



G-Cloud 15 Service Definition

**Accenture Amazon Web Services (AWS) Cloud
Services**

Jan 2026

Contents

1.	Accenture Amazon Web Services (AWS) Business Group Overview	1
2.	AABG Service Offerings	4
3.	Approach.....	7
4.	Assets and Tools.....	10
5.	Security	13
6.	Managed Service Provider	14
7.	Expected Outcomes	15
8.	Reseller and Pricing	16
1.0	Pricing	17
2.0	Contacts.....	18
3.0	About Accenture.....	19

1. Accenture Amazon Web Services (AWS) Business Group Overview

- This document describes the Accenture AWS Business Group (AABG) services. It covers the full range of services we offer on Amazon Web Services including provisioning services, migrating applications, orchestration and management, security, support and platform integration. The service suite is very comprehensive; therefore, we have divided this into sections. Please scan the document for the most relevant set of services - we are of course happy to discuss your requirements if more convenient.
- The Accenture AWS Business Group, or AABG, is a partnership that combines the resources, expertise and industry knowledge of Accenture & AWS to accelerate cloud transformation and innovation for enterprises through full adoption of AWS services. It was established to help organisations evolve long-established internal processes, reorganise internal IT teams, re-tool legacy solutions, and effectively extract value from the data their businesses are generating, as well as prototype, build, and run new cloud native solutions. It helps clients capitalise on a cloud-first agenda by engineering and developing agile, enterprise cloud solutions, helping companies to rapidly migrate, develop and manage their applications in the AWS cloud and achieve significant business results faster than ever before.
- The creation of AABG strengthened and extended the relationship between Accenture and AWS, which spans over a decade. AWS is the world's number one public cloud infrastructure provider, and Accenture is a leading provider of cloud solutions and the leading AWS premier consulting partner and systems integrator.



- We are proud to have been announced AWS UKI Global System Integrator (GSI) Partner of the Year 2021, which is a testament to Accenture's 20,000+ certified AWS people worldwide (including 2000+ in the UK), and our clients who have engaged with us on some of the most advanced and value-creating AWS programs in the World.



13+ years collaborating

To deliver successful, enterprise-wide cloud deployments

Integrated, single point of contact through a unique, joint business model, with a dedicated team and resources developing solutions on AWS Cloud

Focus on automation and efficiency, backed by scalable, factory approach to accelerate enterprise-wide journey to cloud

Thousands of trained AWS architects and technologists

Best-in-class, AWS enterprise-aligned methodologies and solutions

Tested and proven migration tools and methodologies for AWS cloud migration

Accenture-AWS Center of Excellence: industry-specific solutions for cloud



Value to our customers

Get the best from two industry leaders: experience, resources, methodologies and learnings based on the world's largest cloud initiatives to rapidly deliver business value and innovation

Minimize disruption and uncertainty

Scale and speed: move fast via tools, templates, and turnkey solutions

Gain agility while ensuring continuity with enterprise-grade governance, security procedures and standards

Tap into unique economic models & levers

Figure 1: Accenture & AWS

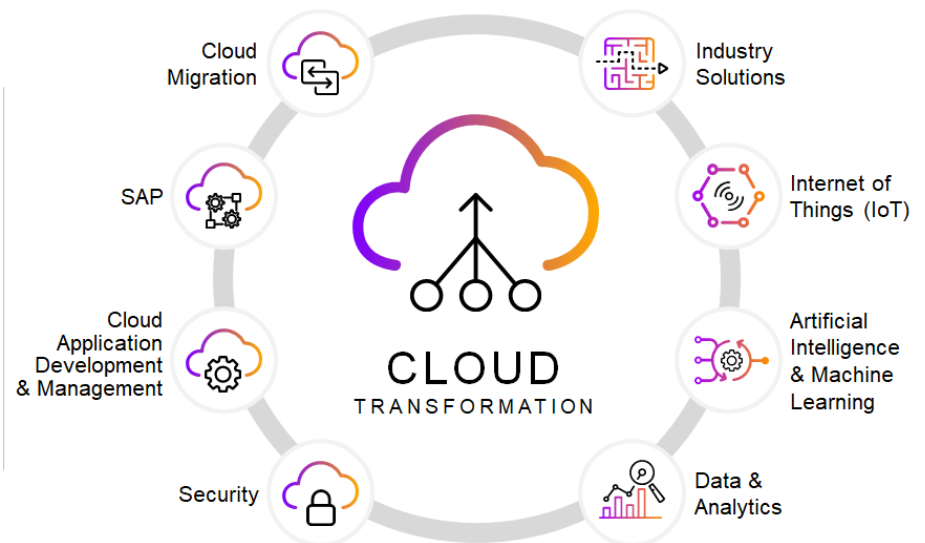


Figure 2: AABG Expertise

- Accenture, as an AWS Premier Consulting Partner, is one of AWS' top network Consulting Partners globally. AWS recognises that we have invested significantly in our AWS practice, that we have extensive experience in delivering quality projects and in deploying customer solutions on AWS, have a strong bench of certified technical consultants, and have achieved 20 APN Competencies.

