

protiviti®  
Global Business Consulting

# GLOBAL ECOSYSTEM PROGRAMME GUIDE

Transparent | Agile | Transformative

Face the Future with Confidence®

# INTRODUCTION TO PROTIVITI'S ECOSYSTEM PROGRAMME



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In a global landscape, there is a tremendous amount of vibrant change. With this change new opportunities emerge, and global business landscapes are innately impacted. The pace of change and associated business transformation activities are accelerating rapidly, making it increasingly important for organisations to develop conscious and effective digital strategies that are built into their business-as-usual activities and enable them to manage the risks and embrace the opportunities digitalisation can deliver.

Protiviti's ecosystem is a nimble, open environment where we focus on value creation. We cultivate transparent alliances so we can quickly elevate processes, solve complex problems and grow new business together.

**The future is now** and Protiviti's ecosystem is prepared to be an extension of transformational efforts. Our nimble, agile approach to business and technology endeavors embeds value creation into every step of the service delivery journey. We seek to be the 'alliance of choice' to our valued third-party relationships and deliver relevant solutions that enable our clients to solve their challenges in a meaningful way.

Our Mission and Guiding Principles are forthright:

**“Be a catalyst to innovation in service delivery and value creation with *relevancy*”**

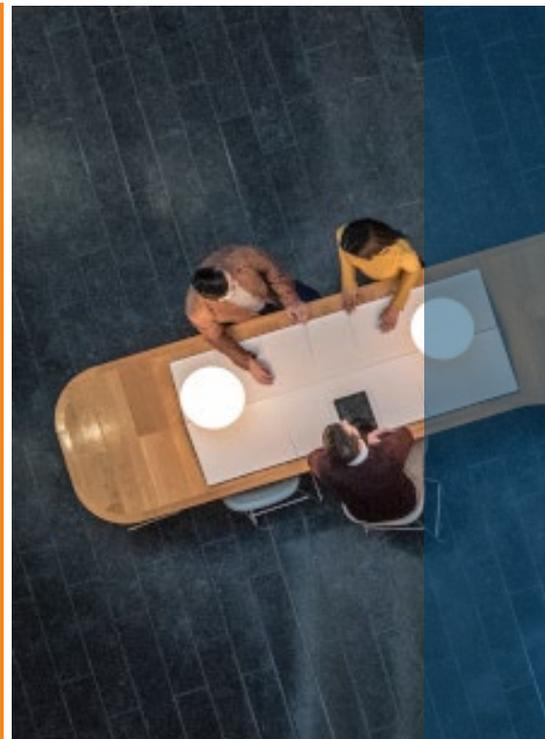
**Transparent | Agile | Transformative**

I look forward to working with you!

- *Claudia*

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# PROTIVITI GLOBAL ECOSYSTEM OVERVIEW

Protiviti's Global Ecosystem is the **network of our third-party collaborative relationships** that we leverage in the delivery of services to our clients. An alliance forms when Protiviti and another firm work together by combining expertise to solve problems that would be not be possible to solve on their own. These relationships **enhance and generate new value propositions** that take our client solutions to the next level with the intersection of technologies and capabilities.



**Our Objective:** To be the 'alliance of choice' to our valued third-party relationships and deliver relevant solutions that enable our clients to solve their challenges in a meaningful way.



Protiviti has **60+** alliances with some of the top technology firms, universities, and non-profits around the world. Visit the [Alliance Ecosystem Site](#) to view some of our alliance relationships.

## Our Ecosystem Guiding Principles

Streamlined collaboration will drive **transformative** growth

Rapidly changing client and market demands will be embraced with **agility**

Solutions will be built with integrity and **transparency**

# PROTIVITI & OUR ECOSYSTEM: FACE THE FUTURE WITH CONFIDENCE

**Protiviti** is a wholly owned subsidiary of Robert Half, a \$7 billion public global human resource/staffing consultancy, giving us access to **10 different specialised staffing divisions** to create customised teams of experts for clients' unique needs.

