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A Practical Roadmap for Balancing IT Cost Pressures and Top-Line Value

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AGENDA



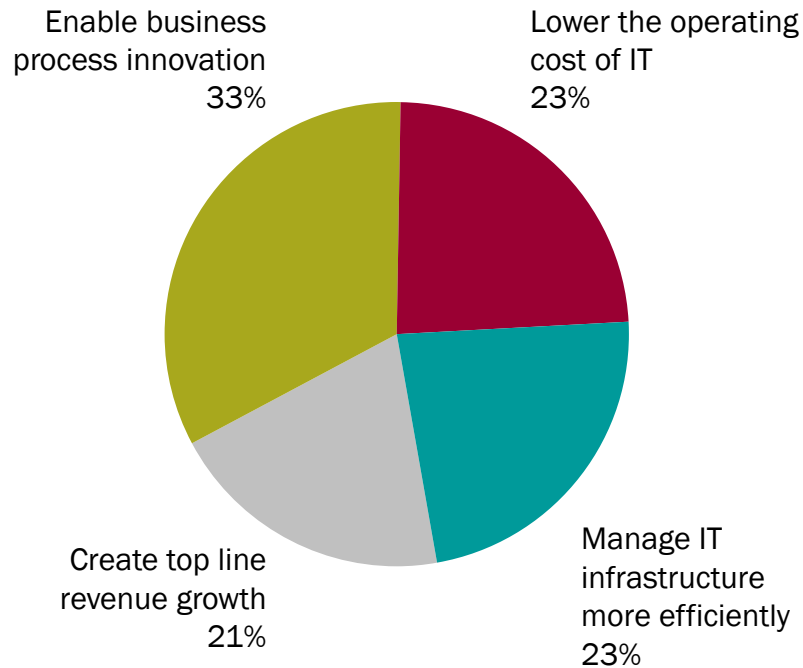
- Introductions
- Pulse of the Market, CIO Findings
- Client Insights
- Synopsis of Accenture, Cisco Infrastructures
- Roadmaps & ROI
- Avoiding Roadblocks, Lessons Learned
- Point of View
- Q&A and Closing Remarks



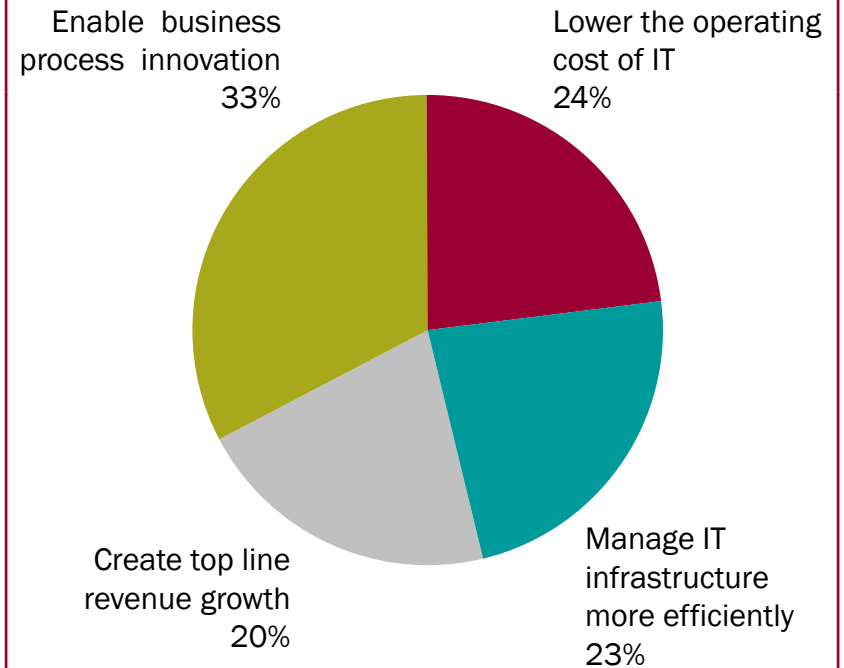
Primary Focus of IT Investments Remains Relatively Unchanged



