Processes

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Understanding Solution Contingency

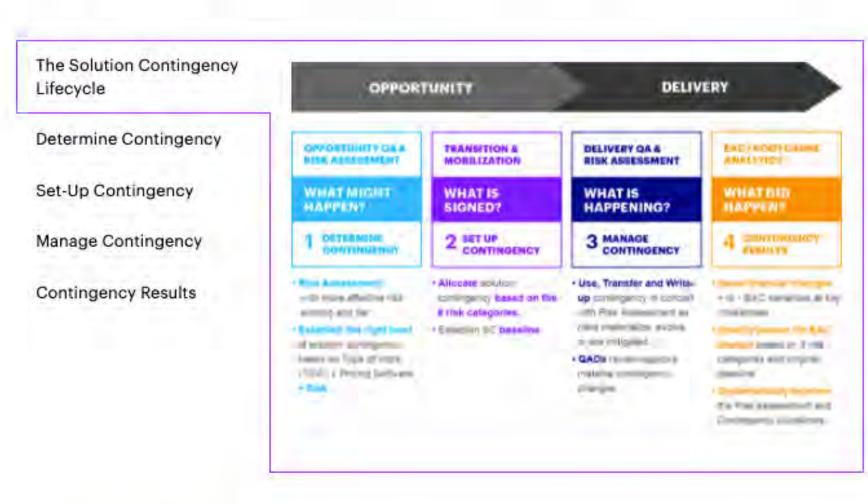
QA Director Portal

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lifecycle, the alignment model and the roles that play a part in the setup and management of Solution Contingency.

Understanding the Solution Contingency begins with understanding the Solution Contingency

Training and Enablement



with Solution Contingency · Client Account Lead

Roles Involved

For RMQ Deployed Professionals

· Opportunity Lead

- · Sales Capture Lead
- Solution Architect Opportunity QA Director
- Delivery QA Director Delivery Lead Commercial Management
- Client Financial Management Finance
- Legal Contract Management
- Global Solution Contingency Team

2. Alignment Batasson Olient Expectations & Contract

elements of any deal: Client Expectations/Context, Contract & Deal Structure, Solution Plan & Cost and Underlying Capability.

Understand the Scope

. The Risk Assessment determines the level of risk (or degree of alignment) among and in between the four key deal elements, which produces a Risk Score. . The Risk Assessment/Risk Score, along with SC Guidelines, tools and management judgement, helps

Accenture's risk-based approach to Solution Contingency

leverages the Alignment Model, which represents the four key

- determine the right amount of SC that is aligned with the risks. This allows us to protect our profitability yet not price ourselves out of the market. The SC budget is allocated and managed across the risk
- categories, enabling a more timely and objective approach to managing SC. At the end of a deal, a positive or negative EAC is declared and information is fed back into the Risk Assessment engine, creating a closed loop system of learning and
- continuous improvement.
- Communicational Internations Contract & Deal Structure 4. Alignount Between Contract & Solution 5. Solution Plan & Cost Solution Plan & Cost 6. Delivery Execution 7. Alignment Between Solution & Capability Underlying Capability 8. Capability

