



# GLOBAL AEROSPACE AND DEFENSE TECHNOLOGY INNOVATOR

## VIDEO TRANSCRIPT

**SAMIA TARRAF:**

Hi, I'm SAMIA TARRAF, Lead for Accenture's North America Cloud business and this is Go Time. Go Time is NOW... so we are sharing short stories of partnership that begin with truly listening and then quickly provide agile solutions. Today we are talking to Sirisha Nalamati about a recent project with an agile global aerospace and defense technology innovator.

**SIRISHA NALAMATI:**

Thanks Samia for having me today! When Covid-19 hit, our client requested to delay starting an 8 week fit/gap and roadmap assessment as the business was adjusting to a remote workplace, and their highly secure technology infrastructure was taxed with an increase of 50 - thousand employees working remotely.

This mobilization assessment work is the first step in their Global H-C-M Implementation Journey, and they had some critical business dates they couldn't miss. We listened, we understood and we brought them an approach to do everything we had planned, *just* virtually.

**SAMIA TARRAF:**

I know a lot of companies are in the same position and our Virtuals were designed exactly for this – so how were you able to demonstrate our capabilities to the client?

**SIRISHA NALAMATI:**

It begins with trust. We've been working with this client for quite a while now, and have developed a super strong relationship with them. So, when we brought to them our virtual approach to the assessment, including our virtual tools and solutions, our client felt comfortable moving forward. We also leveraged MyConcerto as part of the assessment work to gather their requirements and start to review their future state of business processes.

**SAMIA TARRAF:**

That is amazing! I love how you've been able to stay on track and prepare them for what's next in their HR Transformation journey. So how is it going?

**SIRISHA NALAMATI:**

Well, as per our Client Executive Sponsor, the assessment is moving along "Fantastically". The work is being performed 100-percent virtually. We continue to be empathetic and listen to our client's concerns by allowing for flexibility in our plan to ensure we are progressing at the pace appropriate for the client. They haven't missed a beat in their cloud journey, and they're able to keep working towards operational improvement despite all the recent challenges happening in the world. And now they know what's possible.



SAMIA TARRAF:

Thank you Sirisha for a great story on the importance of listening, empathy, agility and solutions – now more than ever. There is not a new normal so much as a “never normal” – these fundamentals are how we will help everyone emerge stronger.

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