Increase your company's visibility



# How to get started !

- Register your firm's information and capabilities online by visiting the Accenture Supplier Portal at: [www.accenture.com/vendor](http://www.accenture.com/vendor)
- Click on the Supplier Portal link and complete the online registration process. You may also upload your capabilities statement and/or certifications.
- San Diego POCs – Jim Loiselle, San Diego VP ([james.loiselle@accenture.com](mailto:james.loiselle@accenture.com)) and Shirley Adams, Business Development ([shirley.i.adams@accenture.com](mailto:shirley.i.adams@accenture.com) )