January 2009

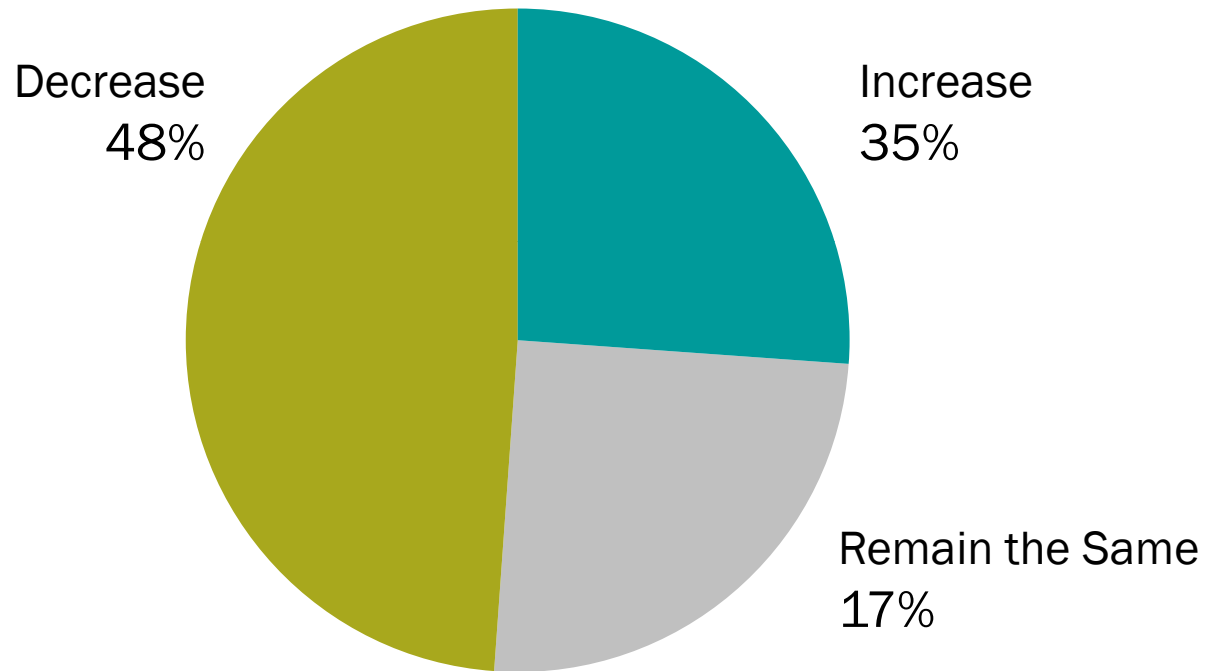


October 2008



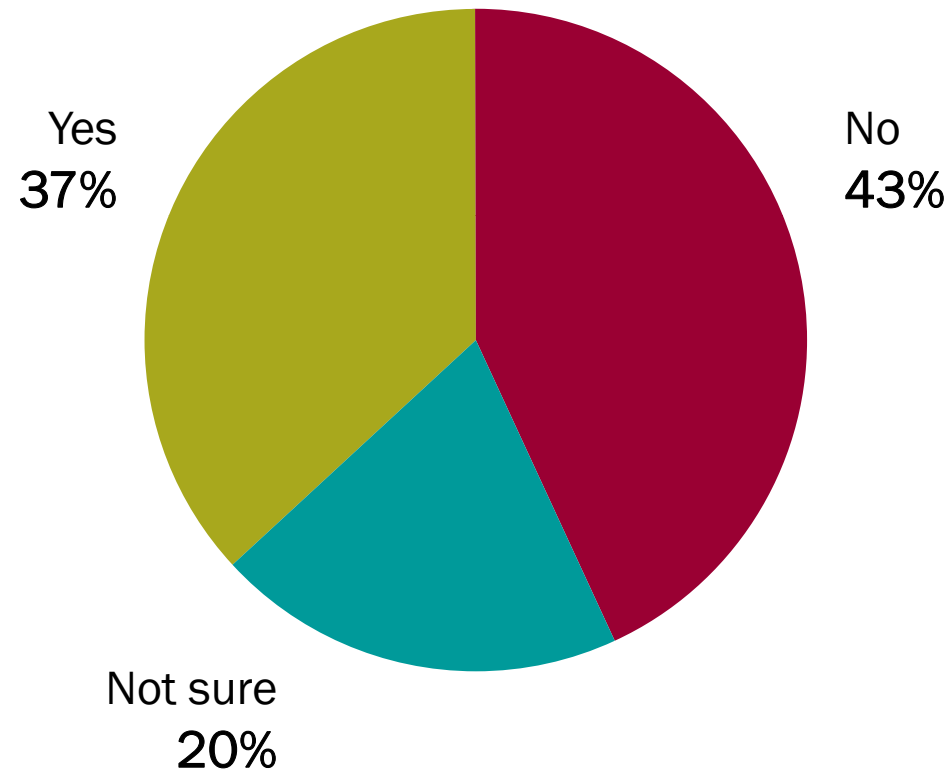
Q: What will be the primary focus of your investments in the next 12 months?

Budgets for New Projects to Decrease



Q: Will the percentage of the total IT budget allocated to new projects increase, decrease or remain the same in the next 12 months?

