

GLOBAL ECOSYSTEM PROGRAM GUIDE

Transparent | Agile | Transformative

protiviti® | Global Ecosystem

What is a Partner Ecosystem

A partner ecosystem is an interdependent value creation network that reaches beyond its boundaries to include everyone who plays a role in the value creation and delivery of a product or service.

Why Create an Ecosystem

Being part of an ecosystem encourages both innovation and growth.



53% more likely to close a deal when a partner is involved – and **46%** faster.



High-performing ecosystems drive on average **1.5 times** the cost reduction, and generate **2.1 times** the incremental revenue growth, compared to low-performing ecosystems.



A third of the world's total sales output could become part of the integrated network economy by **2030** representing a **\$100 Trillion** value pool.



A study of more than 800 business leaders leveraging at least one ecosystem business model has revealed that ecosystems make up on average **13.7%** of their total annual revenues, drive **12.9%** in cost reduction and generate **13.3%** in incremental earnings.

“Partners that adopt an ecosystem business model will grow 50% faster than partners which do not.”

(IDC 2019 IT Channels and Alliances Predictions, 2019)

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



The 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.

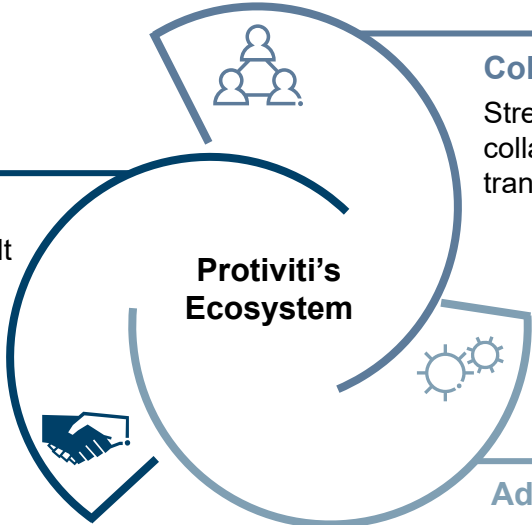


Protiviti has **70+ alliances** with some of the top technology firms, universities, and non-profits around the world. Visit [Protiviti's Ecosystems Site](#) to view some of our alliance relationships

Our Ecosystem Guiding Principles

Trust
Solutions will be built with integrity and transparency

Collaboration
Streamlined collaboration will drive transformative growth



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

Protiviti's Global Ecosystem

At Protiviti, our vision is to be the **'alliance of choice'** for our valued third-party relationships. We aspire to deliver not just solutions, but impactful and meaningful resolutions that enable our clients to navigate and conquer their challenges with confidence. We envision a collaborative ecosystem where partnerships flourish, innovation thrives, and success is shared.



What

The network of our third-party alliance relationships and vendors that we leverage in the delivery of services to our clients



How

By co-creating and co-delivering relevant solutions tailored to clients needs and providing the ability to solve complex issues that no one single company can solve on its own.



Why

Protiviti's partner ecosystem empowers through enhanced collaboration to address complex challenges with confidence, remain competitive, and achieve impactful results in a dynamic world.

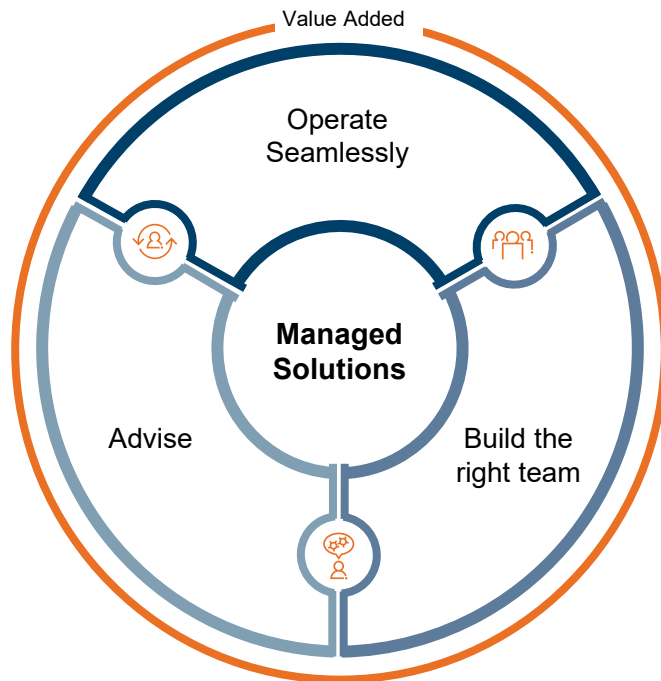
Protiviti & Our Ecosystem: Face the Future with Confidence

