



accenture



Lufthansa
First Class



High performance. Delivered.

Focus your experiences
into high performance
career

Strategy | Consulting | Digital | Technology | Operations

**Accenture
is a leading
professional
services company,
with capabilities in
strategy,
consulting, digital,
technology and
operations.**

- We help organizations **maximize their performance** and achieve their vision
- We have a market-leading vision, with fast-growing digital capabilities, to unleash the **power of digital**
- We develop and implement **technology solutions** to improve our clients' productivity and efficiency – and may run parts of their business
- Ultimately, we enable our clients to become **high-performance businesses and governments**

Who we are: facts and figures

373.000 Professionals

- 56 Countries worldwide, more than 200 offices

In Italy

- 4 main offices: Milan, Turin, Verona, Rome, Naples
- 5 Innovation centers
- Our geography: ICEG (Italy, Central Europe and Greece)
- 450.000 Training hours provided every year

Revenues FY15:

- US\$ 31 billion

Our Innovation centers

In Italy Accenture has chosen to open 5 innovation centers aimed to develop advanced solutions in some specific areas:



broadband



telecommunications



fashion



food



automotive

Accenture Customer Innovation Network



Accenture Customer Experience Center



Digital Acceleration Center



Industry Solution Center Automotive



Accenture Mobility Services



Accenture is uniquely differentiated in the marketplace



- Enduring client relationships
- Deep industry expertise
- Broad global footprint
- Largest independent technology services provider
- Digital transformation lead
- Unmatched Global Knowledge Network
- Best people and powerful culture

We have relationships with more than 4,000 clients in 120+ countries

All 100 of our top 100 clients have been clients for at least

**five
years**

95 of our top 100 clients have been clients for at least

**ten
years**

89 of the Global

**FORTUNE
100**

75%+ of the Global

**FORTUNE
500**

are Accenture clients

We have expertise in more than 40 industries across 19 industry groups

Communications,

**Media
& Technology**

Communications

Electronics &
High Tech

Media &
Entertainment

**Financial
Services**

Banking

Capital Markets

Insurance

**Health &
Public Service**

Health

Public Service

Products

Air, Freight &
Travel Services

Automotive

Consumer Goods
& Services

Industrial
Equipment

Infrastructure &
Transportation
Services

Life Sciences

Retail

Resources

Chemicals

Energy

Natural
Resources

Utilities

Our services are unmatched in breadth and depth

Communications,
Media &
Technology

Financial
Services

Health &
Public Service

Products

Resources



> *Shapes*

>
accenturestrategy



> *Transforms*

>
accentureconsulting



> *Digitizes*

>
accenturedigital



> *Powers*

>
accenturetechnology



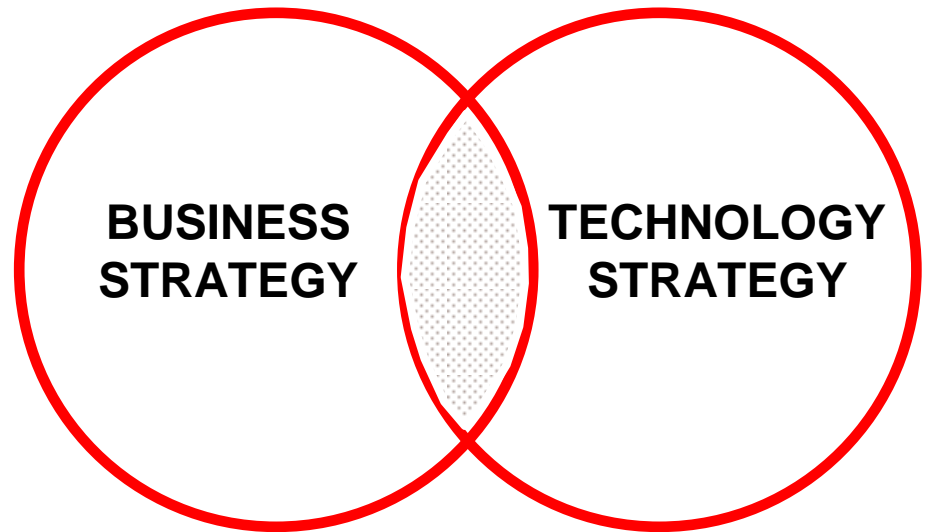
> *Operates*

>
accentureoperations



accenturestrategy

SHAPE



CFO & Enterprise Value Strategy

Digital Strategy

Enterprise Architecture & Application Strategy

Industry Strategy

Technology Strategy

Mergers & Acquisitions

Operations Strategy

Sales & Customer Services Strategy

Sustainability

Talent & Organization Strategy



TRANSFORM

Management Consulting

Industry-specific business model transformation

Business function transformation

- Finance and enterprise performance
- Supply chain
- Sourcing and procurement
- Talent and organization
- Sales and customer service