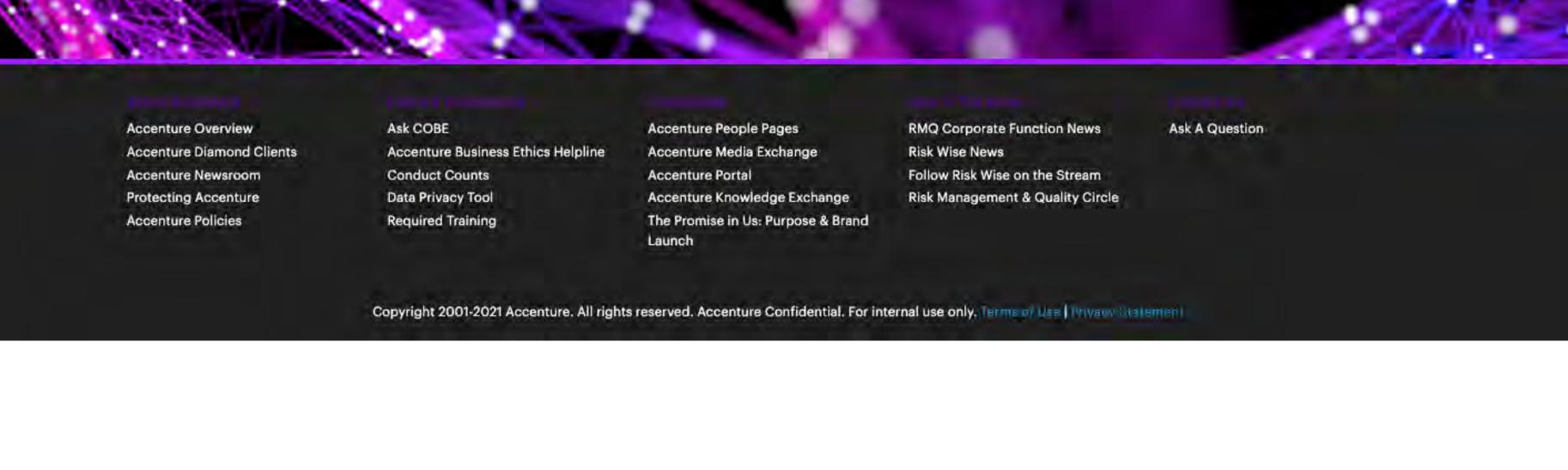
8 Risk Categories

1. Client Expectations

4 Blocks

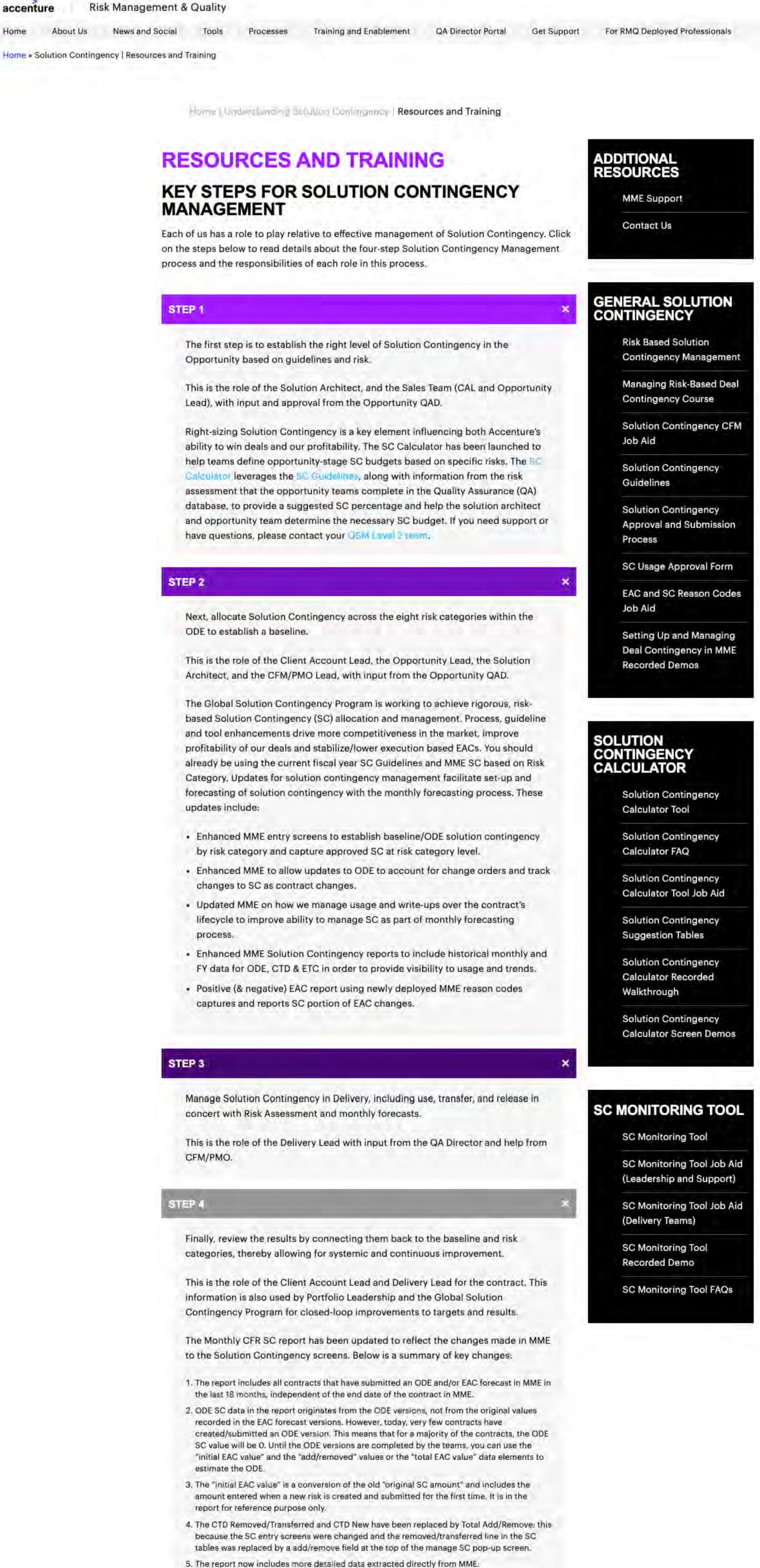
Client

Expectations / Context



🖎 Risk Management & Quality 🥒 Customize 🚽 New 🔚 Page Builder 🐠 Popup Maker

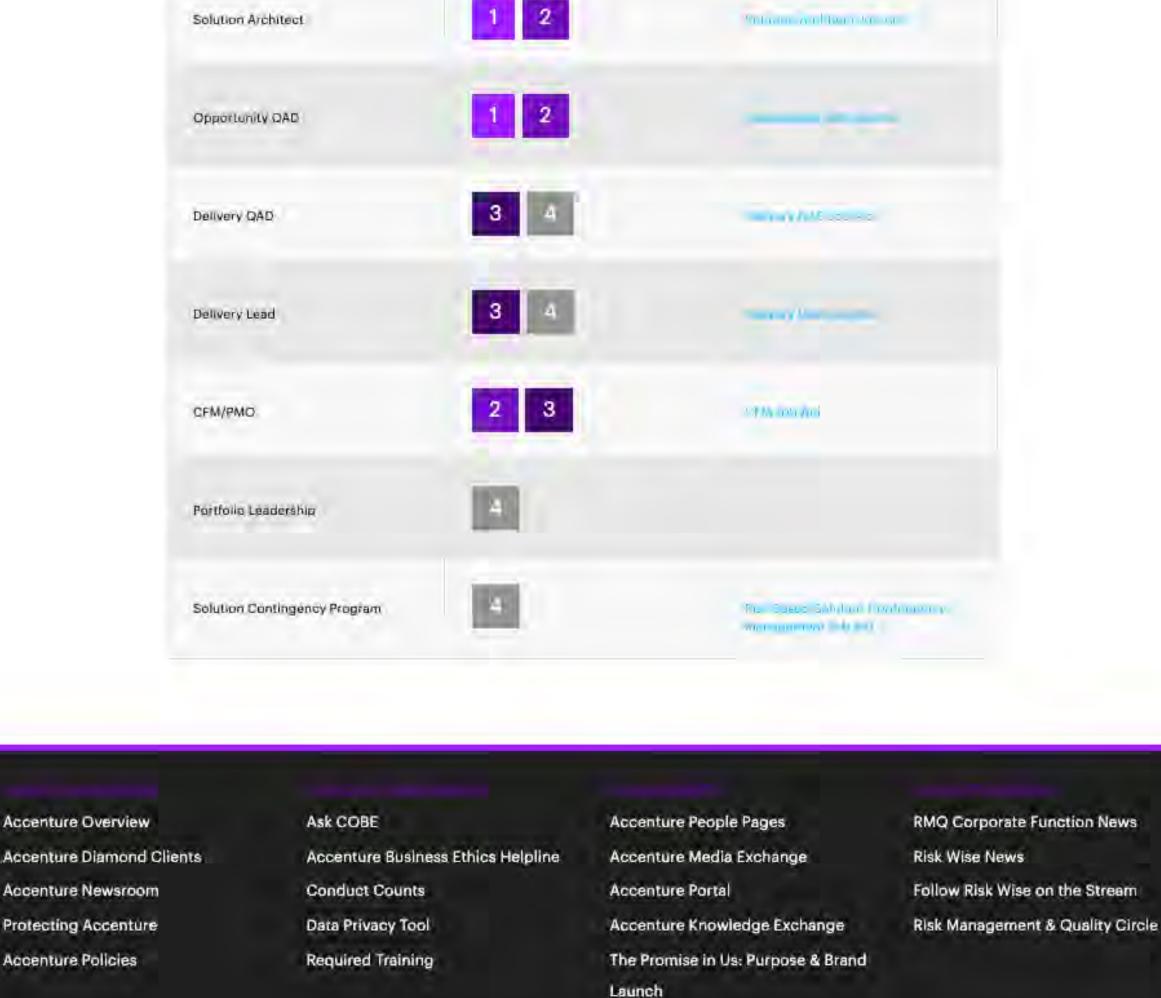
Add this under





Howdy, darek biskupski





a. Phasing of the ODE SC for the current FY and prior/future FYs. However, see comments

c. Phasing of the SC used and written-up for the current FY and overall for prior/future FYs: the notion of "current period" write-up and usage has been replaced by a data dump of all the monthly data available in MME for each contract. This will greatly improve the

6. The reason code tabs include more data than in the past: they display all the historical

Please review the role-based expectations for these key roles. Please visit the Role-based

RESPONSIBILITIES

BY STEP

ROLE-BASED JOB AID

"Thom will be not not

Expectations page on the Risk Management & Quality website to learn more about Solution

reason codes selected for all the SC write-ups, usage & add-removed for all contracts in

scope of the report. Therefore this tab includes data from all historical forecast submissions

b. Phasing of the remaining budget for the current FY and prior/future FYs.

d. Total EAC SC: adding remaining budget and write-up/used.

in the past and current month and not only the last submission.

above on ODE.

quality and readability of the data.

Rev Recognition has been replaced by the RaKey.

Contingency responsibilities for other roles.

