A global cybersecurity powerhouse providing customer-centricity and innovation at the forefront of its strategy

**Dimension**
- HFS Top 10 position
- Ability to execute
- Breadth and depth
- Scale of cybersecurity business
- Growth of cybersecurity business
- Innovation capability
- Strategy and vision
- Cybersecurity technology innovation
- Co-innovation and collaboration
- Emerging trends readiness
- OneOffice alignment
- Voice of the customer

**Rank**
1. HFS Top 10 position
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1. Scale of cybersecurity business
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**Strengths**
- **Organization**: Accenture’s security practice organizational structure is based on geographic market and domain leads and is overseen by a dedicated security management committee. The structure is customer and innovation focused, allowing Accenture to anticipate upcoming customer challenges, proactively collaborate with an extensive partner ecosystem, and propose tailored and innovative solutions.
- **Growth**: Cybersecurity is one of Accenture’s four strategic priorities. The Accenture Security practice is growing at about 3x the rate of the market and competition (with double-digit growth). Cybersecurity services contributed 15% of overall revenue in 2021 and has grown by more than 70% over the past three years. Accenture’s fastest-growing service areas are strategic security services (industry-specific focus), cloud security, and managed security services. Fifty-five percent (55%) of cybersecurity revenue comes from design, implementation, and transformation services (to retain current and new clients). The total headcount has grown by 55% over the past three years, reaching almost 10,000 practitioners by the end of 2021.
- **Go-to-market**: Accenture has built deep expertise across all areas of the cybersecurity value chain. Accenture provides a wide range of cybersecurity offerings centered around cyber defense, applied cybersecurity services, and managed security services. Cybersecurity domains and offerings are horizontally integrated across industry groups and leverage vendor-agnostic capabilities and assets. Accenture Security has an investment strategy spanning multiple functional areas, including acquisitions, ecosystem partnerships, strategic investments in innovative start-up companies, security R&D ($50 million+year), and delivery excellence.
- **Talent management**: Two key strategies to retain key talent include a $15.5 million investment in continuous professional development, with certifications dedicated to cybersecurity leadership and training.
- **Outcomes**: Accenture uses its proprietary business cyber maturity model to help clients articulate business value, opportunities for improved security, and quantitative outcomes necessary to make the right investment and measure return. Accenture works with clients to innovate in security program maturity and measurement, and it has filed patent applications for asset, threat, vulnerability (risk) aggregation, and correlation (quantification) scoring.

**Key differentiators**
- **Industry-specific and internally-developed IP supporting cybersecurity services**: • Client-focused approach with dedicated Security Account Leads. • Deep domain expertise with end-to-end capabilities spanning 150+ sub-service offerings. • Strong ecosystem partnerships. • Security integration and engineering capabilities. • Next-generation IT and OT security operations centers. • Information-sharing ecosystems and threat exchanges. • Cybersecurity co-innovation labs and hubs. • Focused R&D and ability to quickly scale innovative cybersecurity portfolio. • Comprehensive portfolio of new services aimed to tackle emerging threats.

**Revenue contribution and maturity across the cybersecurity value chain**

- **Assessment and readiness**
- **Design and deployment**
- **Maintenance and support**
- **Continuous improvement and innovation**

**Geographic spread of clients**

- Public sector: 15%
- BFS: 16%
- Health: 15%
- Energy and utilities: 18%
- Asia Pacific: 22%
- Europe: 24%
- Middle East/Africa: 5%
- Latin America: 5%
- Other: 5%

**Client industry distribution**

- Project based: 25%
- Annually based: 75%

**Revenue distribution**

- Public sector: 20%
- BFS: 10%
- Health: 10%
- Energy and utilities: 10%
- Technology: 8%
- GOV & retail: 8%
- Telecom: 5%
- Insurance: 5%
- Manufacturing: 5%
- Travel and other: 2%

**Pricing model distribution**

- FTE: 40%
- Fixed price: 35%
- Transaction: 15%
- Due share: 5%
- Subscription: 0%
- Hybrid: 0%

**Recent key acquisitions**
- Symantec: Cyber Security Services, Deja Vu Security, Context Information Security, Revolutionary Security, Real Protect, Queriednt, Sector
- ForgeRock, Google, IBM, InqFusion, Intersc, Micro Focus, Microsoft, Netskope, Netskope Networks, Okta, Onapsis, One Identity, Oracle, Palo Alto Networks, Ping Identity, Prevalent, Rival, Sailpoint, Salseforce, SAP, Savvnt, Servicenow, Splunk, Symmetry systems, Tanium, Thales Transport Security, Triplett, VMWare, Zscaler

**Key clients**

- Number of active clients: 3,172
- % of active clients with revenue >$1 billion: 50%
- Number of engagements in 2021: 2,041

**Key clients highlighted in the study**
- A global telecom company
- A multinational manufacturer and distributor of electricity and gas
- A German consumer goods and services company
- A national broadband network provider
- A national payment systems provider

**Revenue distribution**

- Americas: 40%
- Asia Pacific: 25%
- Europe: 25%
- Middle East/Africa: 5%

**Talent management**

- Two key strategies to retain key talent include a $15.5 million investment in continuous professional development, with certifications dedicated to cybersecurity leadership and training.

**Cybersecurity delivery centers**

- 24%
- Middle East/Africa: 11%
- Latin America: 4%
- Europe: 35%
- Asia Pacific: 39%

**Cybersecurity fusion centers**

- 10%
- Corporate: 5%
- Security operations centers: 12
- Cybersecurity labs: 2

**Patents**

- Accenture has 930+ pending and issued patents globally for cybersecurity-related IP

**Patents and internally developed IP**

- Platforms and internally developed IP: Managed Extended Detection & Response; Intelligent Application Platform; Secure Cloud; OT Critical Infrastructure Regulatory diagnostic; Utilities; Grid/Gas security program implementation kit; Government agency security monitoring and analytics; MDR for OT; Data Source Qualification; Vehicle Security Operations Center

**Cybersecurity in-house platforms and IP**

- Cybersecurity headcount: 10,000+
- Cybersecurity-specific delivery locations: 264
- North America: 39%, Europe: 35%, Asia Pacific: 24%, Middle East/Africa: 11%, Latin America: 1%
- Cybersecurity delivery centers: 14
- Cybersecurity fusion centers: 10

**Excerpt for Accenture**