AABG key highlights:

Accenture certified partner programs include:

- Premier Tier Services
- Select Tier Training
- Authorized Training Partner
- AWS Managed Service Provider
- AWS Marketplace Seller
- Authorized Commercial Reseller
- AWS Public Sector Partner
- AWS Solution Provider Program
- AWS Public Sector Solution Provider
- APN Immersion Days
- AWS Well-Architected Partner Program

Accenture accreditation for AWS Competencies include:

- SAP
- Data & Analytics
- Government
- Life Sciences
- Machine Learning
- Industrial Software
- Level 1 MSSP
- Retail
- Security

- Financial Services
- IoT
- Migration
- Digital Customer Experience
- DevOps
- Microsoft Workloads
- Energy
- Travel and Hospitality
- Mainframe Migration
- Public Safety and Disaster Response
- Networking

Accenture AWS Service Validations include:

- Amazon Connect Delivery
 - Amazon RDS Delivery
 - Amazon EMR Delivery
 - AWS GovCloud (US) Delivery
 - Amazon Redshift Delivery
-
- 20,000+ AWS experienced/trained technologists with over 24,000 AWS certifications - growing rapidly
 - Automated tools and re-useable assets providing cost controls, governance, accountability and predictable results for cloud migrations and transition
 - Comprehensive set of service offerings tailored to support enterprise and industry requirements
 - Accenture's AWS reference architecture provides a quick start for design and implementation on AWS infrastructure
 - Experienced in the latest AWS technologies, combined with tried and tested enterprise-aligned Accenture methodologies and solutions

2. AABG Service Offerings

- Accenture and AWS have jointly developed solutions and assets to assist clients with designing intelligent cloud solutions to quickly adopt new technologies, respond to market needs and innovate faster.

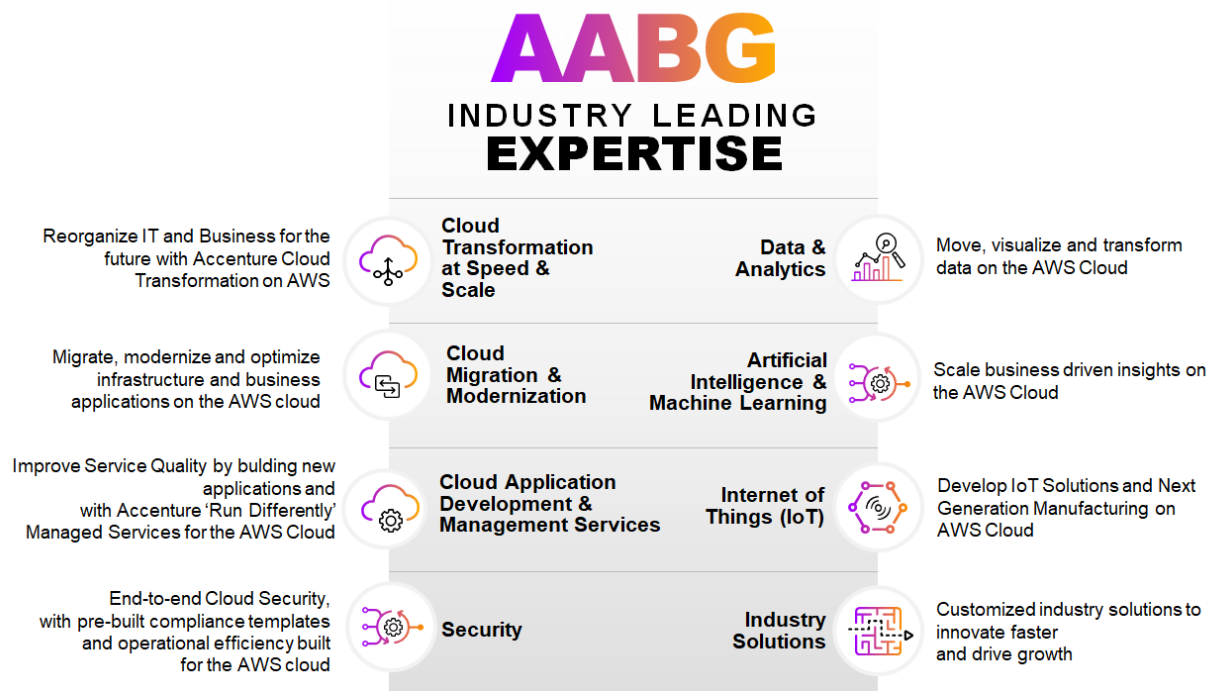


Figure 3: AABG Expertise

Cloud Transform and Run

- Transforms the core IT Business through migration, modernisation and innovation in the cloud with Accenture cloud center of excellence, operating model and optimised cloud managed services
- Cloud Transformation and Run (CT&R) services help our clients plan and execute application migrations to, and managed services for, the AWS cloud. Accenture and AWS Business Group (AABG) aligns the best of Accenture and AWS migration and transformation assets into a common framework that reduces risk and maximises the benefits for any journey to Cloud or Cloud Optimisation Project. As leaders in Cloud and Cloud Managed Professional Services, AWS and Accenture are uniquely positioned to support our clients in any journey to cloud program. Accenture works with AWS to ensure that our client cloud journeys are well architected, secure and non-disruptive to your business.
- Services include:
 - AWS Landing Zone and Guardrail implementation
 - AWS Migration & transformation
 - AWS Strategy
 - AWS Well architected design
 - AWS Cloud management
 - AWS Cloud spend optimisation services
 - AWS Cloud workspace services

Cloud Native Development Services

Rapid application development, leveraging the power of containers, serverless and managed services, to create and maintain new business solutions at pace.