ROLE

Client Account Lead

Sales Capture Lead

Solution Architect

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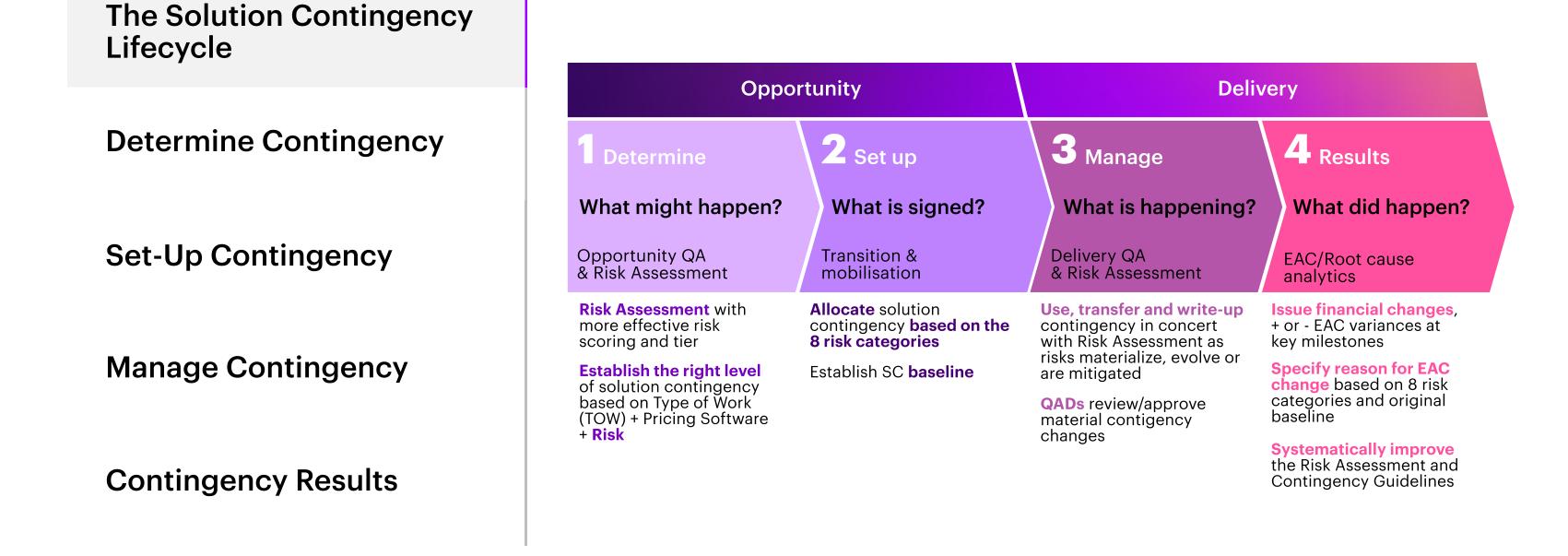
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Understanding the Solution Contingency begins with understanding the Solution Contingency lifecycle, the alignment model and the roles that play a part in the setup and management of Solution Contingency.

Processes





Accenture's risk-based approach to Solution Contingency

4 Blocks

Understand the Scope

Deal Structure, Solution Plan & Cost and Underlying Capability. The Risk Assessment determines the level of risk (or degree of alignment) among and in between the four key deal elements,

leverages the Alignment Model, which represents the four key

elements of any deal: Client Expectations/Context, Contract &

The Risk Assessment/Risk Score, along with SC Guidelines, tools and management judgement, helps determine the right amount of SC that is aligned with the risks. This allows us to protect our