Technology Consulting

Transformation program management and control

Program consulting

- Package and vendor selection
- Application and architecture studies
- Program diagnostics and recovery

Technology organization consulting



UNLEASH

Digital Customers, Channels & Markets

- Digital Strategy & Business Architecture
- Digital Sales
- Digital Marketing
- Digital Content Management
- Digital Customer Experience (Design & Innovation)
- Digital Customer Service
- Digital Connected Products
- Digital Social Media & Collaboration
- Digital Commerce
- Digital Applications
- Analytics

Digital Enterprise

- Digital Strategy & Business Architecture
- Digital Corporate Functions
- Digital Supply Chain, Manufacturing, Operations
- Digital Connected Products
- Digital Connected Devices
- Digital Applications
- Analytics

Digital Business Teams

- Accenture Interactive
- Accenture Analytics
- Accenture Mobility

Digital Delivery



POWER

Technology Innovation & Ecosystem

Accenture Technology Strategy

Research and Development

Advanced Technology & Architecture

Ecosystems & Platforms

Cloud

Technology Delivery

Application Services

Systems Integration | Application Outsourcing

Accenture Software

Global Delivery Network for Technology



OPERATE

Business Process

Cross Industry

Finance & Accounting | Marketing | Procurement | Supply Chain | Talent and HR | Analytics | Capacity Solutions

Industry Specific

Credit Services | Health Administration | Health Management | Network | Utilities

Cloud

Cloud Strategy | Cloud Security | Hybrid Cloud | Infrastructure as a Service | Platform as a Service | Software as a Service | Business Process as a Service