Protiviti is a wholly owned subsidiary of Robert Half, a \$7.5 billion public global human resource/staffing consultancy, giving us access to **10 different specialized staffing divisions** to create customized teams of experts for clients' unique needs.

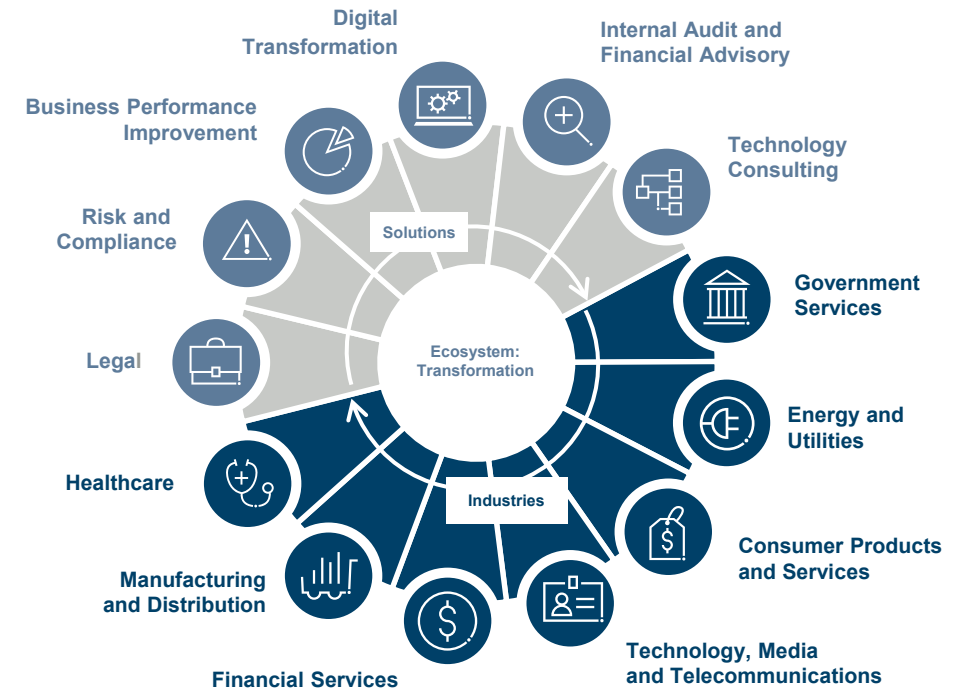
With access to Robert Half's deep pool of specialized talent, Protiviti offers **Managed Solutions**, which seamlessly integrates Protiviti's world-class solution-based consulting with the largest network of highly-skilled, specialized staffing resources from Robert Half.

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**.