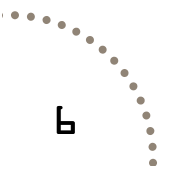
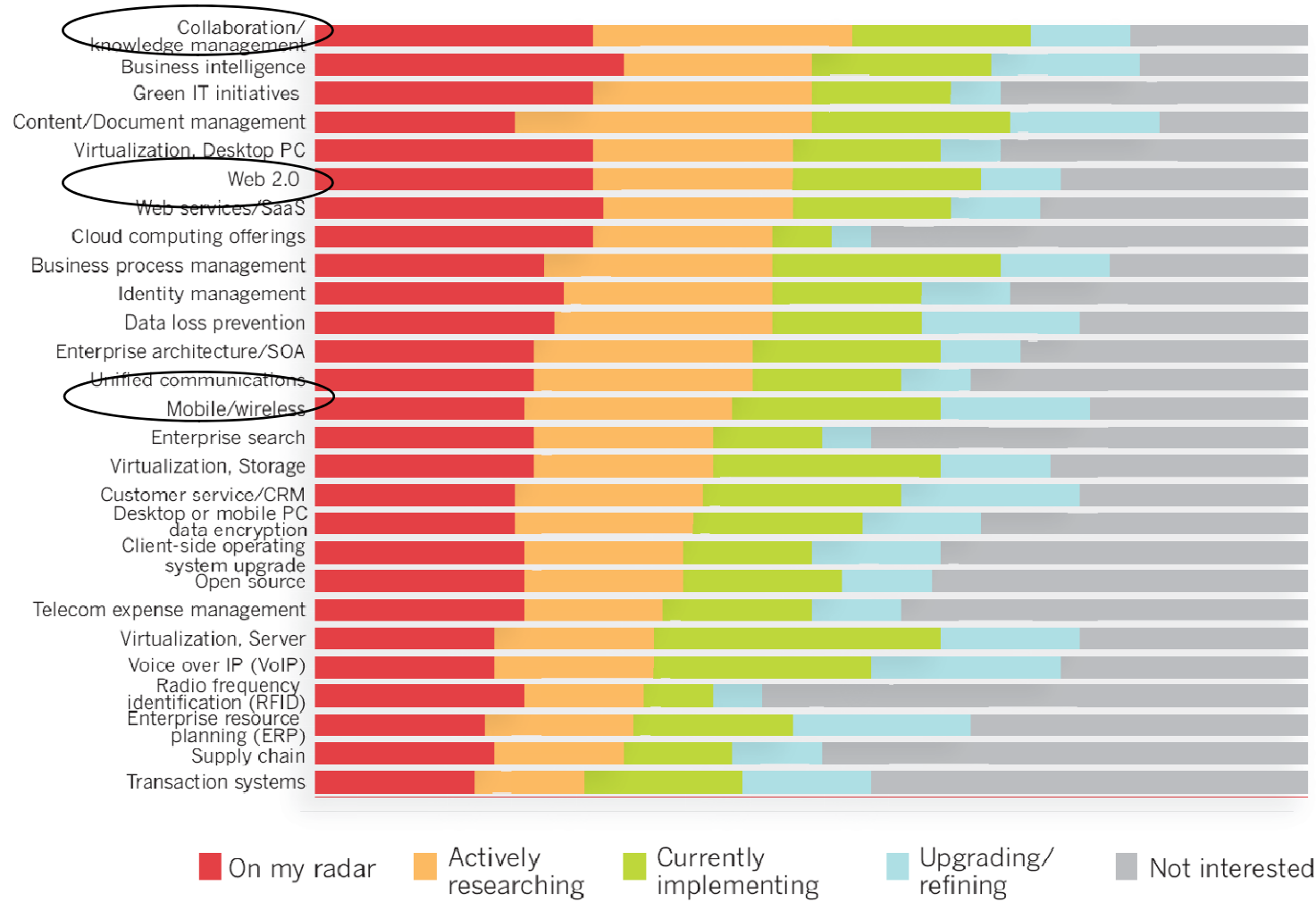
CIOs Considering Significant Alternatives To Their IT Models



Q: Are you more likely to consider alternative IT models (e.g., on-demand services, SaaS) as a result of current unfavorable economic conditions?

2009 Technology Priorities

The **STATE** of the **CIO** '09



Source: CIO Technology Priorities Survey, November 2008.

Client Insights



**Andre Hughes, Global Managing Director
Accenture & Cisco Business Group**



Accelerate business agility

Reduce costs

Virtualize environment

Drive revenue

Deliver superior customer service

Synopsis of Accenture and Cisco Infrastructures



Rebecca Jacoby, Cisco CIO
Frank B. Modruson, Accenture CIO



Cisco

Architectural approach

Virtualization

Unified communications

Accenture

Infrastructure transformation

Collaboration 2.0

Roadmap & ROI



Rebecca Jacoby, Cisco CIO
Frank B. Modruson, Accenture CIO

Business processes

Results

Roadmap



Avoiding Roadblocks



Rebecca Jacoby, Cisco CIO
Frank B. Modruson, Accenture CIO



Challenges faced
Unexpected Issues
Advice

We help clients chart a practical roadmap ...