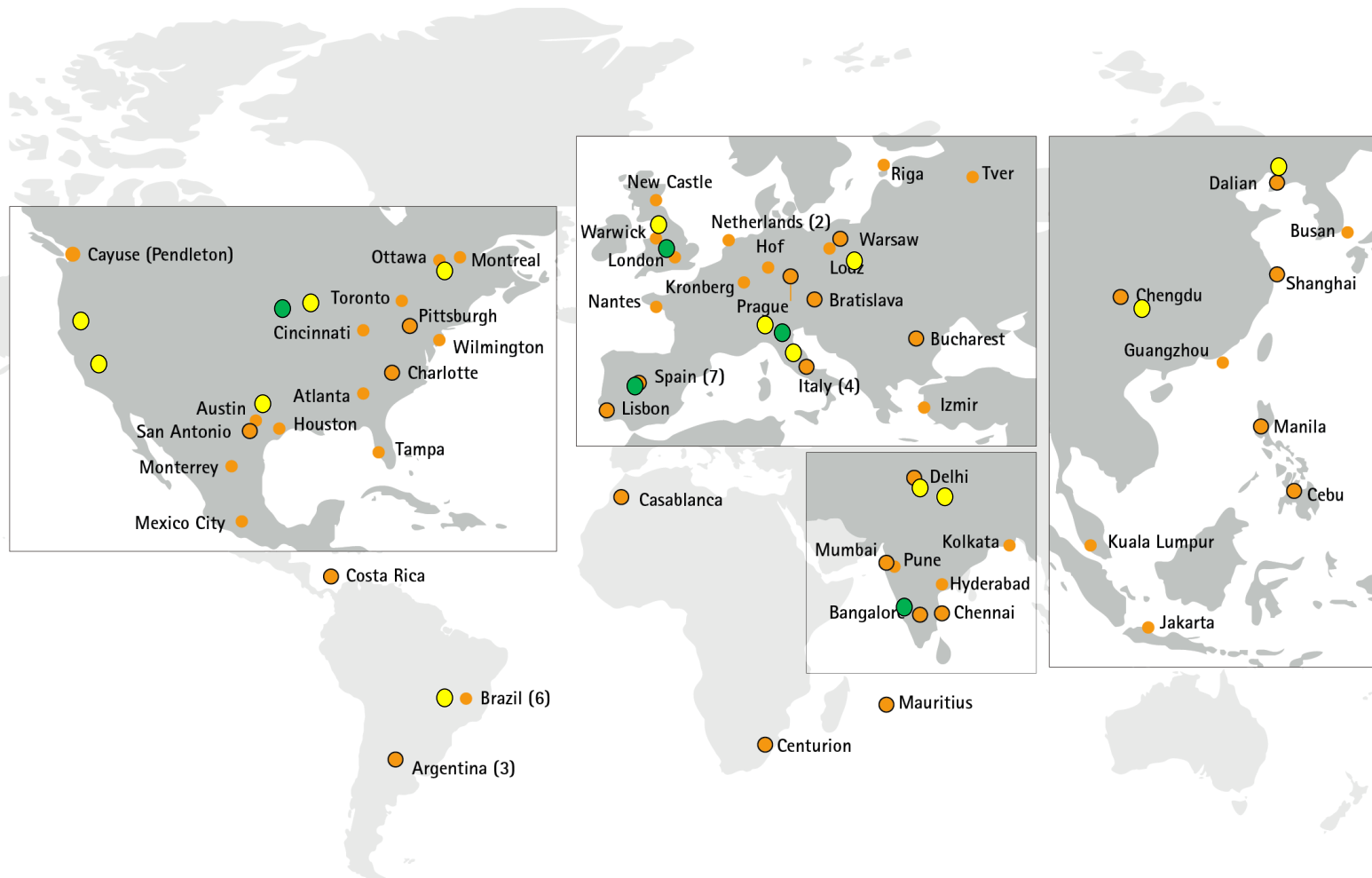
Security

Enterprise Security | Extended Enterprise | Cyber Security | Security Strategy Transformation & Risk | Managed Security Services

Infrastructure

Network | Workplace | Service Management | Infrastructure Outsourcing

One Global Network



- Innovation Centers. Locations not exhaustive. In Italy: Rome, Milan, Turin
- Training Corporate Schools: Milan, Rome, Madrid, London, Chicago, Bangalore
- BPO Delivery Center. Locations not exhaustive; (#) indicates centers in more than one city

Our financial performance has been widely recognized

FORTUNE

Global 500

13

years running

FORTUNE

World's Most
Admired
Companies

12

years running

Barron's

500

9

years running

Financial

Times

FT500

8

years running

Forbes

Global 2000

7

years running

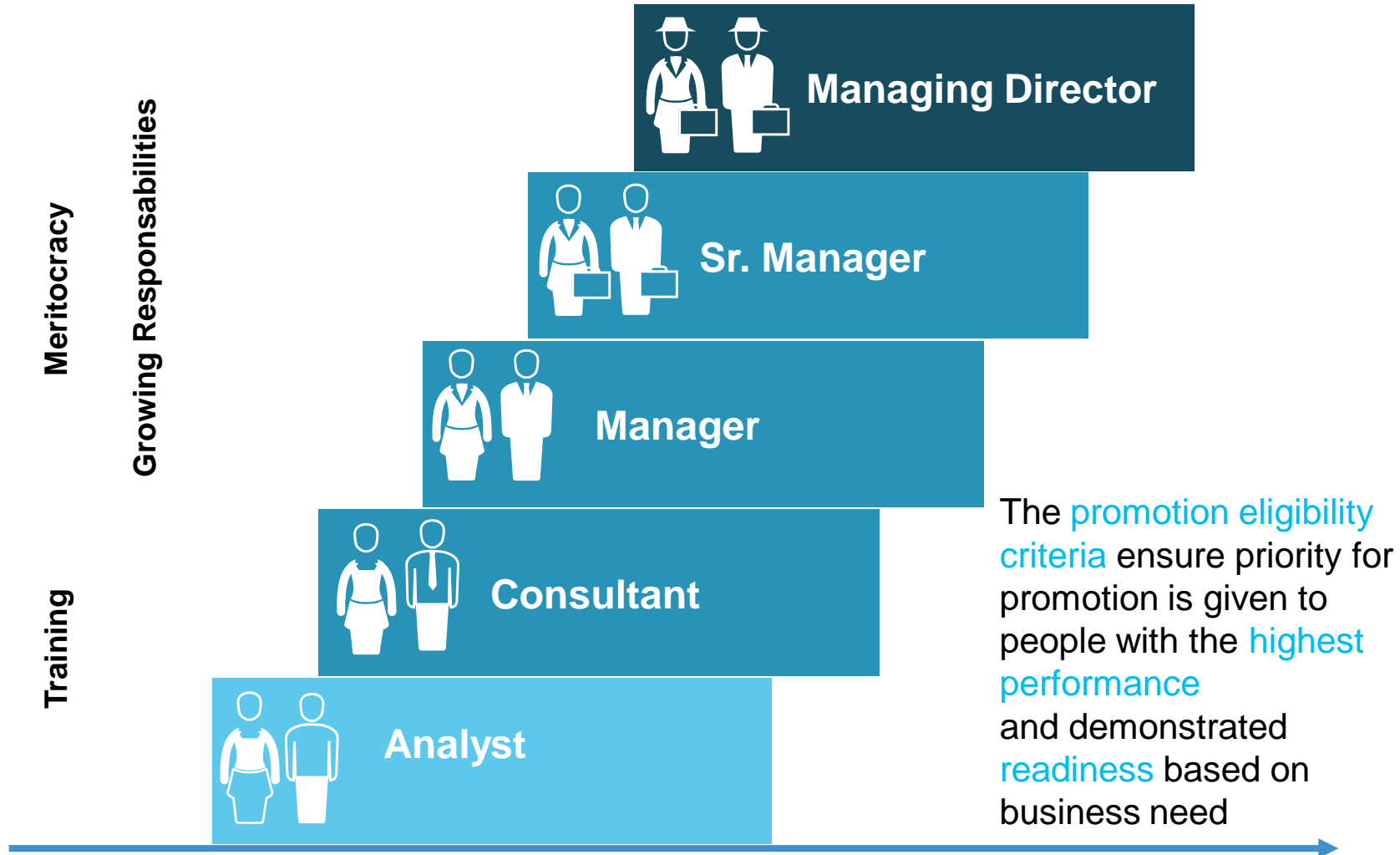
We will continue to win and lead in the marketplace by executing our strategy—at speed and at scale

