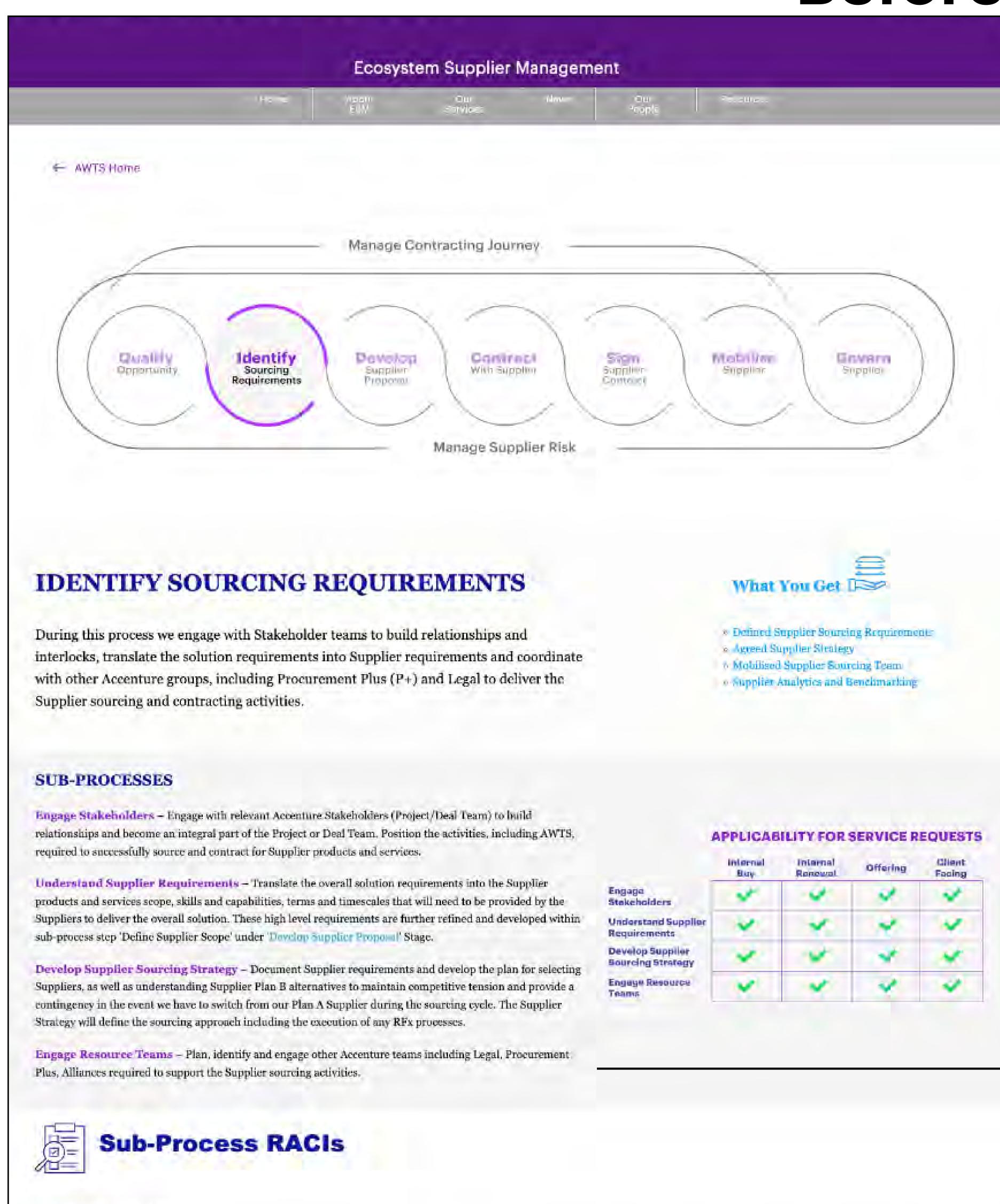
