



Accenture Multi-Process FAO

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's multi-process F&A BPO (MP FAO) Vendor Assessment for Accenture is a comprehensive assessment of Accenture's MP FAO offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of F&A services and identifying vendor suitability for F&A RFPs
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector

Key Findings & Highlights

This NelsonHall vendor assessment analyzes Accentures' offerings and capabilities in multi-process finance & accounting outsourcing (MP FAO) services. Accenture is one of a number of F&A Outsourcing services companies analyzed as part of NelsonHall's MP FAO industry analysis.

Formerly part of Andersen Worldwide, Andersen Consulting split from its parent firm in 1989 and was renamed Accenture on January 1, 2001.

Accenture has been providing F&A BPO services since 1991 when Accenture was awarded a major MP FAO contract by BP.

NelsonHall estimates that F&A BPO accounted for ~20% of Accenture's total BPO revenues in 2012 and was one of the faster growing BPO activities for the vendor.

Accenture targets large national or multinational organizations, typically with revenues >\$5bn. A number of its longer term relationships continue to include significant ITO service components (e.g. BP, Thomas Cook and The Hartford) with new MP FAO engagements sole-sourced and won off the back of finance transformation or shared service consulting engagements with existing clients.

MP FAO revenue growth in FY 2013 should be in high single digits driven by Accenture's new contract with Panalpina and its 2012 BP contract renewal and scope expansion.

Scope of the Report

The profile provides a comprehensive and objective analysis of Accenture's MP FAO offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphases and new developments
- Analysis of the company's strengths, weaknesses and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

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Report Length

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Multi-Process FAO Vendor Assessments are Available for:

Accenture, Capgemini, Genpact, HP, IBM, Infosys, TCS, Wipro, WNS Global Services.