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



Why Protiviti

Expertise and Experience

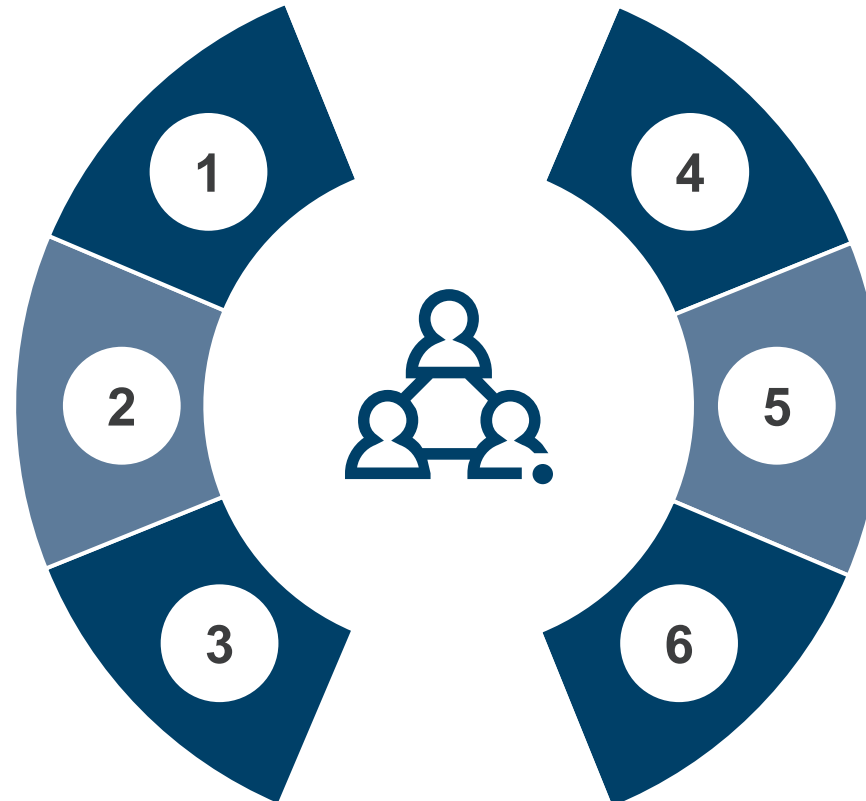
Access our vast expertise and experience across industries, tapping into skilled professionals and specialized knowledge.

Innovative Solutions

Co-create cutting-edge solutions that address joint client's unique challenges, leveraging the ecosystem to pioneer new approaches and technologies

Global Reach:

Access our expansive global network and market intelligence to navigate diverse regions and capitalize on emerging opportunities worldwide.



Trusted Relationships

Partner with a reputable organization known for integrity, inclusions, innovation, and commitment to success.

Competitive Advantage

Gain a strategic edge in industry by tapping into our partner ecosystem for comprehensive, market-leading solutions that set us jointly apart from competitors.

Impactful Results

Drive measurable outcomes and business growth with our collaborative approach, delivering solutions that directly address joint clients most pressing needs and goals.

Value of Protiviti's Ecosystem

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

Client Value



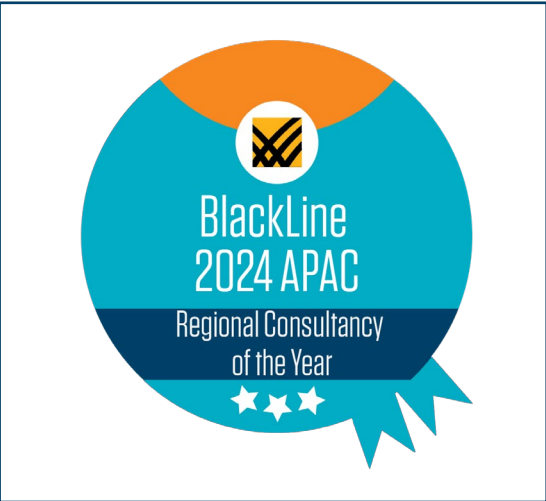
- Enhanced solutions by combining Protiviti's expertise with our alliances' to solve the most complex issues
- With Protiviti's expansive knowledge across solutions and industries, we bundle our services with one or more of our alliance technologies to create a robust solution.
 - Saves our clients time 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 client's 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 engagement, trainings & workshops.

Recent Protiviti Ecosystem Accolades



HOW TO ENGAGE



Claudia Kuzma,
Managing Director
Global Ecosystem Program Leader

1.

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

2.

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

3.

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