

**Oracle and Accenture Strategic Alliance Places Big Bet on Engineered Systems**

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By: [Steve White](#)

Accenture and Oracle [announced](#) in September that they were jointly investing in a strategic initiative to deliver what they are calling "Data Center Transformation" solutions based on Oracle Engineered Systems. This is a major investment by both parties and, from an Alliance perspective, a significant event in terms of the impact of two of the largest technology providers, creating a significant initiative to address one of the major trends in the market today.

At [Oracle OpenWorld](#) in October, we also got to hear and see more about what kind of solutions this initiative will deliver to customers, and in an interesting demonstration, Accenture shared how it is in effect using Oracle Engineered Systems as a platform to deliver a number of services to its clients around Data Center Transformation. These services rise up to the ability to have a full managed service, or in today's more trendy terms, a managed cloud service, that in effect can allow clients to leverage the power of Oracle Engineered Systems without having to invest in a fully on-premise solution. Accenture used an interesting metaphor of how clients can order their infrastructure, in that it's in effect like ordering a size of T-shirt. Obviously it's more complex than that, but the ability to take all that Oracle Engineered Systems can offer in terms of performance, and package it as such, makes these compelling offerings.

The [Specific Services](#) that Accenture is currently offering are as follows:

- Platform Readiness Assessment — To assess the current infrastructure, database, and application landscape to define the short-, mid- and long-term strategic and tactical road maps
- Platform Implementation — To deploy the appropriate Engineered System(s) platform into client ecosystems and integrate operations, infrastructure, and service management tools, processes, and procedures
- App Rationalization — To modernize and enhance the applications targeted for Engineered Systems and integrate operations and service management tools, processes, and procedures to achieve a high-performing application landscape
- Database Rationalization — To modernize and enhance the databases targeted for Engineered Systems and integrate operations and service management tools, processes, and procedures to achieve a high-performing database landscape and database as a service (DBaaS) capability
- Managed Services — To manage the client's applications and infrastructure on Engineered System(s) platforms to provide a service-oriented view of operations and also help achieve lower cost to operate while achieving higher stability, scalability, performance, and availability

From a strategic alliance perspective, Oracle and Accenture represent two of the largest technology providers, and as such, their strategic alliance is one of the largest in the industry. Accenture is the largest of Oracle's 11 [Diamond](#) Partners, and as part of that relationship, both sides of the strategic alliance invest in significant resources to address their joint customer needs. This announcement on Oracle Engineered Systems represents one of the most significant investments made to date, and with the market forces pushing customers to address their Data Center infrastructure, it will be interesting to see the demand and customers successes that are being developed. Accenture told us at Oracle OpenWorld that the interest levels and pipeline are already significant, and we look forward to hearing about more customer-centric cases.

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