- AWS-applicable assets include:
 - Accenture DevOps Platform (ADOP)
 - Serverless CI/CD pipelines and adaptors for the ADOP
 - Extensive container reference architecture assets and blueprints
 - Accenture Reactive Interaction Gateway (RIG)
 - Accenture Accelerator for Rapidly Evolving Systems (ARES)
- **Data and Analytics on AWS**
 - Migration and modernisation of data provides single view of truth for real time data processing, advanced analytics for business stake holders, regulatory compliance, and expanding cloud data platform for new business needs
 - AWS Data & Analytics provides the data consulting capabilities to cleanse, model and transform data, empowering our clients to unearth the value of their data to provide business benefit at speed and scale. Our Artemis asset is an opinionated implementation of a data product pipeline architecture using AWS native services. The Accenture Insights Platform (AIP) is an Accenture solution that brings together an integrated set of technologies, a commercial model and enterprise support. The Accenture Insights Platform, AWS Edition leverages AWS' big data and analytics services. It is an enabler for industries that manage risk and compliance challenges of regulated and/or sensitive data in the AWS cloud.
- Applied Intelligence on AWS
 - End-to-end machine learning and analytics solutions and services that simplify adoption of artificial intelligence technologies to solve business challenges and drive value at scale
 - Accenture offers end-to-end solutions that simplify adoption of artificial intelligence technologies to solve complex business challenges at scale. Our teams of experienced data scientists leverage AWS artificial intelligence technologies to deliver solutions for specific industry business areas or across the enterprise. Accenture has extensive experience delivering analytics and machine learning based solutions for business applications in many industries. Machine Learning based intelligence has a multitude of applications for many business use cases.
- Industry X.0 and IoT on AWS
 - Accelerates the journey toward digital products and operations, enabling innovation powered by our AWS Integrated X.0 IoT platform solutions
 - Industry X.0 offers native AWS solutions which provides flexibility and architecture extensibility to our clients. Each solution is supported by re-usable frameworks, architecture patterns, and delivery accelerators.
- SAP on AWS
 - Simplify and accelerate the customer's journey, moving their SAP applications to the cloud

- The SAP on AWS offering delivers an industrialised solution framework for the planning, implementation, migration and run of SAP applications on AWS. Clients can rapidly reduce infrastructure costs by accelerating migration to AWS and freeing up investment for growth initiatives. Running critical SAP application workloads on AWS helps streamline the ability to integrate SAP with traditional services and emerging technologies. Ongoing optimisation of your SAP landscape through use of Accenture Cloud Management tools, enables greater innovation and faster time to value. Our approach has been proven to provide a 20% to 40% reduction in TCO for existing clients.
- Services include:
 - SAP implementation
 - Cloud infrastructure architecture and setup
 - SAP run support for Basis, Functional, and Development
 - Cloud infrastructure project and run support
- Security on AWS
- Accenture security and managed services reduce risk and accelerate secure deployments and growth in cloud. Our offering includes assets and accelerators that facilitate the rapid and consistent deployment of AWS services following Accenture best practices. Key AWS assets include:
 - Accenture Secure Cloud Foundation
 - CIS benchmark quick start
 - Reference architectures
 - Compliance technical instantiations
- Applied Customer Engagement on AWS
- Improve customer experience and visibility of the entire customer journey across all channels using a platform powered by Amazon Connect and AI services in AWS.
- Accenture's offering leverages our Applied Customer Engagement (ACE) asset and native AWS technologies to rapidly transform the digital contact centre experience with AI-Powered conversations, intelligent interactions, and advanced operations.
- Industry Solutions
- Accenture Products and Platforms Powered By AWS
- Accenture and AWS have jointly developed differentiated industry to solve specific customer challenges. Example offerings include:
 - Accenture Intelligent Automation Platform – automation of back-office tasks to drive efficiency and focus valuable people on difficult edge cases
 - Accenture Public Safety Platform - turns data into a strategic asset, helping to prevent and detect crime, while building public trust. Supports transparent, ethical and agile law enforcement with advanced analytics and cloud computing through one flexible and scalable platform.

3. Approach

- **Accenture myNav for Cloud**

- Accenture myNav is a platform designed to assess disposition, architect and simulate cloud solutions at scale across your enterprise to determine which will best fit your business requirements. MyNav is unique in the market, taking the guesswork out of cloud solutioning – reducing risk, cost and the time required to achieve your strategic business objectives.
- myNav enables you to build a cloud business case across any part of your enterprise, and then simulate cloud usage, including peak usage, to right-size the infrastructure to match business need, helping get it right first time. Key benefits:

- **Business Case:** Quickly create a cloud business case enriched with industry benchmark data.
- **Leverage cloud experience with AI:** Benefit from AI that can mine Accenture's extensive cloud experience to arrive at the right cloud solution for your needs.
- **Improved solution accuracy:** Enhance the accuracy of cloud engineering requirements through architectural simulations using powerful analytical models.
- **Migrate with confidence:** Reduce risk with a cloud migration plan based on proven industry and business specific migration rules.

- **Cloud Migration Approach**

- We jointly deliver cloud migration and transformation programs, together with AWS, against aggressive milestones and business goals with reduced cost, risk, and complexity for our clients. We align AWS migration assets with our own, into a common framework that maximises the benefits for any migration and transformation program. We work together to ensure that our client cloud migrations are well architected, secure, and non-disruptive to the business.
- Our modular and flexible approach to migration is designed to be applicable regardless of the transformation pattern. It contains components that address migration at scale, and that also extend the cloud value proposition beyond migration to rapidly unleash new business value.