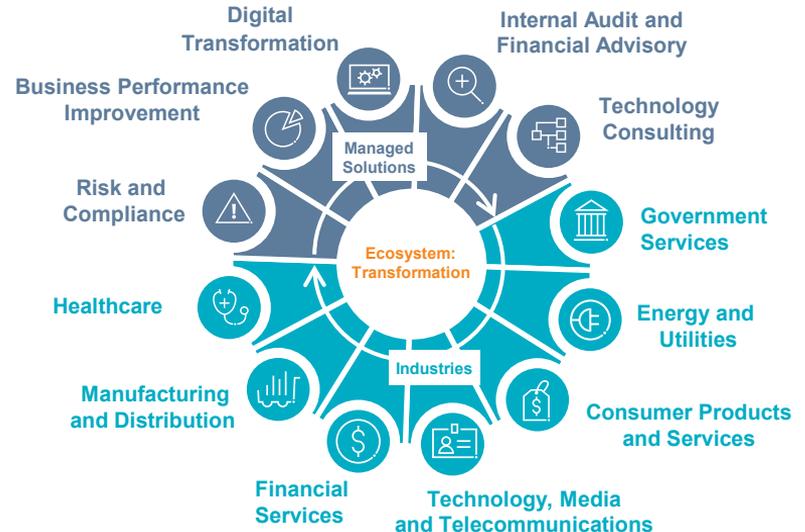
With access to Robert Half's deep pool of specialised talent, Protiviti offers **Managed Solutions**, which seamlessly integrates Protiviti's world-class solution-based consulting with the largest network of highly-skilled, specialised staffing resources from Robert Half.



This **one-of-a kind flexible delivery model** provides the foundation for the Ecosystem Programme to deliver deep expertise, objective insights, tailored approaches, and unparalleled collaboration.

**Protiviti Ecosystem:** By combining Protiviti's unparalleled approach and expertise with top technology solutions from our alliance companies, we can solve client problems in a way that no other consulting firm can.

Our Ecosystem is a catalyst for transformation across all Protiviti's **proven value-added solutions** and **deep industry competencies**:



# VALUE OF PROTIVITI'S ECOSYSTEM

Protiviti's Ecosystem Programme provides value to both our clients and alliances:

## Client Value

- Enhanced solutions by combining Protiviti's expertise with our alliances' to solve the most complex issues
- With Protiviti's expansive knowledge across solutions and industries, we bundle our services with one or more of our alliance's technologies to create a robust solution
  - Saves our clients time and money by preventing the need to seek out multiple sources to solve their problem
  - Ensures a cohesive solution
- Unbiased recommendations on types of technology and vendors that will be a best fit
  - Protiviti has many alliances within our Ecosystem, and with our expertise, we can recommend the best fit for particular client needs

## Alliance Value

- Increase volume of sales through joint pipeline generation
- More market opportunities through Protiviti's expansive industry and solution reach
  - Enhanced market research with increased scale of opportunities
- Ability to collaborate and create joint IP solutions with Protiviti experts
- Simplify the go to market process and increase deal size when bundling multiple Protiviti services
  - In many cases, Protiviti can both resell and implement partner technology
- Introduction to new solution areas, industry verticals, and account relationships
- Joint marketing opportunities: branding & logos, events & conferences, assets, press releases, webinars & speaking engagements, trainings & workshops

# TYPES OF ECOSYSTEM ALLIANCES



## Strategic Technology

Strategic relationships with established and emerging technology firms are our largest volume of alliances. They are collaborative relationships, combining the partner's expertise with Protiviti expertise to jointly go to market and solve complex client issues.



## Vendor Tools

Protiviti purchases technology tools from vendor companies to either resell to our clients or use internally to enhance our processes, culture, projects, and workforce.



## Universities

Protiviti partners with universities to gain access to research, innovations, and technologies being discovered at universities and leverage them in our projects and continued education.



