



# ACCENTURE ESDP CLASS III KICK-OFF EVENT

## VIDEO TRANSCRIPT

So welcome everybody to our kick-off of our Class III, which is the fourth intake of our ESD classes. Accenture provides a platform for you guys to thrive, right? We provide you the skills, we provide you the opportunities. We provide you access to our leadership, right? Where you can make real contact and connections and network to grow your business. But ultimately, that benefit should also show in the communities in which you're coming from. Now, in our fourth class, we are bold and saying that our theme is Access to Market.

We are doing it because we significantly believe in the change that all of you as SMEs can deliver and bring to our country. We will help you by creating market access. Every one of you here said market access is key. What we will help you to do is to position yourself well enough that you can contract with Accenture, but you can also contract with anyone else out there. We want to help you to create market access so you can thrive in your own organisations.

We want to graduate our SMEs, our ED beneficiaries to be part of our preferred supplier list and to have those people sort of at the forefront of our business. So we changed our programme. It used to be our ESD programme and we've changed it to be our SME growth engine. And this class of beneficiaries, this year, has been hand-picked. This is not a case of, you know, that just anybody has signed up. We've looked at our business strategy over the next two years, and we identified the growth areas that we want to move into.

And I think really what we want to do is to create from an Accenture perspective, we want to create an environment where women can thrive and feel like they belong. A part of obviously developing women, and being committed to developing women, is our ESD programme. So I think this year we're very, very pleased to be able to say that 42% of the participants are black African women-owned businesses. So I think we're very excited by that.

We believe that with this great purchasing power comes great responsibility. And so we believe that inclusive and responsible supply chains are a key support to help us all drive for a better planet. Our DSDP exists to give capacity, to empower and hopefully find opportunities for diverse businesses.

So since we've been on this programme, like I said, we are currently working on two projects jointly with Accenture. One, I think, is probably the biggest cloud migration programmes on the continent where we're moving the big bank, helping them to move some stuff onto the cloud. I think that just like with everything else, this is a journey. Please try as much as possible to enjoy it. But I think that you will probably enjoy it when you are clear about what you're trying to attain at the end of the day. You need to be clear about your goals and your objectives. What is that? Which of those checkboxes do you want to tick?



This programme is flexible, it allows you to basically choose what works for you and what doesn't. The one good thing that I can say that comes out of this is that you build long-term relationships. Even past the programme.

Our ESD programme is run on six pillars, the six pillars being training, collaboration, access to market, early payments for SMEs who are suppliers as well as development. Lastly, would be mentorship. Your mentors have actually been handpicked. They are your stepping stone to having opportunities, to be on the pipeline of opportunities for Accenture, Accenture clients and other projects that Accenture may be partnering in where they will need to partner with SMEs. A lot of people have gone, have gone further than they thought they could because someone else thought they could. Please maybe reflect on that on your journey. And from me and from the ESD team [Audrey to supply]. That means you are welcome, you are part of Accenture family now.

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