

# Accenture Development Partnerships

*How to work better together –  
making partnerships effective*

High performance. Delivered.

March 2012

consulting | technology | outsourcing

# Accenture Development Partnerships (ADP)

## Accenture:

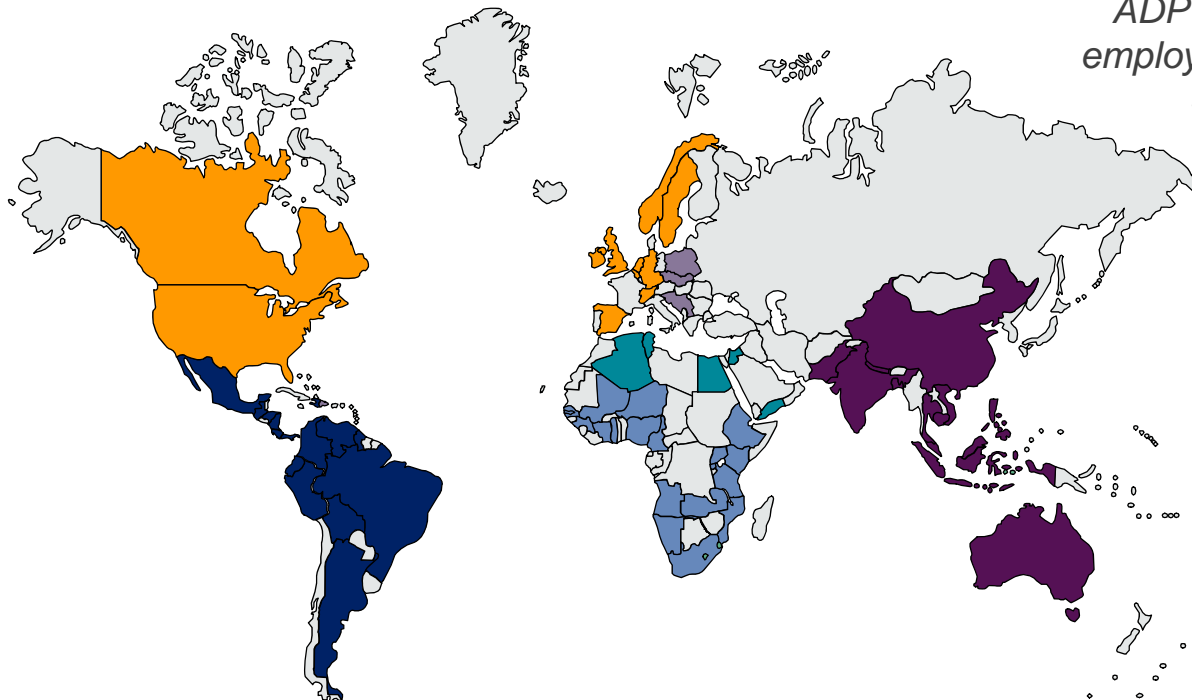
- 215,000 Employees
- 50+ Countries
- Services:
  - Consulting
  - System Integration
  - Outsourcing

## Accenture ADP:

- Not-for-profit consulting
- 300+ Employees per year
- Clients:
  - NGOs
  - Foundations
  - Governments



*ADP is open to all Accenture employees, who contribute up to 50% of their salary.*