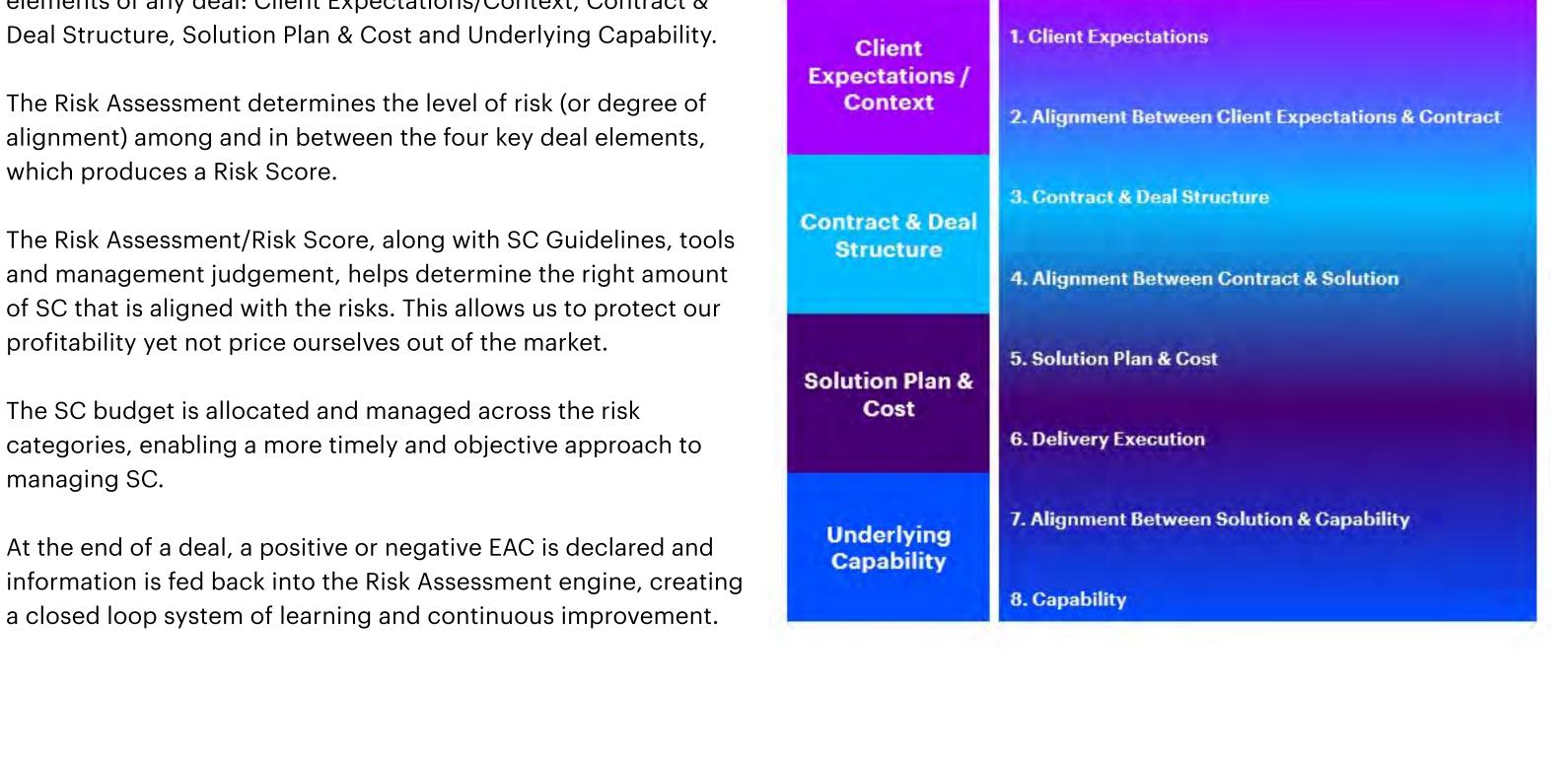
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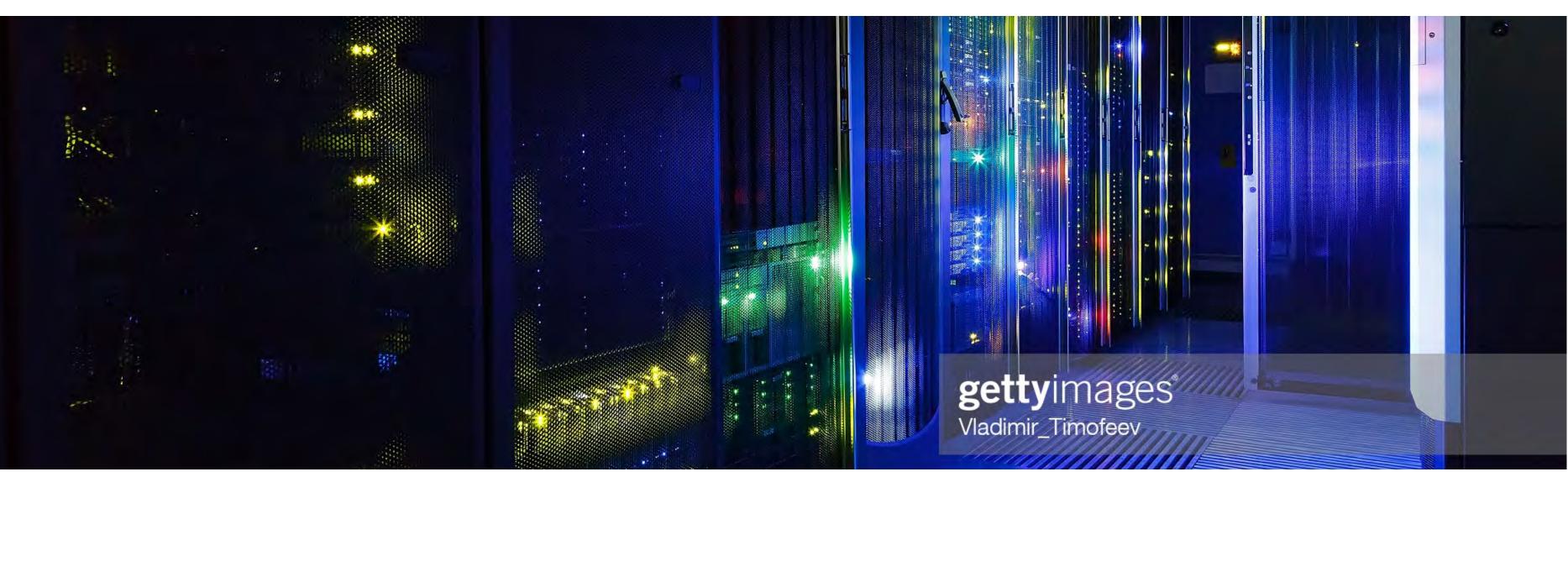
The SC budget is allocated and managed across the risk categories, enabling a more timely and objective approach to managing SC.

At the end of a deal, a positive or negative EAC is declared and

a closed loop system of learning and continuous improvement.



8 Risk Categories



based on guidelines and risk. This is the role of the Solution Architect, and the Sales Team (CAL and Opportunity Lead),

with input and approval from the Opportunity QAD.

Resources and training

The first step is to establish the right level of Solution Contingency in the Opportunity

Step 2	
Step 3	Right-sizing Solution Contingency is a key element influencing both Accenture's ability to win deals and our profitability. The SC Calculator has been launched to help teams define opportunity-stage SC budgets based on specific risks.
Step 4	The SC Calculator leverages the SC Guidelines, along with information from the risk assessment that the opportunity teams complete in the Quality Assurance (QA) database, to provide a suggested SC percentage and help the solution architect and opportunity team determine the necessary SC budget. If you need support or have questions, please contact your QSM Level 2 team.



added

in red

sentence

Step 1

Client Account Lead

Role

Ethics & Compliance

Accenture Business Ethics Helpline

Ask COBE

Conduct Counts

Data Privacy Tool

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Responsibilities by steps

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Ask A Question

Please review the role-based expectations for these key roles. Please visit the Role-based Expectations page on the Risk Management &

Quality website to learn more about Solution Contingency responsibilities for other roles. Each role links to job aid documentation.