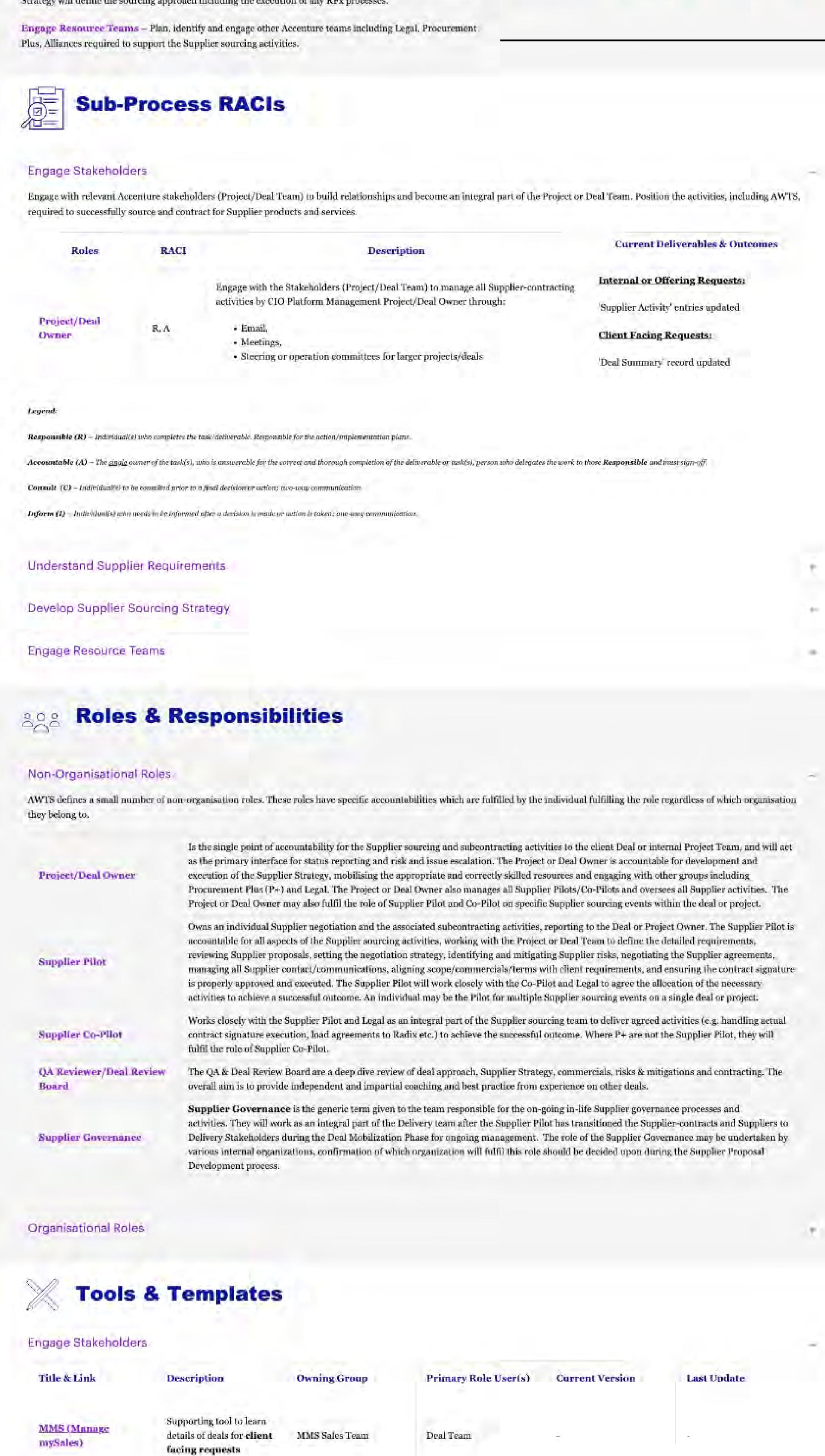
Before