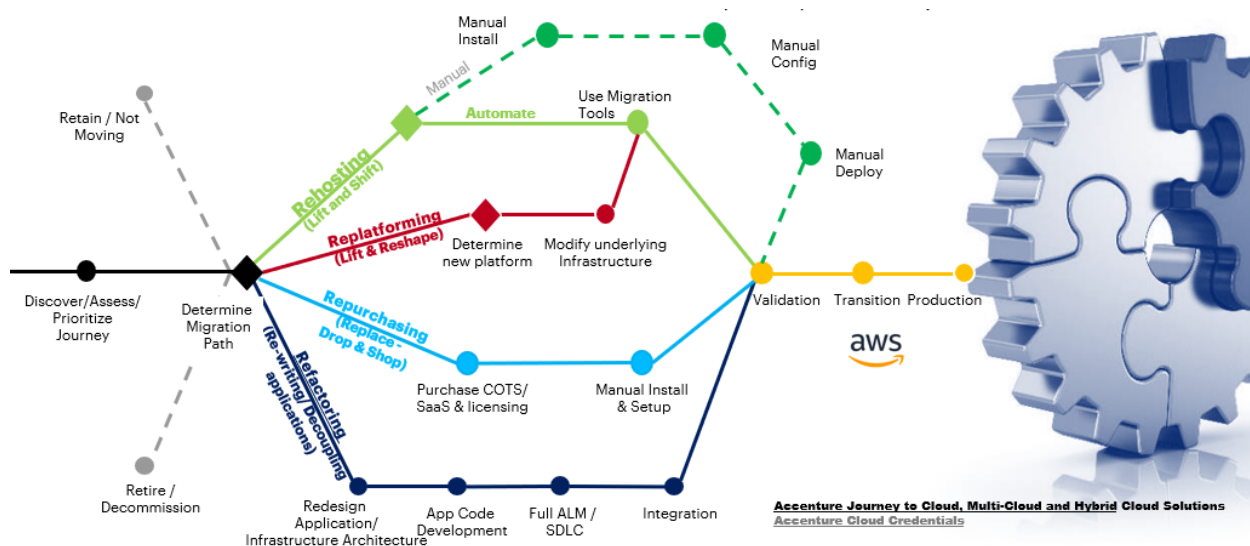


Figure 4: Cloud Migration Approach

- Accenture has developed a methodology and patented toolset created over 15 years, used at 100+ clients, and integrated with CloudEndure. Below are a set of tools and accelerators.

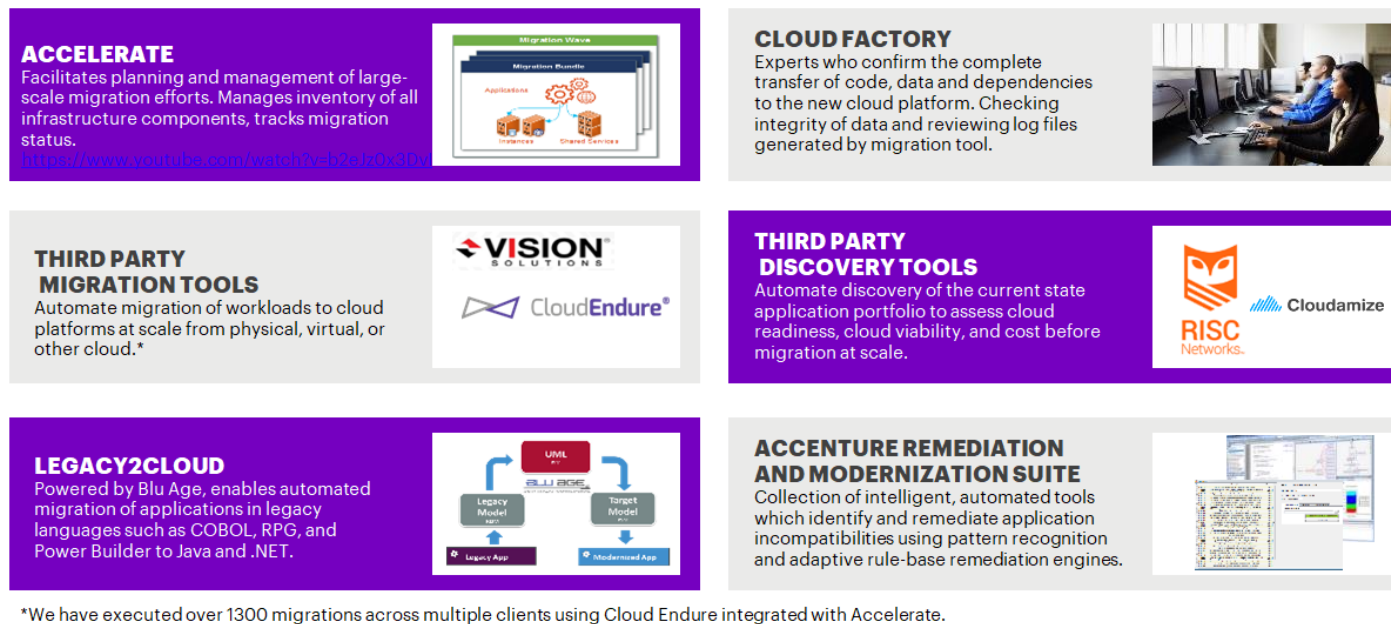


Figure 5: MyNav for Cloud

- **AWS Migration Factory Model**
- Accenture's Migration Factory delivers application migrations at scale for our large global clients, utilising our network of skilled onshore and offshore migration professionals to provide on-demand capacity.