Sales Capture Lead	Ø	Ø	×	×
Solution Architect	/	✓	×	×
Opportunity QAD	✓		×	×
Delivery QAD	×	×		✓
Delivery Lead	×	×		✓
CFM/PMO	×			×
Portfolio Leadership	×	×	×	✓
Solution Contingency Program	×	×	×	✓

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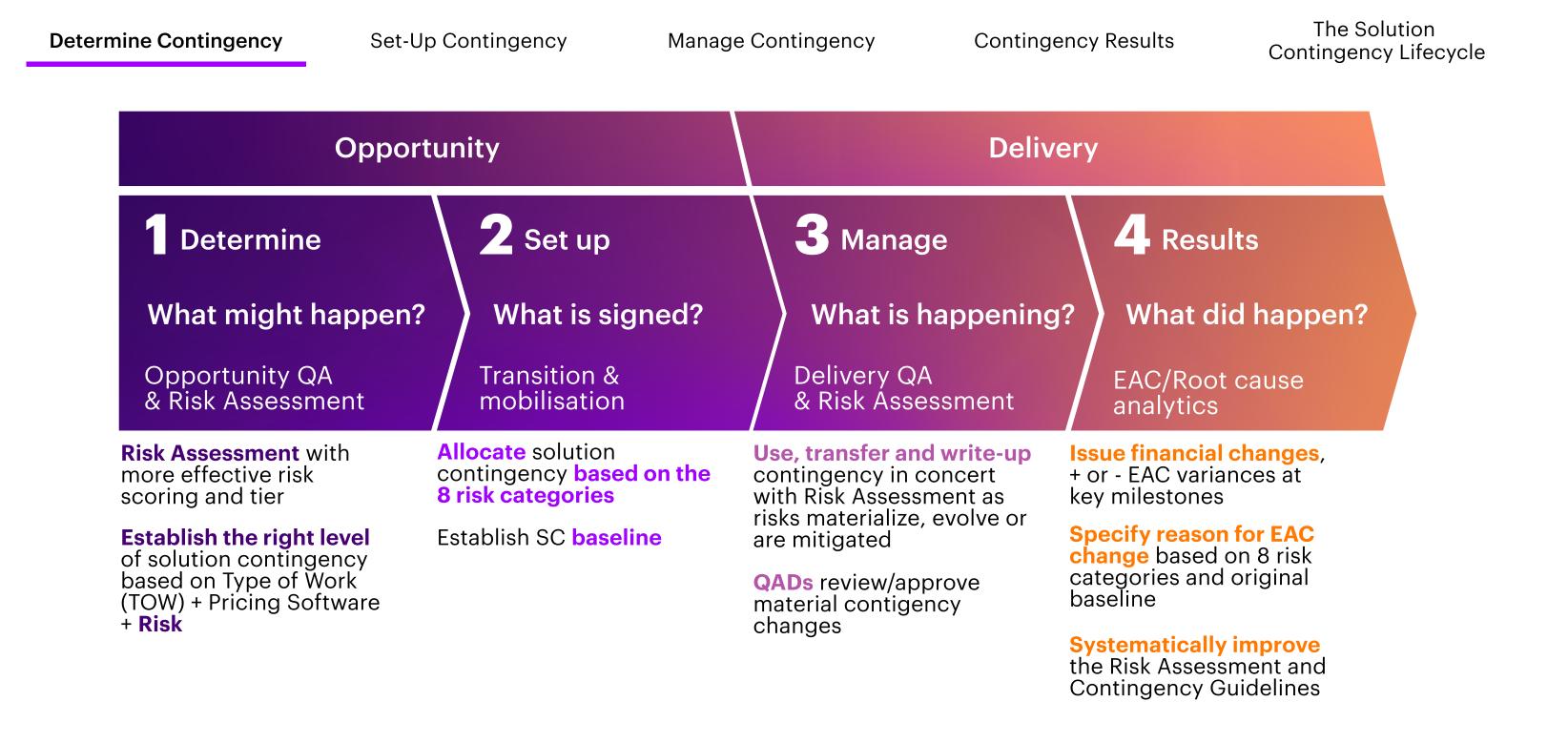
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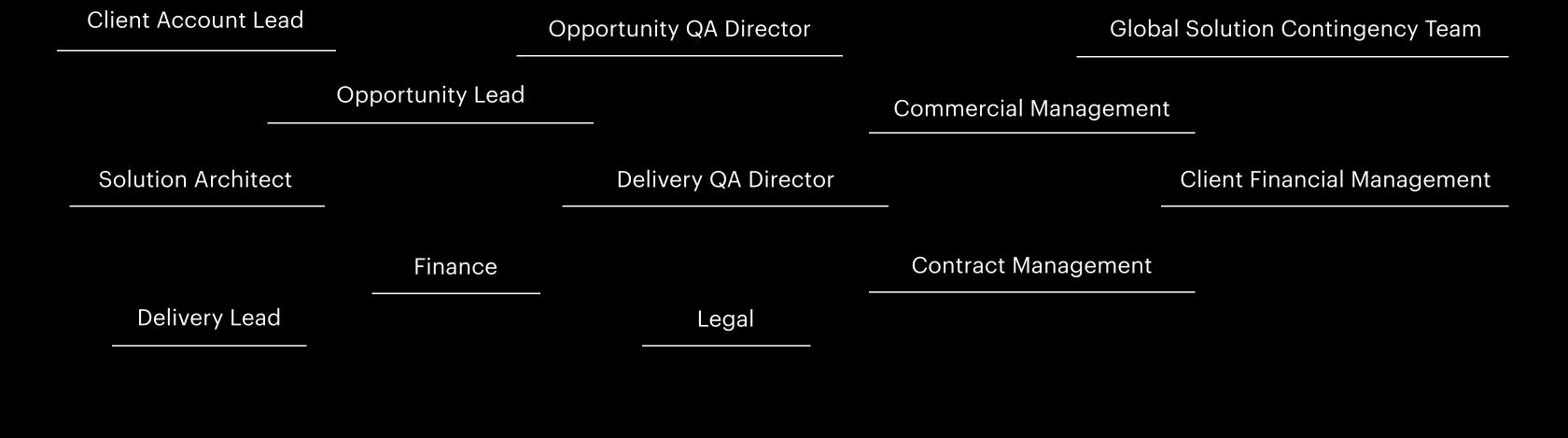
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Processes