# What's in it for business?

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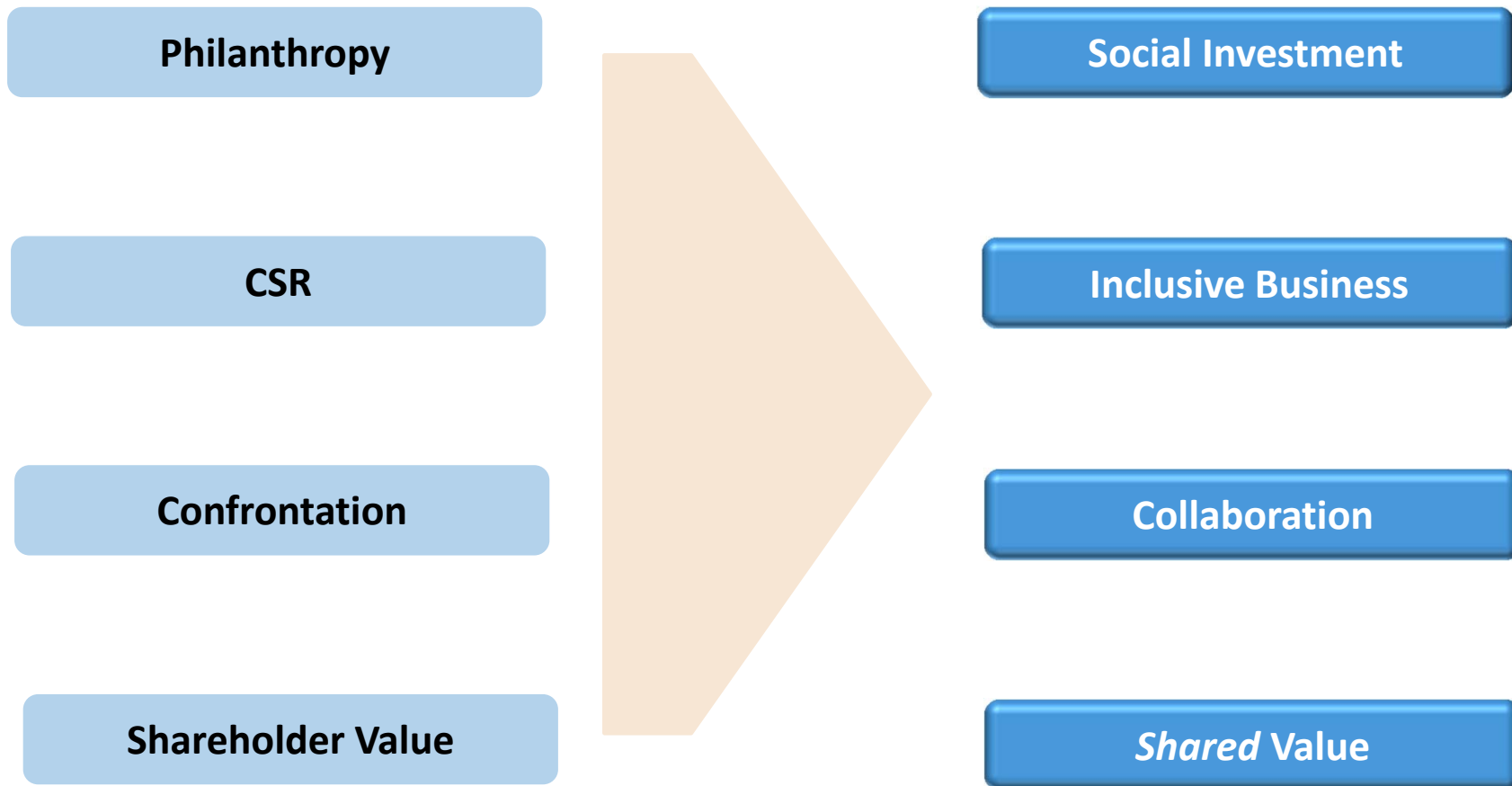
The balance of economic power and the future growth opportunities for global business are shifting to emerging economies....

- Economic Growth:
  - In 2009, emerging markets accounted for over half of the global economy.
  - Emerging markets are expected to generate 62% of growth in the world economy in the next 5 years
- Consumers:
  - Over 80% of the world's population live in developing countries (China and India alone boast 123 million middle class households)
  - 2 billion people could be added to the middle class by 2030
- Talent:
  - 97% of the 438 million people to be added to the global workforce in the next decade will come from developing countries