Figure 6: AWS Migration Factory Model

- Using a Migration Factory Model, Accenture takes an industrialised approach to help drive pace and reduce cost. Our team is well versed in our toolsets and is actively involved in all migration assessment, planning and execution work activities. It uses a successfully demonstrated set of repeatable methods, tools and processes that are iterative and allow for increased migration velocity with a lower cost to serve. To-date Accenture has migrated over 500,000 workloads and thousands of applications to the cloud using our factory approach.
- Using a strategic roadmap as input, our approach starts with an application discovery and assessment phase that focuses on business process and applications. We gather architecture and inventory data from existing sources or when needed run a discovery tool and review application questionnaire responses along with other requirements, guidance, and standards to perform a detailed application assessment for each application workload. The application discovery and assessment phase is usually an iterative process and may take some time to perform additional discovery and resolve orphan applications that have no clear ownership.

- Migration approaches are flexible, and we offer transformation services that extend the cloud value proposition beyond workload migration by optimising applications for cloud and working with clients to unleash new business value through new application development for cloud. Once a migration approach is approved, we perform the necessary activities to effectively migrate, test, and run the workload in cloud performing necessary cutover and post migration transition support activities.
- Accenture currently has over 40 cloud related delivery centres around the globe, including two Centres of Excellence with the experience and knowledge in all types of source applications to perform re-platforming to newer OS, database or middleware versions, re-factoring of an entire codebase, or de-coupling applications to take advantage of new cloud capabilities such as auto-scaling and healing. Our field-tested methodology, mature tools, and experienced professionals have performed multiple types of legacy code analysis, remediation, and migration.
- The Migration Phase involves several different tools and work activities to address each workload's specific migration approach and path to cloud.
- **Well Architected**
- Accenture is the only AWS global systems integrator that is an AWS well architected partner.
- AWS Well Architected Framework (WAF) was developed by AWS in 2012 to enable cloud architects to build secure, high performing, resilient and cost-effective infrastructure by providing best practices guidelines for Well Architected practitioners to follow. Accenture has partnered with AWS to build a team of certified Well Architected practitioners. We systematically apply WAF to support better outcomes for our clients in their usage of AWS.

4. Assets and Tools

• Accelerate for Cloud

- Accenture's proprietary cloud migration tool, Accelerate for Cloud is a SaaS web-based tool to help manage the overall migration project. The tool supports activities from discovery through to execution and includes pre-defined activities and dashboards. Accelerate for Cloud is an integral part of our AWS Migration Factory Model involving as well as client and other 3rd party resources necessary to plan and execute repeatable migration activities.
- The inventory and application data gathered is stored in Accelerate for Cloud and is used to understand and map relationships between processes, applications, servers, shared services and other supporting components, allowing the business and user impact of the migration to be assessed during planning. We identify which entities must move together or be transformed and create steps for each of the move entities. Applications that require re-platforming to newer OS, database or middleware versions or re-factoring of codebase, are recorded, tracked, and managed within the tool.
- Accelerate for Cloud provides detailed migration instruction sets sequenced into an overall runbook. The runbook uses an industrialised approach leveraging automated workflow of activities that identify and manage which activities must run sequentially or in parallel. Instructions sets are grouped by T-, T0 and T+ migration and are executed and tracked, automatically notifying activity owners when it is time to perform their activity; allowing both transformation and migration activities to be run in parallel or holding activities until dependent activities have successfully completed. The tool has data driven reporting and dashboards to allow the status of planning and execution activities to be viewed at any point in time. It also has support to call external runbooks for automated migrations from any source to any target. The diagram below outlines how the Accelerate for Cloud tool fits into an overall migration program.

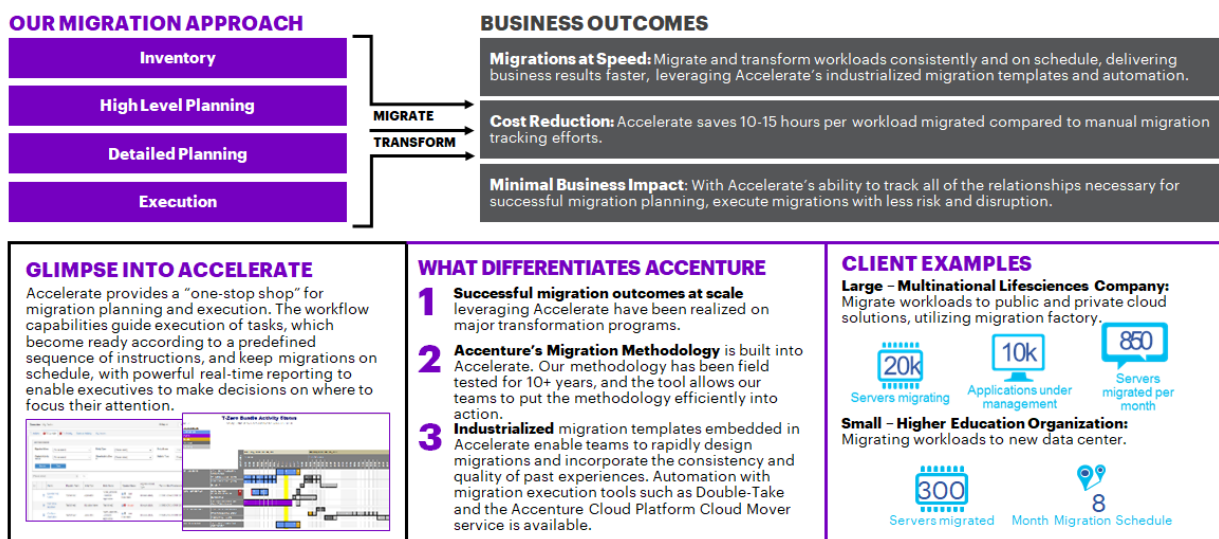


Figure 7: Accenture AWS Migration Approach

• Reference Architectures

- Accenture has developed several application reference architectures for AWS that are based on our prescriptive approach to creating application patterns and operational landing zones for migrated applications. During the initial portion of the project, our delivery teams work with client teams to determine if the definition of operational landing zones and application patterns within their MVP core environment is desirable, and we can use a

selection of applicable reference architectures from our inventory to jumpstart baseline architecture designs.