... from strategy, to architecture, to implementation, effectively integrating technologies with business processes and accelerating time to value.



Productivity Shift: *We believe the offerings need to evolve before we will see uptake*

Effective team collaboration requires:

Relationships

Enabling trusted relationships to form and grow.

Shared Context

Mutual understanding of goals and supporting activities.

Efficient Delegation and Handoff

Shifting work artifacts and tasks among colleagues.

Co-creation

Supporting multiple coworkers working on artifacts.



Collaboration Infrastructure



Pervasive Collaboration Infrastructure: From the Boardroom to Every Room

Whiteboards



Workforce Mashups

Document Search



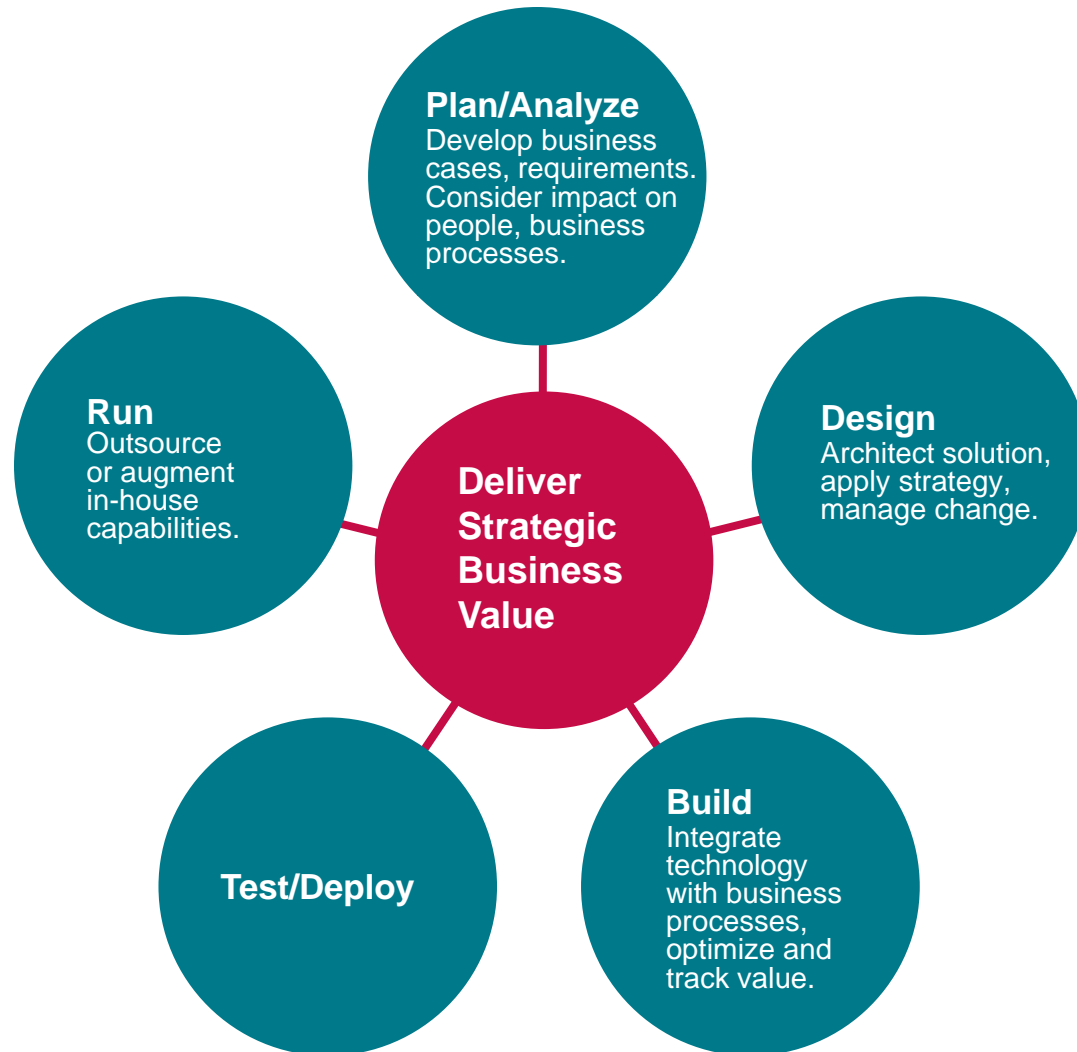
Ideation Tools



Expert Finder

Video plus a suite of capabilities enable experts to be leveraged across the globe

Accelerate time to value with our practical roadmap





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Q&A

Discover more about the Accenture & Cisco Business Group

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