

# Huawei and Accenture Team Up to Support Business Transformation in the Cloud Era

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Nowadays, the entire business arena is turning to digitization. Enterprises are adapting rapidly to changing market dynamics while being subjected to immense pressure to innovate. Under such circumstances, many enterprises are looking into cloud computing to enhance their flexibility in order that they may utilize minimal resources to meet market and customer requirements within the shortest time.

According to research firm Gartner, the size of the cloud computing market worldwide is expected to reach USD 204 billion, a 4.3-fold increase from USD 47 billion in 2008. While many regard cloud computing development as a stage of Information Technology (IT) evolution, it has fundamentally transformed enterprises — driving many to reconsider their IT and business development strategies.

Entering into the cloud era does not imply an across-the-board migration of all businesses and applications to the cloud. Before taking the first step of cloud transformation, enterprises must understand why they want to transform and what results they expect. According to Accenture's latest research findings, enterprises need to consider a few points.

Can cloud solutions:

- Help employees increase work efficiency and improve performance?

- Increase employee communication efficiency, help employees obtain information in real time, and collaborate seamlessly?

- Enhance your enterprise's capability of information collection and decision-support?

- Provide holistic channels for better interaction with customers and partners?

- Offer employees tools and channels to help effectively utilize enterprise resources?

- Help increase business agility and adaptability to satisfy customers' new requirements?

- Facilitate your employees to bring innovation to business opportunities, products, and processes?

By reflecting on these questions, enterprises can better understand their requirements for cloud solutions and select suitable strategies and technologies. Enterprises must then combine three cloud-based elements: Agility, X-as-a-Service (XaaS), and integration.

**The enterprise cloud solutions launched by Huawei and Accenture help enterprise CFOs and CIOs cope with a series of cloud computing transformation challenges. These solutions will help global businesses in the telecom operator and enterprise ICT markets quickly adapt to the cloud era. >>**





Quick testing, adaption, analysis, and cooperation are capabilities necessary to build a customized cloud environment that can satisfy an enterprise's business needs and external customers' requirements. Enterprises should apply the principles of XaaS to the entire business process, from delivering solutions to raising requirements for infrastructure service providers. As for integration, enterprises should always first consider the cloud when designing or rebuilding their applications to ensure that resources are allocated quickly through the cloud and to avoid excessive investments in the early stages.

#### Huawei Teams with Accenture

In the cloud era, the problem is not whether enterprises should conduct digital transformation through cloud computing — rather, their focus should be on when and how to conduct digital transformation. To meet enterprises' increasing requirements for cloud computing and help them increase agility and reduce operating costs, Accenture and Huawei signed the 'Huawei Accenture Strategic Agreement' in October 2014. Both parties jointly develop and promote

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innovative solutions based on enterprise requirements for the telecom operator and enterprise ICT markets. Fully leveraging their strengths — Huawei's industry-leading software and hardware products and various solution packages along with Accenture's capabilities and its experience in consultation, digital technology, and operations — the Huawei-Accenture team provides global enterprises with predesigned and integrated enterprise cloud solutions based on Accenture's Infrastructure-as-a-Service (IaaS) solution and Huawei's cloud computing infrastructures.

Through this agreement, Huawei and Accenture complement each other. Huawei offers years of experience in product R&D and development in emerging markets, while Accenture is noted for its consulting service provisioning, implementation, and stable development in developed markets. For both parties, this presents a great opportunity to expand their business scope.

#### Harnessing the Cloud

The enterprise cloud solutions offered by Huawei and Accenture can help reduce total IT costs and increase Return On Investment (ROI) resolving the

problem of low resource utilization rates caused by complicated IT environments, scattered resources, and fragmented management tools. More importantly, enterprises must deploy the needed intelligent infrastructures to support the operations of their key businesses to avoid service interruptions and security problems.

Enterprise cloud solutions combine highly integrated End-to-End (E2E) management solutions and Huawei's Data Center (DC) solutions with Accenture's intelligent infrastructure planning, cloud service capabilities, and industry technical experience. The solutions help enterprises improve DC performance, reduce operation costs, and simplify the IT environment. Currently, the Huawei-Accenture alliance provides four sets of application and industrial cloud solutions for enterprises:

- **Enterprise Private Cloud for SAP Solution** provides a platform for enterprises to deploy or migrate SAP ERP core components and business warehouse environments on or to the basic architecture of the hosted private cloud to build simple, low-cost, and effective systems. This solution supports the latest SAP technologies, such as HANA and Fiori.
- **Enterprise Private Cloud for Oracle Solution** significantly improves the efficiency of the Oracle operation environment and installs new business systems and modules. It also supports other Oracle eCommerce suites, Oracle Fusion applications, data analysis, and the mobile App.
- **S/4 HANA Migration** provides a highly regarded system migration solution with complete configurations for enterprises to realize quick migration while reducing costs and risks.
- **Enterprise Private Cloud for Telco Solution** combines Huawei's cloud infrastructures with Accenture's cloud services to help telecommunication operators utilize their IT resources to provide Business-to-Business (B2B) cloud services for enterprise and individual users and expand their business scope.

In the past two years, the Huawei Accenture Strategic Agreement has provided services for enterprises of many different countries and domains — from finance and energy to manufacturing and government — to help them take new steps towards digital transformation.

In China, Huawei and Accenture have provided enterprise cloud solutions for Guangdong Cable Co., Ltd., a large cable broadcast network operator in China. Huawei and Accenture deployed an integrated budget management planning and support system which helped the company standardize its budgeting processes, allocate resources more effectively, increase operating quality, improve business efficiency, and



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strengthen risk management and control across its entire operation.

In the energy sector, the parties helped a large state-owned enterprise work out a DC strategy to ensure that the enterprise's IT systems could support the implementation of China's '13th Five-Year Plan.' By virtue of the cloud solution, the enterprise is able to more flexibly utilize their server and storage resources. They have also developed a stronger disaster recovery capability and reduced huge IT costs through centralized deployment and O&M.

Executives from Huawei and Accenture were not content with progress in the Chinese market alone and began to eye expansion outside China. In 2015, the two partners were awarded a contract by a telecommunications service provider in Malaysia to improve its activity management system by enabling the carrier to manage performance in real time.

Riding on that success, the parties utilized their resources to expand business to Europe, Southeast Asia, the Middle East, Africa, and Latin America. In 2016, the Huawei and Accenture strategic alliance leveraged solution centers in Shenzhen, Milan, and Manila where clients can develop solutions for specific requirements and better understand the end-to-end business benefits delivered through a cloud strategy.

#### Embracing the Cloud Era

In the initial stage of cloud computing, many enterprises were concerned about data security. With continuous development of cloud computing technologies, the potential of cloud computing has enticed more enterprises to utilize the cloud during data processing and information analysis. Cloud computing has moved beyond large-scale enterprises to establish a new, cloud-based business ecosystem. All enterprises, regardless of scale, can profit from their position in the cloud ecosystem. The digital trend in the business domain has built a broad stage for cloud computing. Looking ahead, Huawei and Accenture will make every effort to help enterprises quickly adapt to the cloud era. ▲

## Huawei Accenture Strategic Agreement