- We **invest in capabilities** to enhance our differentiation in key growth areas
- We **invest in talent** to ensure we have specialized skills our clients need
- We are focused on **operational excellence** to enhance our competitiveness
- Our ultimate goal is **sustainable, profitable** growth over the long term

A man with a beard and short hair, wearing a white dress shirt and a blue tie, is smiling broadly while looking at a laptop screen. He is sitting at a desk in an office environment. The laptop screen displays a software interface with various panels and data. In the background, there is a blurred office space with windows and a colorful pie chart on a desk.

Join Accenture

Our Career Path



Training

We offer more than **700 training hours** in the first **5 years**, almost **18 days per year**.

Our knowledge exchange and training programs are designed to develop knowledge and skills in the following areas:

- Industry, functional or technical specialization
- Working Methodologies
- Soft Skills
- Ethics & Compliance, Information Security, Policies ...

How we deliver our training

- Classroom
- Interactive
- “Role Playing”, based on real projects
- Self-study
- Computer Based Training (CBT)
- Virtual seminars

Corporate Schools

- Bangalore
- St. Charles
- London
- Madrid
- Milan
- Rome

Our Core Values



Client value creation

Enabling clients to become high-performance businesses and creating long-term relationships by being responsive and relevant and by consistently delivering value.



One global network

Leveraging the power of global insight, relationships, collaboration and learning to deliver exceptional service to clients wherever they do business.



Respect for the individual

Valuing diversity and unique contributions, fostering a trusting, open and inclusive environment and treating each person in a manner that reflects Accenture's values.



Best people

Attracting, developing and retaining the best talent for our business, challenging our people, demonstrating a "can-do" attitude and fostering a collaborative and mutually supportive environment.



Integrity

Being ethically unyielding and honest and inspiring trust by saying what we mean, matching our behaviors to our words and taking responsibility for our actions.



Stewardship

Fulfilling our obligation of building a better, stronger company, meeting our commitments to stakeholders, acting with an owner mentality, developing our people and helping improve communities and the global environment.

Workplace recognition



6

consecutive years

Top
Employers
Italy

8

consecutive years

Human Rights
Campaign
Corporate
Equality Index

8

consecutive years

Universum
World's Most
Attractive
Employers

7

consecutive years

FORTUNE
100 Best
Companies to
Work For

13

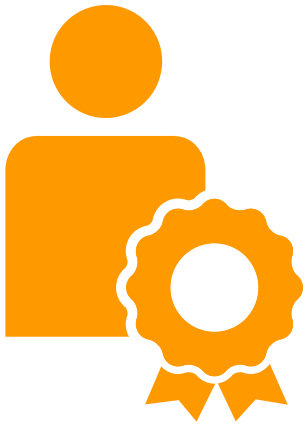
consecutive years

Working
Mother
100 Best
Companies

DiversityInc
Top Company for Global
Diversity –
special award – 2014

Best People Wanted

Excellence, dynamism and strategic flexibility



- **Entrepreneurial personality** to shape new models and accelerate the pace and impact of change
- **International vocation** to contribute to our global network and model
- **Curiosity, visioning** and **innovative** profile
- **Industry and functional skills** to be applied in a dynamic multi-polar world
- **Diversified business experience and value creation attitude**
- **Superior communication skills** and team working and **leadership qualities**

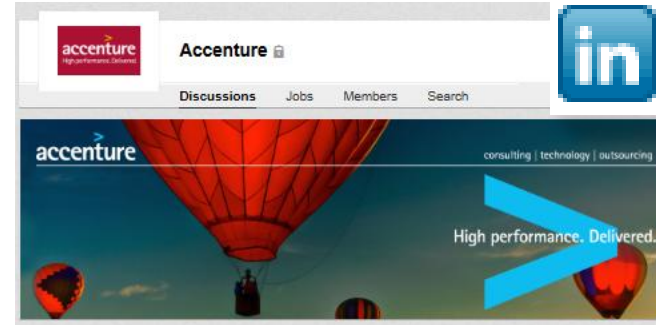
People Centricity

Join Accenture and you'll develop a unique and satisfying career path by:



Stay connected with Accenture Italia!

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mobile friendly Careers website

