



# Accenture

Quarterly Update  
Report Abstract

October 2016

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NelsonHall

12 pages





## Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Accenture provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT and BPO services and identifying vendor suitability for these services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



## Highlights

**Q4 FY16 revenue growth was driven by 'digital-related services'.**

Revenue growth trends by businesses were very similar to Q3:

- Strategy and Consulting combined and Operations had double-digit growth
- Applications Services (Technology) had mid-single digit growth
- Across those four businesses, double-digit growth in 'The New' (digital, cloud and cyber), led by digital related services.

Of the Operating Groups, Products continues to see the fastest growth.

In FY16, 'The New' accounted for ~40% of total revenues, up from ~30% of revenues in FY15, led by digital-related services, which had growth of ~30%. Much, but certainly not all, of this has come from inorganic growth

Q4 FY16 saw:

- An acceleration in investments in Cyber
- Continued investments to expand the local capabilities of Accenture Digital businesses in Europe, Japan and the U.S.

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## Scope of the Report

The report provides a quarterly update on Accenture, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Accenture's IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

## Report Length

12 pages

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