

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

Vice Admiral (Retired) Keith Lippert
Chief Strategy Officer
Accenture National Security Services

Agenda

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

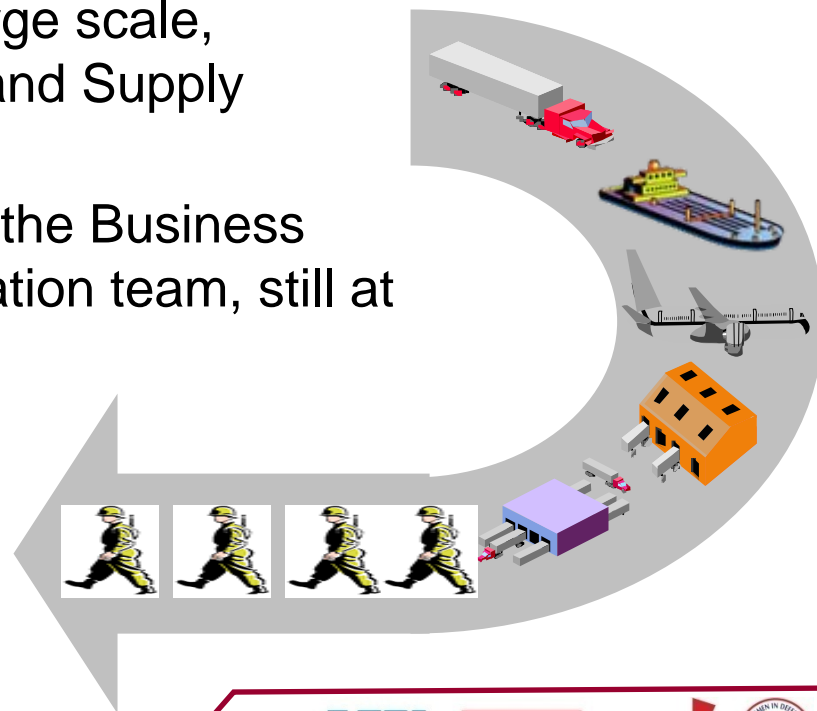
Small Business Strategy

- 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



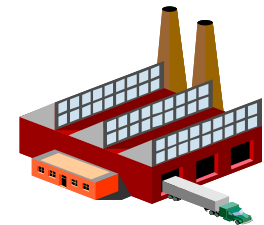
Accenture
&
Optimal

- 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?