# Business thinking is changing...

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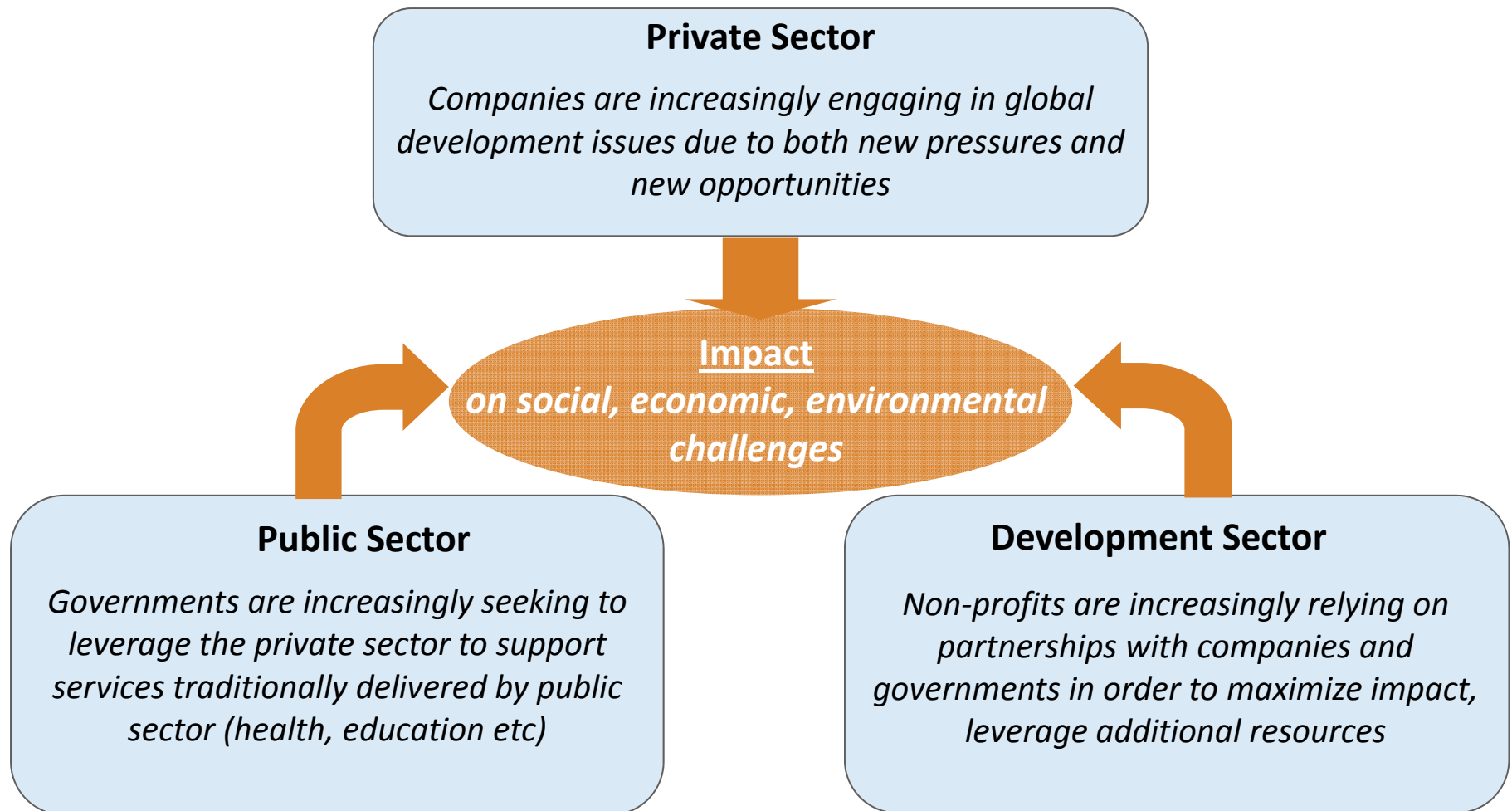
As a result of these global trends, we are seeing a fundamental shift in how business thinks about engaging in development issues



