

Horizon 3 Market Leader

Creating new sources of value for their procurement clients

HFS Horizons

Sourcing and Procurement Service Providers, 2024

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End-to-end source-to-pay strategy, technology, and operations at scale

**HORIZON 3 –
Market Leader**

accenture

**HORIZON 2 –
Enterprise Innovator**

HORIZON 1 – Disruptor

Access the report at www.hfsresearch.com

Size and scale: Remains the service provider to beat with over 1250 clients, \$1.2T managed spend.

Value proposition: Accenture aims to deliver 360-degree procurement value by covering the full spectrum of requirements: financials, risk management, sustainability, experience, talent, and inclusion and diversity.

Go-to-market. Growth driven by integrated Accenture offerings where S2P practice is increasingly brought into client environments through Accenture Strategy & Consulting, Technology, and Song opportunities as well as F&A and Supply Chain. Going beyond the BPO and managed services model by starting to license proprietary tools and solutions like SynOps to enable the retained team within procurement.

Key differentiators: Accenture differentiates itself with deep category expertise supported by 2100+ experts enabling rapid movement towards industry-specific category expertise.

Customer kudos: Clients appreciate the flexibility that Accenture brings to the table meeting clients where they are. Stands behind commitment backed by total value creation backed by SynOps and its pre-integrated vendor ecosystem APIs.