



G-Cloud 15 Service Definition

Accenture Prime Value Chain (PVC) Service

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accenture

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1.0 Scope of our services

PRIME VALUE CHAIN ANALYSIS (PVC) is a cloud-based Service Design Approach to Business Transformation. It is a diagnostic technique that creates a dynamic view of how an organization operates and delivers its core value propositions. The approach generates a wide variety of business outcomes, especially:

- Build agility
- Achieve efficiency
- Embrace technology

Powered by our patented cloud-based Enterprise Navigator solution, the PVC Analysis approach follows a tool-enabled and data-driven approach:

Discover & describe: Define the customer journey and identify major pain points using a co-creation approach with key stakeholders.

World on a page: Design a comprehensive value chain mapping of core & support business activities and formulate hypotheses on complexity root causes. This creates a digital twin for an enterprise ecosystem.

Apply lenses: Define, collect and allocate key qualitative and quantitative data to the prime value chain in order to gain deeper insights, for example using crowdsourcing or process mining.

Identify value: Identify top priority areas to address complexity, by applying multiple analytical lenses to the prime value chain.

Create roadmap: Define and prioritize transformation initiatives, supported by a roadmap and develop high level business case.

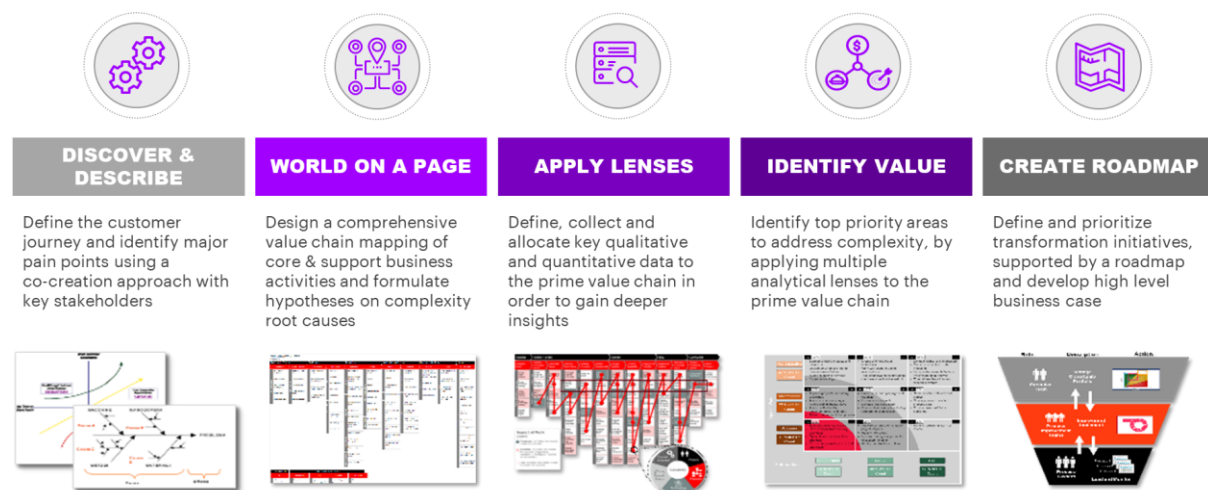


Figure 1: Prime Value Chain Roadmap

Prime value chain analysis provides a forensic fact-base to:

- Discover complexity “hot-spots”
- Root causes of that complexity
- Best way to simplify for agility, experience, efficiency, cost reduction and maximum value from technology

2.0 Assets and Tools

Prime Value Chain (PVC) Analysis is powered by Accenture's patented cloud-based Enterprise Navigator Solution. It creates a single source of truth of the dimensions of the business, such as differences in activities by geography or business unit.

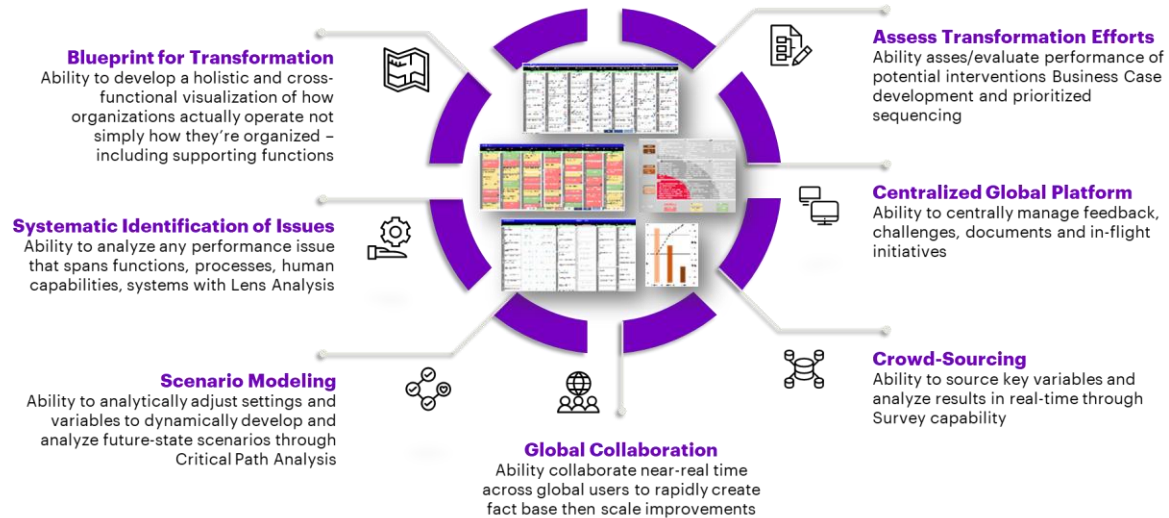


Figure 2: Enterprise Navigator Solution

The intuitive and user-friendly interface of the cloud-based solution allows users to easily leverage the in-built, integrated capabilities and centrally stored data to:

- Visualize the process in detail
- Conduct critical path analysis
- Create insights to drive discussions
- Prioritise opportunities based on multiple criteria, utilising a matrix visualisation
- Apply lenses, with up to 30 operational lenses that can be considered
- Track progression through a secondary WOAP (World On A Page)



Figure 3: PVC Tool

To ensure data security the following tools are leveraged:

- **Isolation:** All Enterprise Navigator instances are **fully isolated**. Networking, infrastructure, database, application and security groups are created for this single instance on Accenture's Private Cloud.
- **ESO:** Authentication is managed using Accenture ESO (based in Azure AD). Using **OAuth2** as protocol.
- **Encryption:** All communications, database and volumes are **encrypted**. **Data at Rest Encryption (D@RE)** using **AES-256** algorithm.
- **Security monitoring:** Using tools such as Qualys and Tanium our Security Operations Center can detect vulnerabilities at infra level.
- **Application Security Assessment:** Accenture proactively runs application security assessments each quarter.
- **Reduced surface of attack:** We expose only the endpoints and services needed to operate with the application using a bastion host for the web application and needed REST services. Maintenance tasks are done using a VPN admin connection.

3.0 Deployment Principles

We recommend considering the following Enterprise Navigator deployment principles:

TO BE USED FOR...

- Multi-functional transformational opportunity
- Multi-disciplinary teams
- Enabling efficient and effective Prime Value Chain delivery (might be addition to ZBO)
- With support from trained OPT resources

NOT TO BE USED...

- As a one-off tool alone without Prime Value Chain thinking
- Without the accompanying OPT resources trained, experienced and proficient in its use
- Solely As a digital process taxonomy repository
- Solely as a digital survey solution

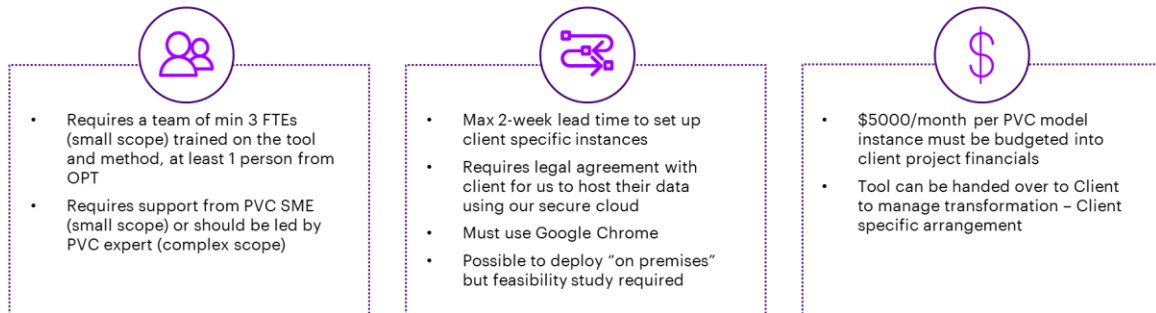


Figure 4: Key Principles

4.0 Pricing

Please refer to the associated pricing document/ rate card relevant for this service.

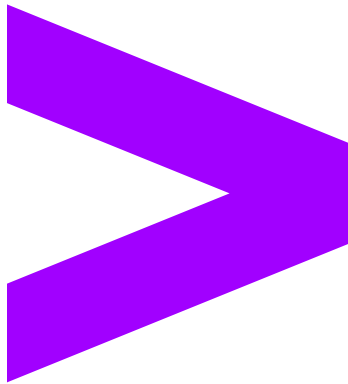
5.0 **Contacts**

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6.0 About Accenture

Accenture is a leading global professional services company that helps the world's leading businesses, governments and other organisations build their digital core, optimise their operations, accelerate revenue growth and enhance citizen services—creating tangible value at speed and scale. We are a talent- and innovation-led company with approximately 799,420 people serving clients in more than 120 countries. Technology is at the core of change today, and we are one of the world's leaders in helping drive that change, with strong ecosystem relationships. We combine our strength in technology and leadership in cloud, data and AI with unmatched industry experience, functional expertise and global delivery capability. We are uniquely able to deliver tangible outcomes because of our broad range of services, solutions and assets across Strategy & Consulting, Technology, Operations, Industry X and Song. These capabilities, together with our culture of shared success and commitment to creating 360° value, enable us to help our clients reinvent and build trusted, lasting relationships. We measure our success by the 360° value we create for our clients, each other, our shareholders, partners and communities



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