Contingency

Roles Involved with Solution



Accenture's risk-based approach to Solution Contingency

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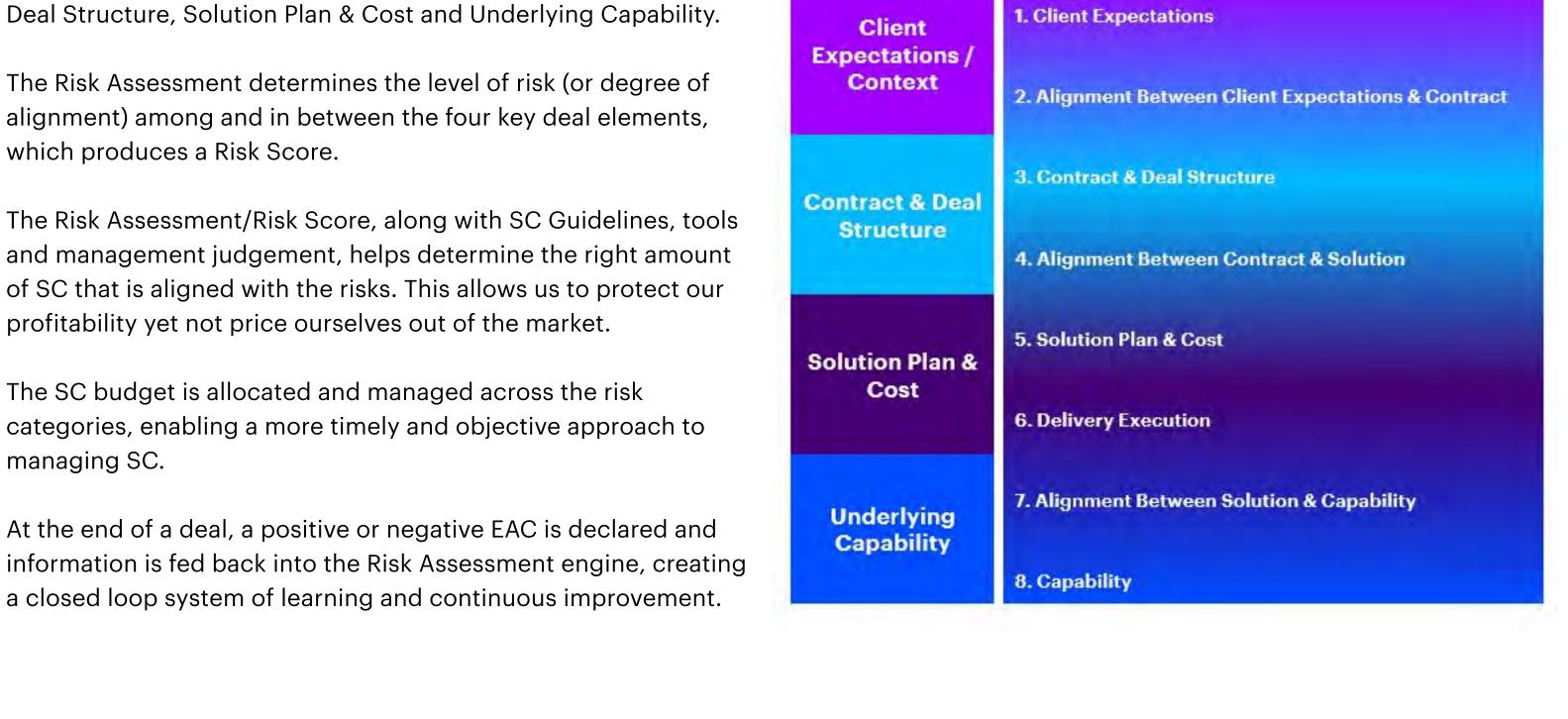
Step 1

Opportunity QAD.

The SC budget is allocated and managed across the risk categories, enabling a more timely and objective approach to managing SC.