# Partnerships are changing ...

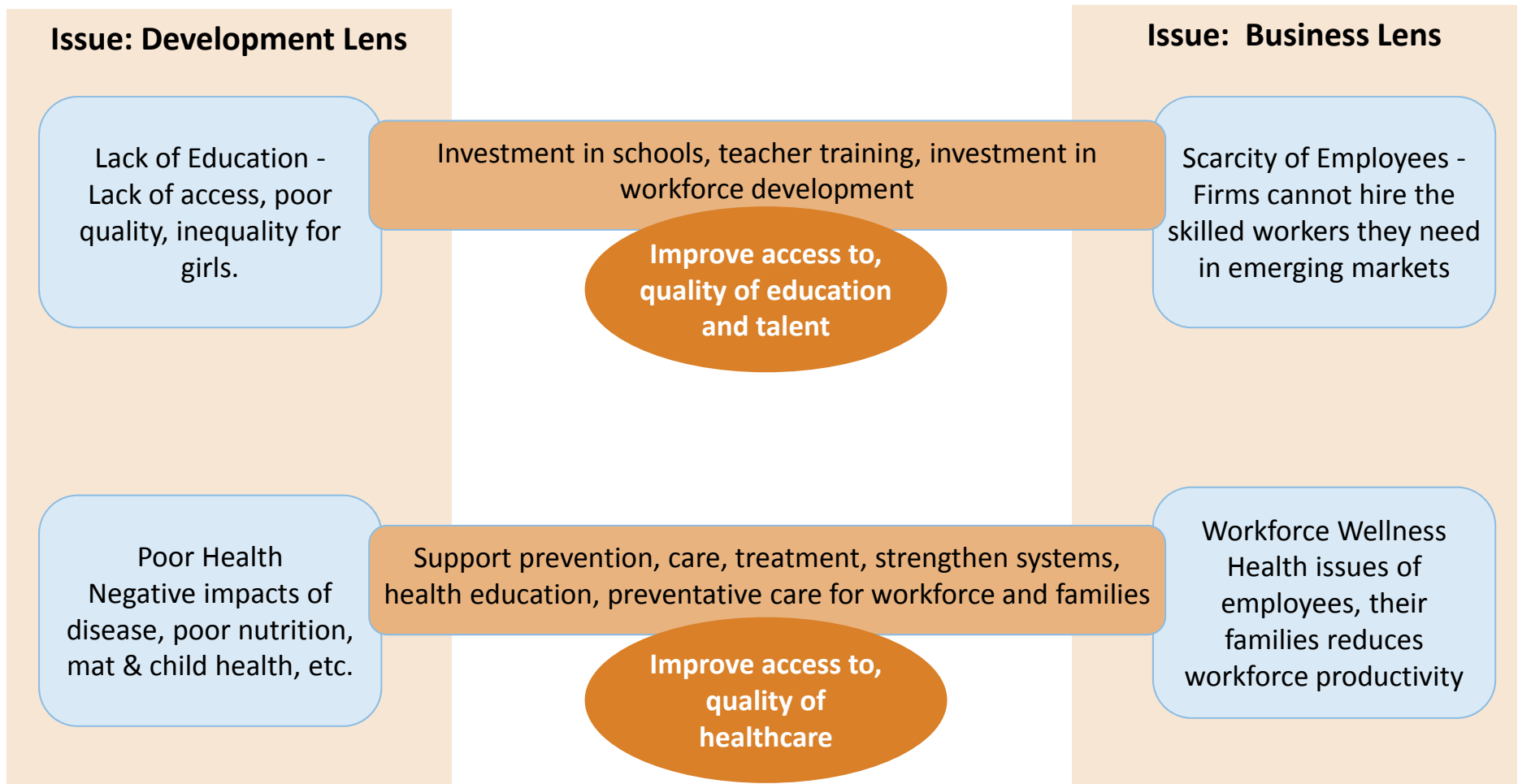
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Good partnerships occur when there is alignment around a common goal, even if the drivers differ