Accenture Cloud Platform

- Accenture has been providing IaaS services since 2011 with the launch of ACP. ACP is a component within Accenture's Cloud strategic growth initiative specifically built as a cloud broker and orchestration service. It enables clients to manage cloud services through a single, integrated platform providing increased control, governance, and flexibility. ACP provides both Accenture-developed and third-party cloud services in an automated self-service way through an online storefront and a centralised IT service catalogue. With ACP, the enterprise can address the demands of the business while maintaining control and oversight of services and providers.
- As shown in the diagram below, the Accenture Cloud Platform is integrated with Amazon Web Services, Microsoft Azure, Google Cloud Platform, Orange Business Services, and NTTA for public cloud. In addition, we provide private cloud integration for our own Accenture Private Cloud platform as well as VMware and OpenStack based deployments. Clients can either 'Bring Your Own License' (BYOL) or take advantage of the Accenture contract for negotiated terms and conditions.

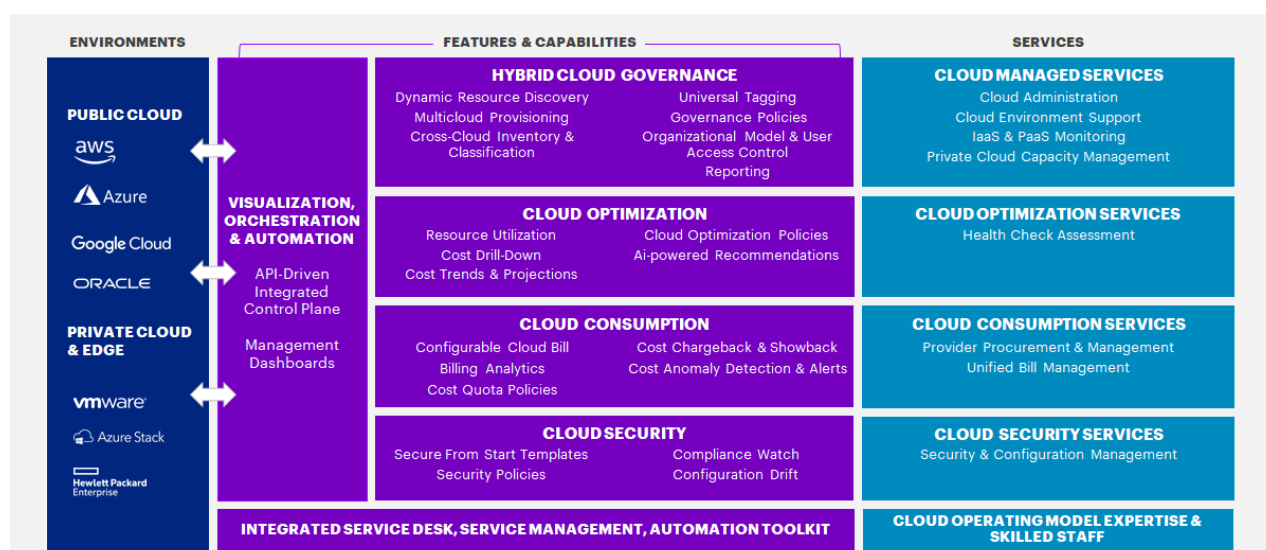


Figure 8: Accenture Cloud Platform

Key benefits:

- **Manage at Cloud Scale:** Master enterprise-grade cloud management and governance with a solution that scales with you in the face of exponential growth. Standardise, automate, and optimise without blocking innovation.
- **Operate at Market Speed:** Gain operational agility and up-to-the-minute visibility that informs fast decision-making. Run IT differently with the operating model, cloud expertise, and services to move your business forward with speed.
- **Conquer runaway Costs:** Curb out-of-control cloud costs and stop waste throughout the financial lifecycle. Maintain efficiency by optimising in real time, backed by greater financial transparency and AI-powered recommendations.
- **Stay secure and compliant:** Maintain security and compliance with services that are always-on. Tackle threats with cloud resources that are secure from the start and stay protected with regular scanning and auto-remediation.
- **Innovate with confidence:** Adopt the latest cloud-native services to realise the transformative potential of cloud. Innovate on a proven solution that simplifies complexity and maximises productivity.

Service Management and Assurance Platform

Accenture's IT Service Management and Automation platform is an integrated tools solution which provides the capability to monitor, automate and manage cloud, network, system, application and database technologies. We provide both basic standard services provide monitoring, performance, availability and reporting services for common infrastructure components (e.g. CPU, memory, storage, availability) plus value-add services such as automation and analytics. We have engaged established technology providers to provide a modern, efficient and scalable solution while collaborating with our deep industry and technology delivery experience and knowledge to meet the needs of the evolving As-a-Service environment. The result is a comprehensive service management capability providing enhanced delivery capabilities. Our service management architecture integrates the HPE Operations Bridge products with our ServiceNow offering to provide end-to-end and integrated service management capabilities.

- **ServiceNow (IT Service Management)** – ServiceNow - a leading provider of cloud-based, automated operations services - is the ITSM tool of record for many engagements. Accenture's service includes a suite of applications built on our proprietary platform that automates workflow and provides integration between related business processes
- **HPE Operations Bridge Suite (Technical Management)** provides the ability to sense, analyse and adapt to support a client's business. With advanced event correlation, log intelligence, predictive analytics and automation to remediate issues across the technology stack.

