Small Business Strategy and Implementation at Accenture National Security Services (ANSS) April 7, 2009

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Agenda

• Accenture National Security Services Small Business Strategy
• Two Case Studies
• Concluding Thoughts
• Questions
Small Business Strategy

• Either as a subcontractor or partner
  – Fill talent requirements
    • Quality most important
    • Looking for deep expertise in particular areas … SAP, Supply Chain
    • Ability to produce results
    • Not necessarily the low cost provided
    • Innovation
  – Quickly and efficiently fill requirements
    • Bullpen in baseball
  – Future acquisition candidates
    • Farm system in baseball
• Long standing Accenture partner
• Partner with Accenture at Defense Logistics Agency
  – Provided deep, large scale, commercial SAP and Supply Chain experience
  – One of first to join the Business System Modernization team, still at DLA
• Successes
  – BSM
  – eProcurement
  – BRAC
Accenture & Preferred Systems Solutions

- Strong Accenture partner in the government space
- Partner with Accenture at DLA
  - Provides deep Supply Chain, Systems Integration, and Program Management experience
  - Government experience and client relationship
- Successes
  - BSM
  - Integrated Data Environment
  - Technical
Concluding Thoughts

• Deep expertise
• Quality
• Ability to produce results
• Innovation
• Not necessarily the low cost provided
Questions?