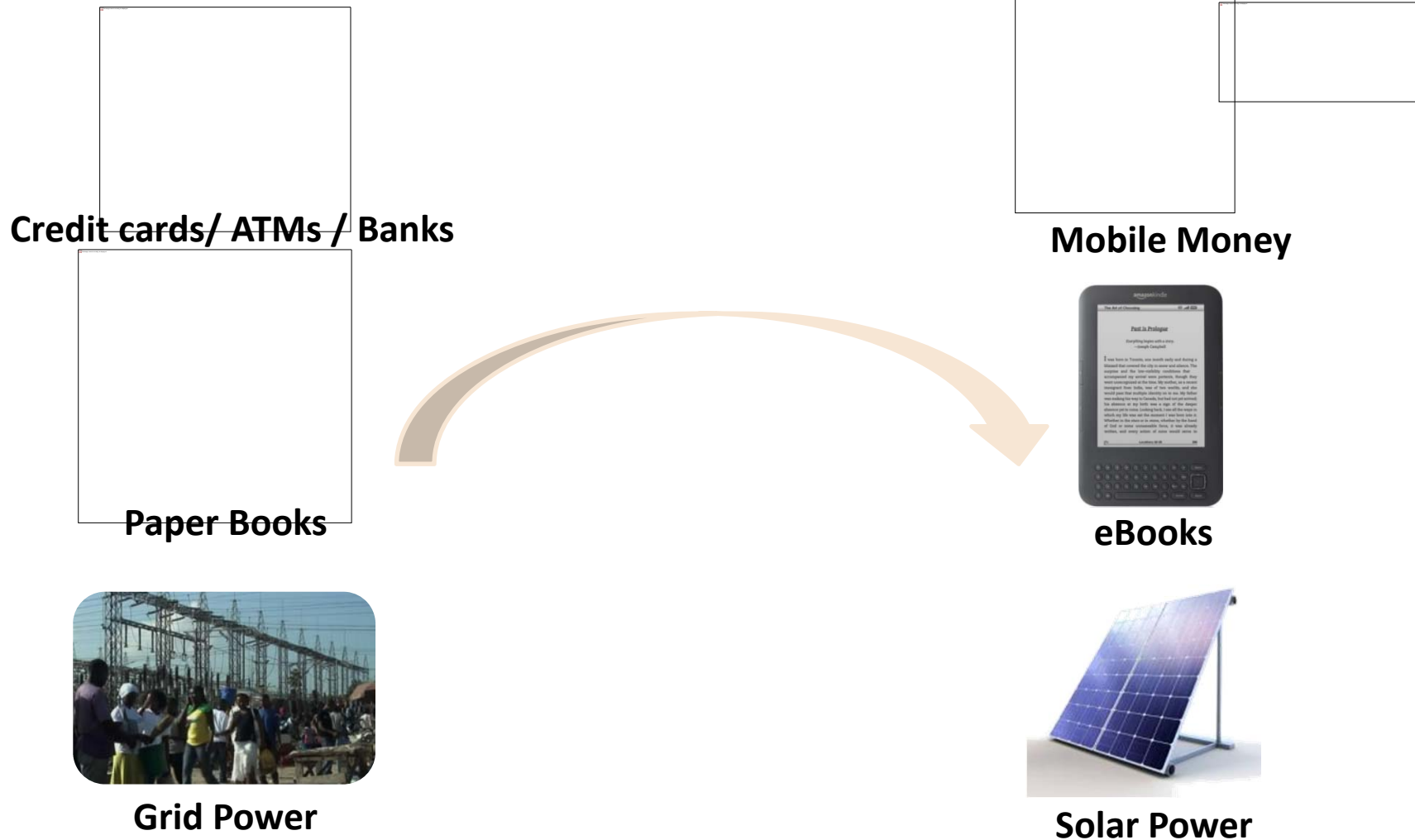
# Partnering examples

Examples of how different drivers can coalesce around common goals



# Technology Leapfrogging ...

Technology leapfrogging allows developing countries to accelerate development by skipping less efficient, more expensive or less sustainable technologies.



# Partnerships – Looking forward...

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Good partnerships may take more time and more effort than you expect but the results can be transformational

- Understand your core competencies and consider how the competencies of others can make a complimentary partnership
- Scale and sustainability
- Common, clearly articulated goal
- Continuity – try to avoid changes in partnership people because at the end of the day partnerships are about relationships
- Partnerships require buy in within each partner and between partners



# APPENDIX

# ADP eLearning experiences in Africa

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## Kenya Nurse Training

- Partnership with AMREF
- Situation: Shortage of 20,000 nurses
- Developed eLearning Solution
  - PC-based, self-paced, 140 hrs of content
  - Deployed to 42 clinics
- Graduated 7000 nurses in 5 years
  - Increased capacity from 100/year
  - eLearning students perform better on nursing certification exam (85% for eLearning vs. 70%)
- Program expanding to Uganda, Tanzania

## Tanzania Secondary Education

- Partnership with Ministry of Education
- Situation: 3000 new schools
- Developed eLearning Strategy
  - 4 Reference Architectures (Infrastructure)
  - 5 Ways of Learning
- Built Demonstration Facility
  - Presented at WEF Africa, May 2010
  - Incorporated into national education strategy