5. Security

- Accenture has supported AWS cloud security strategy, governance, capability implementation and operations for hundreds of clients across industries worldwide. These clients have had varying degrees of cloud adoption readiness and security maturity. Our Cloud Security practice focuses on enabling the proper processes, technologies, and operating models required to include cloud security from the onset and throughout the development and operations lifecycles.
- Accenture has experience with designing and enabling visibility in AWS required for privacy and security compliance. Accenture maintains CMM and ISO certifications for security and IT processes and facilities.
- We have supported the design, implementation and integration of all the security domains represented in our AWS Public Cloud Reference Architecture, which is based on Cloud Security Alliance, NIST and ISO standards, as well as our own experience. Further, these standards, and our experience, are instantiated in our Secure Cloud Foundation asset, which provides an enterprise-grade Landing Zone, account vending, and security infrastructure out of the box. We use it to incorporate clients' existing security product and process investment as well as bringing security into "the new" – transforming these capabilities to be Security-as-a-Service, where appropriate. Naturally, data privacy and protection controls are among the highest in demand for AWS deployments as our clients move more and more sensitive data into the cloud. Accenture has experience in designing, implementing and supporting the transition of native AWS and 3rd party encryption tools and surrounding key management processes to enable cloud migration within risk tolerances.
- Accenture has direct experience with AWS KMS, AWS Cloud HSM, Gemalto-SafeNet, Thales and Symantec data protection products to address security for specific AWS components and services. As a part of our experience, we have developed accelerators to speed the time to client decision-making for this critical topic – outlining the AWS data encryption and key management options based on the AWS components in scope, the pros/cons and specific scenarios where the different options best meet functional and non-functional requirements. Accenture is uniquely positioned to provide AWS security services from strategy through implementation and operations.

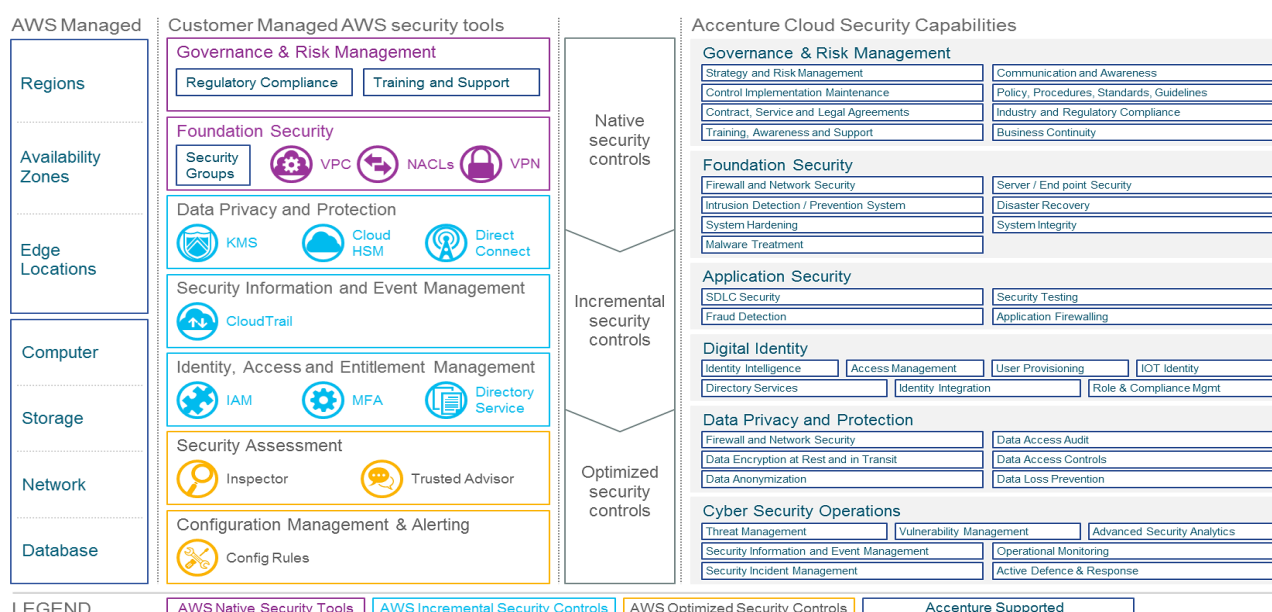


Figure 9: AWS Managed

6. Managed Service Provider

- Accenture has a long and demonstrated history of migrating, transforming, running, and optimising thousands of clients' IT infrastructures. We have strong capabilities delivering leading service integration and cloud management services, leveraging AWS' cloud platform leadership, innovation and scalability. However, we realise that business requirements may change in the future, and one of the unique capabilities we offer is the Accenture Cloud Platform, which enables our clients to move workloads between cloud providers should the need arise, avoiding vendor lock-in.
- With our established Cloud Managed Services Operating Model, Accenture acts as the single point of contact for the client and is accountable for SLAs. We leverage our Cloud Management Platform to deliver centralised management and monitoring while providing the client with the flexibility to leverage the AWS cloud for both IaaS and PaaS capabilities. Using this approach, we deliver services in single, integrated operating model that is common across all cloud platforms we support as shown in the diagram below.