## Industry Affiliations

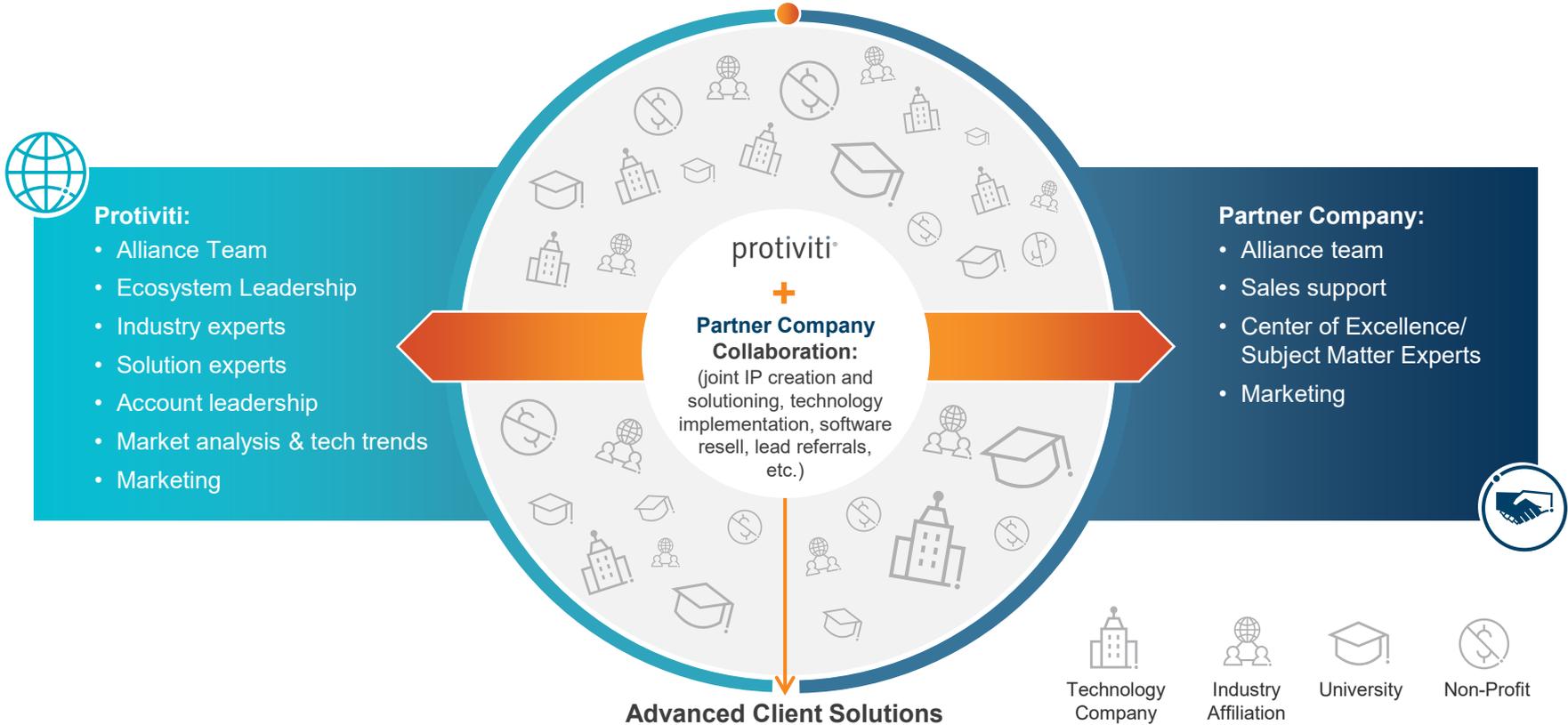
Protiviti partners with industry affiliations (such as industry associations, professional organisations and memberships) to innovate, advance, and share knowledge within respective industries, as well as shape the future of those industries and support professional growth.



## Non-Profits

Protiviti partners with non-profits to support their initiatives, provide our expertise to progress their goals, and increase Protiviti employee involvement in the cause.

# PROTIVITI ECOSYSTEM: NETWORK OF ALLIANCES



# OUR DYNAMIC ECOSYSTEM – A CATALYST FOR TRANSFORMATION

Protiviti's Global Ecosystem is the network of our third-party collaborative relationships that we leverage to embed innovation in the delivery of services to our clients. Our partners allow us to combine expertise to solve complex problems that would be difficult to solve on their own. By combining Protiviti's unparalleled approach and knowledge with top technology solutions, we solve problems in a unique and collaborative way and outsize value for our clients.

## Protiviti Ecosystem Methodology

- 1 Research by Dedicated Team**  
Team provides market scans, competitive analyses, and constantly evaluates potential partners against our clients' needs and market demand
- 2 Assess Ecosystem Balance & Identify Gaps**  
Ensures both traditional players and up-and-coming challengers across industries and solutions are included in our portfolio
- 3 Evaluate and Vet New Partners**  
Research market and partner in detail, and evaluate joint market opportunity
- 4 Define Market Opportunity & Map to Current Portfolio**  
Determine investment and how partner fits within the existing ecosystem
- 5 Onboard & Strategise**  
Integrate new alliance with ecosystem and firm, establish goals and dedicated collaboration teams
- 6 Determine Value Proposition**  
Identify joint IP and solutioning opportunities, create go to market strategy
- 7 Growth and Expand Alliance**  
Progress relationship, create joint IP and solutions, expand capabilities
- 8 Review and Refine**  
Review alliances quarterly to determine areas of improvement and growth opportunities



# HOW TO ENGAGE

01

Want to learn more about Protiviti's Global Ecosystem of alliances and how we can help you? Contact [Claudia Kuzma](#), the Global Ecosystem Programme Leader, to set up an introduction call and explore the unlimited possibilities of our ecosystem.

Interested in starting an alliance with Protiviti? Contact the [Ecosystem Team](#).

02

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Explore [protiviti.com](#) to learn more about our solutions and industries. Visit the [Alliance Ecosystem Site](#) for more information on our alliances.

# RECENT PROTIVITI ECOSYSTEM ACCOLADES



*Face the Future with Confidence*<sup>®</sup>