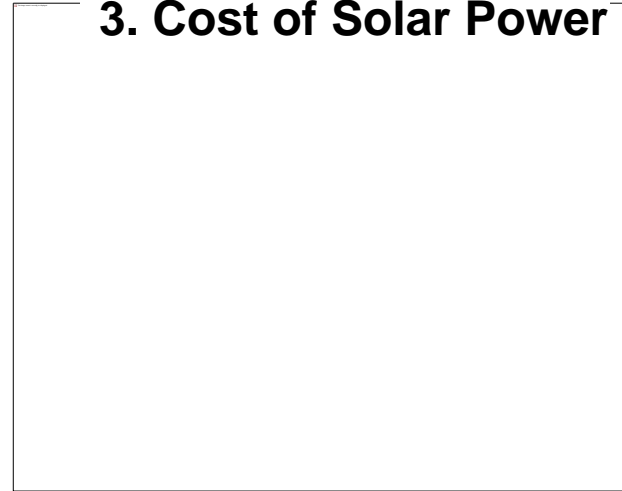
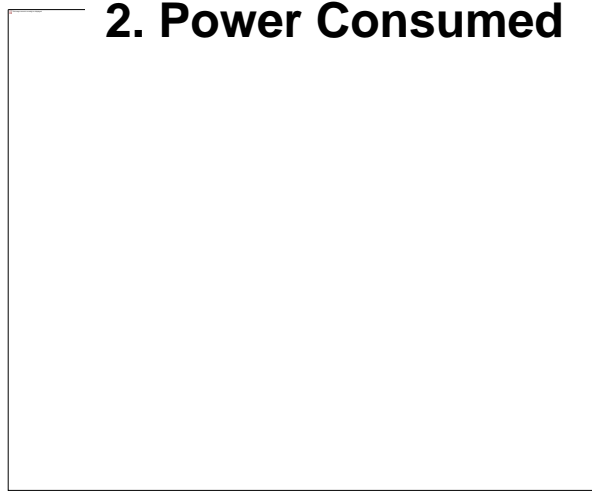
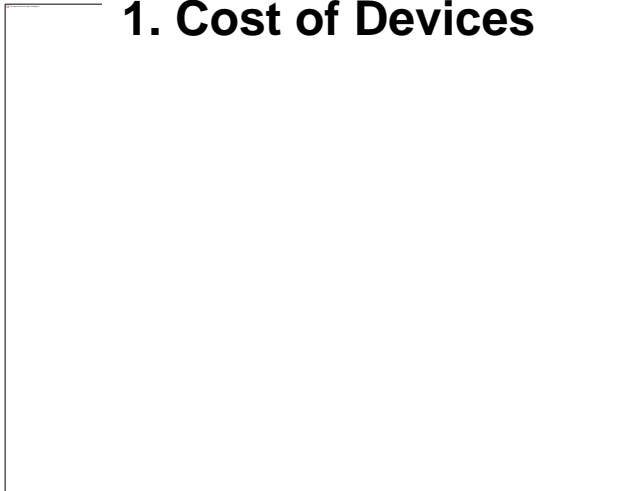
# Combined Impact of Technology Trends

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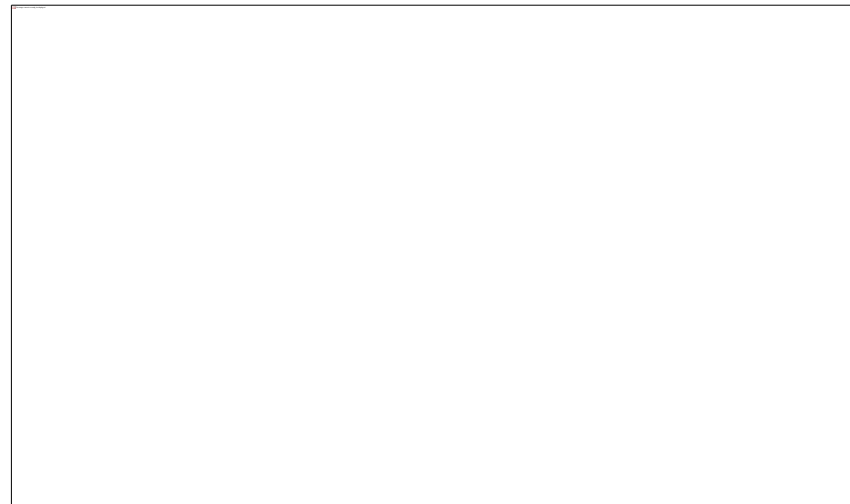
**1. Cost of Devices**

**2. Power Consumed**

**3. Cost of Solar Power**



***Cost of Typical  
eLearning  
Infrastructure...***



***...Is Declining  
Exponentially***

# Technology innovations for eLearning

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*“We always overestimate the change that will occur in the next two years and underestimate the change that will occur in the next ten.” - Bill Gates*

**Technology  
innovations are  
rapidly changing the  
environment for  
eLearning**

## Key Innovations:

- eBooks & digital content
- Low cost computers
- Low-power computers
- Educational games
- Mobile devices
- Solar power
- Cloud computing

# Examples of Leapfrogging in Africa

## Communications



Land Lines



Mobile Phones

## Payments



Credit Card / ATM / Banks

Mobile Money

# Leapfrogging in Education

## Books



Paper Books



eBooks

## Electricity



Grid Power



Solar Power