Avoiding repeated elements



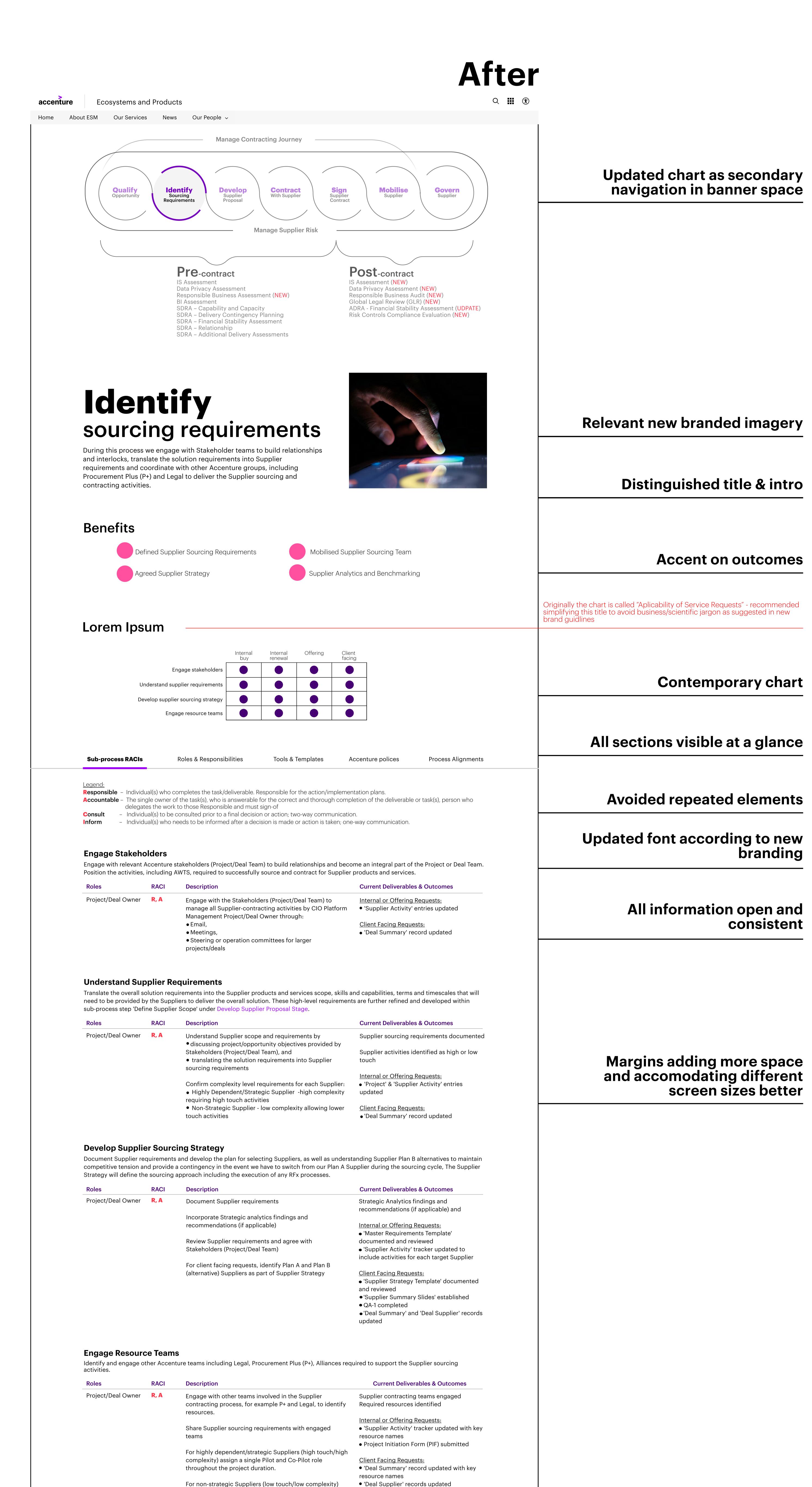
Accenture Policies Accenture Policies Description Policy ID & Link Policy pung - Global Resales Maintains global consistency in the contracting, accounting and reporting of all Resale revenue transactions to minimize tax and legal liabilities while maintaining accurate financial reporting. Policy 0055 - Working in Complex Defines the approval process for proposals to pursue transactions where all or part of the services are anticipated to be Countries and Geographic performed in a complex country or that require a geographic expansion. Expansions Describes Accenture's procedures and best practices for working with Open Source Software ("OSS"). This policy is intended to facilitate the use and development of OSS and contributions to OSS communities, while mitigating risk to Policy 0314 - Open Source Software Accenture by ensuring that Accenture complies with all applicable OSS license terms and obligations. Policy ogoo - Work on Behalf of Ensures that all Government Clients have been appropriately screened from a compliance perspective prior to beginning work or expending any Business Development funds. Governments Establishes procedures governing certain contact with Public Officials by Accenture employees, by internal or external lobbyists on policy matters and by contract teams selling and marketing services to governments. Establishes procedures governing election campaign activity by Accenture, employees seeking election to public office and volunteer election campaign activity by Accenture employees, in each case anywhere in the world. Policy 1221 - Contacts with Public Establishes pre-clearance approval process for all Accenture employees and their family members who wish to make a political contribution to any U.S. state and local government elected officials and candidates. Describes establishment and administration of a federal political action committee (PAC) in the U.S. and the voluntary nature of any contributions to such PAC. Describes Accenture's obligations to comply with competition laws: Defines who is a competitor of Accenture; Policy 1322 - Interaction with Describes activity that is prohibited under the competition laws; and Describes Accenture's obligations to comply with competition laws when a third party is a competitor as well as a business partner, client, or supplier. Policy 0127 - Promotion of Third-Party Alliances Informs all employees of the restrictions on communicating about and promoting third-party relationships.