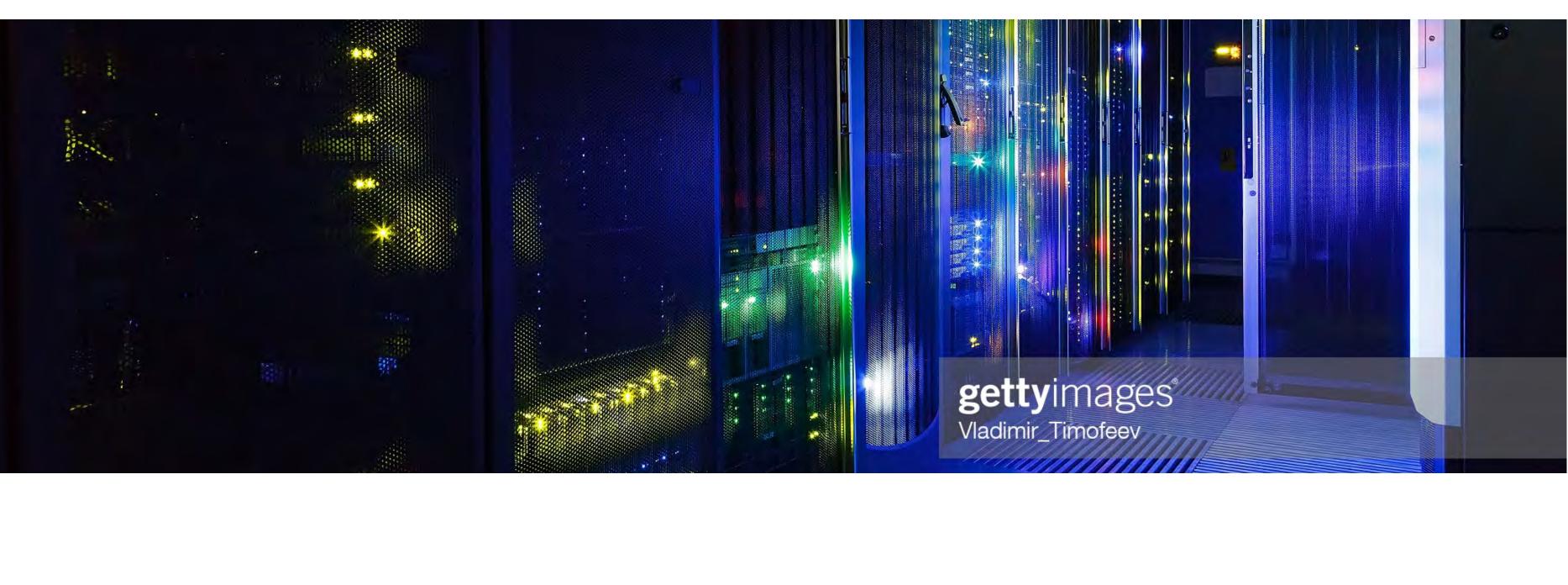
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Step 4

8 Risk Categories



Step 2 Step 3

Resources and training

The first step is to establish the right level of Solution Contingency in the Opportunity based on guidelines and risk.
This is the role of the Solution Architect, and the Sales Team (CAL and Opportunity Lead), with input and approval from the

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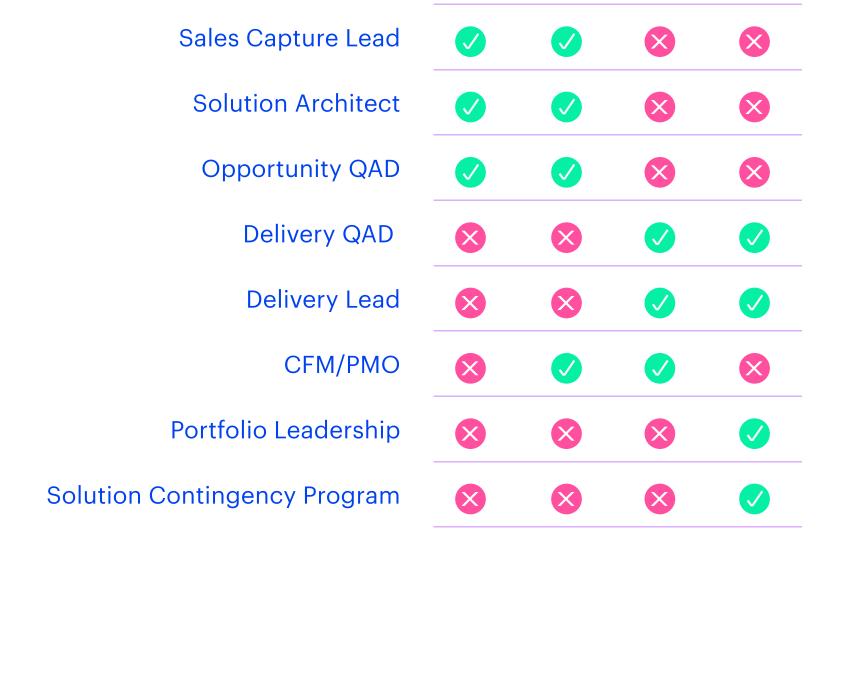
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Responsibilities by steps Client Account Lead



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