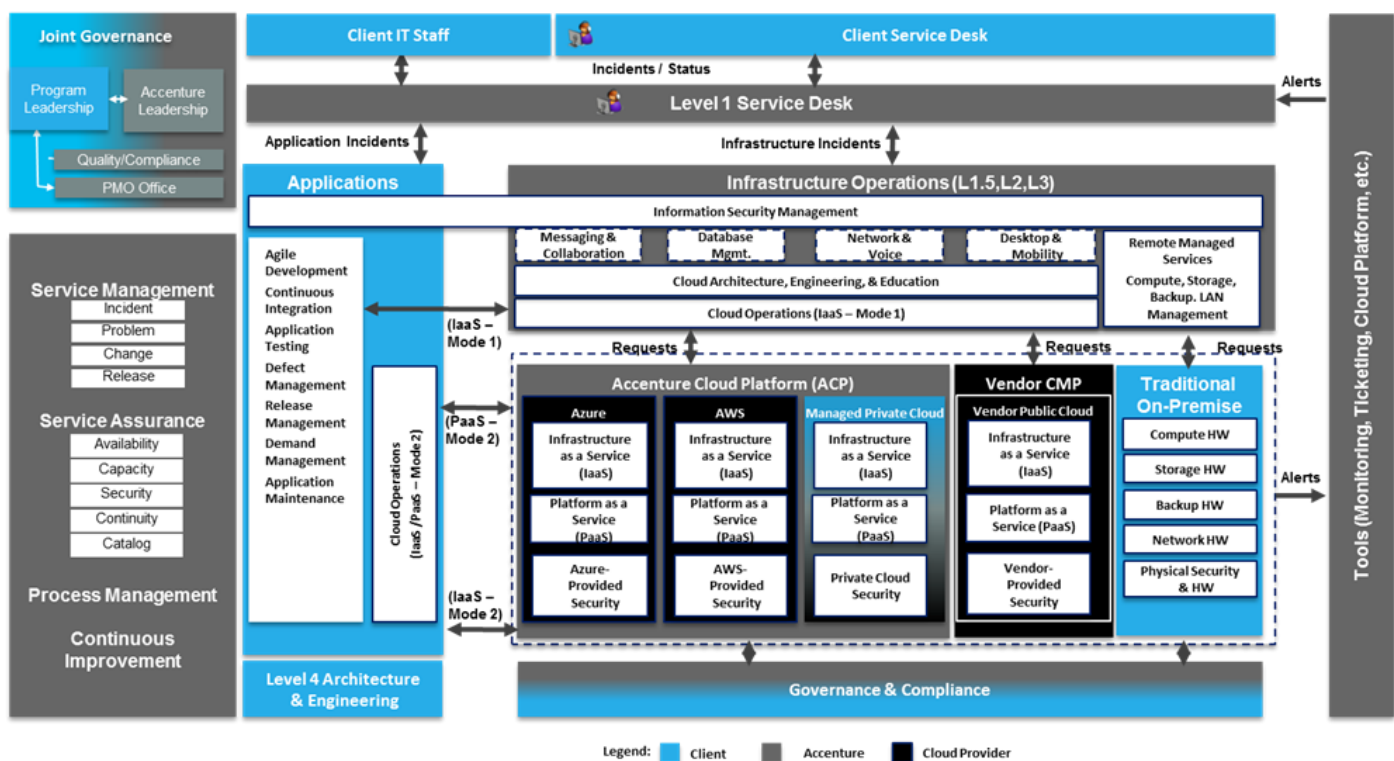


Figure 10: Managed Service Provider

- Our model enables delivery of both Mode 1 (Traditional) and Mode 2 (DevOps-based) IT support services with the Accenture Cloud Platform serving as the cloud broker and governance engine across public and private cloud providers and both modes of IT support. We work with clients to create managed application stacks, which can be deployed individually or as part of an approved stack configuration resulting in on-demand platforms ready for use by client application teams. Automation and orchestration via CloudFormation/Terraform templates or via CDK allow rapid deployment and teardown of environments as required.

7. Expected Outcomes

- The combination of AWS' cloud experience and capabilities with those of Accenture is a powerful force to help clients accelerate their journey to an as-a-Service model, where IT and business services are delivered on-demand via the Cloud. Whether organisations need to innovate quickly, create new services, or isolate new business opportunities to drive revenue and reduce costs, Accenture AWS Business Group will help them get there faster and with lower risk.
- Using Accenture AWS Business Group solutions and services, companies will be able to consume core business services on demand, starting small and scaling quickly, as needed. As a result, companies will gain agility and flexibility, along with the cost benefits of the cloud.
- By bringing together a platform-based approach with distinctive tools, assets and disciplines, Accenture AWS Business Group will help clients migrate their existing applications and develop new applications in the cloud, faster and with consistently high quality, as well as tap into analytics and Big Data solutions as-a-Service.

8. Reseller and Pricing

- Accenture has a reseller agreement with AWS and can resell AWS services. Generally, Accenture finds that our clients prefer a direct relationship with AWS. In circumstances where clients are looking for a single responsible party for cloud services and managed services, Accenture can provide resale. Accenture is open to discussing specific needs for resale to understand how we can assist.
- Please refer to the associated Pricing Document relevant for this service.

1.0 Pricing

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

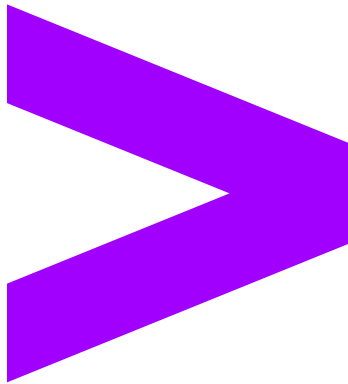
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3.0 About Accenture

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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