Understand Supplier Requirements

Develop Supplier Strategy

Engage Resource Teams

lignment with Procu	rement Plus (P+) Process			
AWTS Reference	AWTS Description	IT Procurement + Process Reference	IT Procurement - Process Steps	Additional Procurement Detail
Engage Stakeholders	Engage with relevant Accenture Stakeholders (Project/Deal Team) to build relationships and become an integral part of the Project or Deal Team. Position the activities, including AWTS, required to successfully source and contract for Supplier products and services.	Governance Meetings	Governance Meetings	For deal pursuits, this activity will primarily be managed by the Deal Team Lead until the specific supplier requirements have been identified and confirmed
Understand Supplier Requirements	Translate the overall solution requirements into the Supplier products and services scope, skills and capabilities, terms and timescales that will need to be provided by the Suppliers to deliver the overall solution. These high-level requirements are further refined and developed within sub-process step 'Define Supplier Scope' under 'Develop Supplier Proposal' Stage.	Deal Team Opportunity	Create PII/	Once specific supplier requirements have been identified and confirmed the Category Lead will create the PIFs P+ will create one PIF per unique supplier negotiation / RFP Each PIF will be assigned a P+ Pilot/Copilot resource based on experience
Develop Supplier Sourcing Strategy	Document Supplier requirements and develop the plan for selecting Suppliers, as well as understanding Supplier Plan B alternatives to maintain competitive tension and provide a contingency in the event we have to switch from our Plan A Supplier during the sourcing cycle. The Supplier Strategy will define the sourcing approach including the execution of any RFx processes.	Deal Team Opportunity	Create PIF	Once specific supplier requirements have heen identified and confirmed the Category Lead will create the PIFs P+ will create one PIF per unique supplier negotiation / RFP Each PIF will be assigned a P+ Pilot/Copilot resource based on experience
Engage Resource Teams	Identify and engage other Accenture teams including Legal, P+. Alliances required to support the Supplier sourcing activities.	Pre-Sourcing	Define Overarching Project Team and Scope	Engage with Legal, Information Security, Data Privacy, Fortify and other required organizations if required
eference Link: P+ Proce= C	Jyneviow:			



assign Pilots and Co-Pilots roles for each project phase.

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