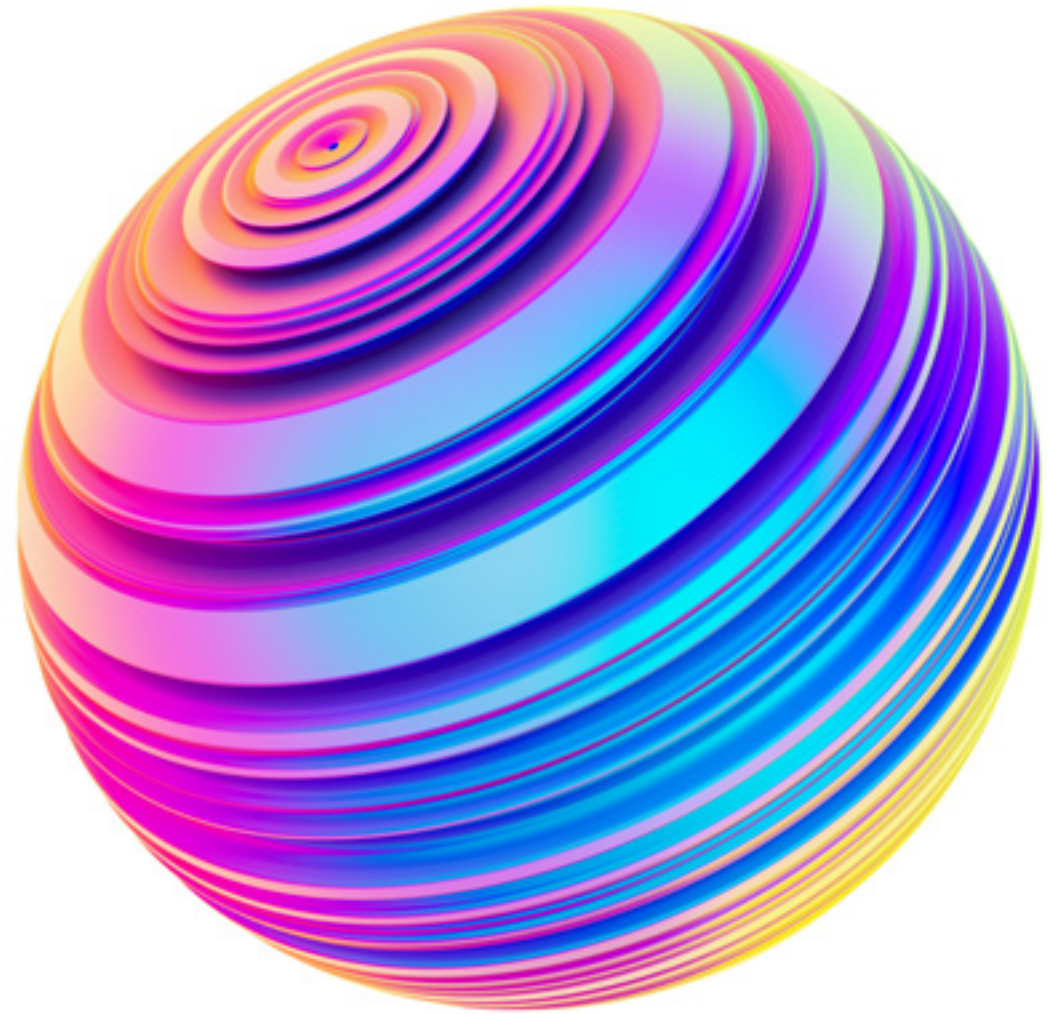


**Deloitte.**  
Digital

**A new day for  
digital commerce**

Making the move to cloud—  
confidently and intelligently



# A new day for digital commerce

Making the move to cloud—  
confidently and intelligently

Cloud and digital commerce capabilities will be essential for tomorrow's businesses. Organizations today are in various stages of moving to cloud, enabling benefits that can include lower costs of ownership, greater scalability, increased reliability, and reduced risk. As moving to cloud becomes imperative, determining a path forward can prove challenging.

Today, many organizations worldwide are using SAP® cloud solutions to support every step of the e-commerce process, from marketing and merchandising to sales and service. SAP Commerce Cloud enables them to manage multiple sales and communications channels on a single platform. SAP Commerce Cloud, hosted on public cloud, provides true cloud capabilities, such as cloud-based build tools, database-as-a-service, scaling, and automated deployments.



Why a move to SAP Commerce  
Cloud might be a smart move

SAP Commerce Cloud:  
Targeting results

A solution in sight

Potential benefits

Enable digital commerce in  
the cloud—with confidence

Why Deloitte?

Let's talk

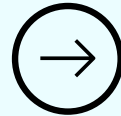


# Why a move to SAP Commerce Cloud might be a smart move

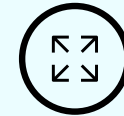
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Can integrate seamlessly with an existing SAP ERP, such as SAP S/4HANA®—to help simplify your business processes and avoid additional complexity



Offers a low barrier to entry if moving from legacy on-premise systems to cloud—with reduced complexity and staffing needs



Better supports growth and scalability over predecessor SAP solutions



Keeps you current on latest technologies, so you can take advantage of innovations to deliver an excellent customer experience



SAP support for on-premise SAP Hybris solutions will not continue indefinitely; the future is cloud

# SAP Commerce Cloud: Targeting results

02



“Headless” API-based approach de-couples the storefront from the commerce core functionality, supporting flexibility and continuous innovation



Can allow companies to quickly address market and technology disruption, releasing new transactional touchpoints without having to touch the entire commerce platform



Enables organizations to deliver core commerce functionality to other front-end applications



Can position the business to capture opportunities as the number of connected smart devices and IoT-integrated applications grows—supporting “embeddable everywhere” capabilities



Allows businesses to quickly create engaging storefronts that are upgradable, extendable, and configurable

# A solution in sight

Deloitte can help you upgrade and migrate confidently to the latest version of SAP® Commerce Cloud. SAP Commerce Cloud improves upon the previous version and offers a host of capabilities above and beyond on-premise solutions.

Greater ease of use, with new auto-deployment and self-service capabilities	Improved insights, including new tools for monitoring system health and uptime
Innovative pricing model based on metrics, such as orders, to help reduce upfront costs	Simplified, streamlined IT requirements, reducing reliance on some skillsets

Getting maximum value from SAP Commerce Cloud will require more than an ability to plug in a solution, however. Deloitte brings a complete set of skills, innovations, and services that can help you accelerate your journey to SAP Commerce Cloud—whether you are operating with on-premise versions of SAP Hybris software or another digital commerce solution.



# Potential benefits

When you work with Deloitte to migrate to SAP Commerce Cloud, you can tap a host of potential benefits. Here are a few results you could see.



Accelerate deployment of advanced cloud-enabled digital commerce capabilities—helping you stay current and competitive



Tap the common benefits of cloud—including lower total cost of ownership, rapid scalability, instant access to technology updates, cap-ex reduction, and a simplified IT landscape



More tightly integrate digital commerce solutions with your broader ecosystem of technologies and business processes



Become a more intelligent enterprise—with new data-driven insights for fueling new growth, efficiency, and service



Intelligently automate and enhance business processes



Elevate the customer experience with modern commerce capabilities that customers expect



Drive productivity and workforce satisfaction with a user-friendly cloud solution



Leverage Deloitte's existing skillsets, resources, accelerators, and SAP relationships to help your organization realize results sooner and seamlessly—without having to build your own commerce transformation capabilities from scratch

# Enable digital commerce in the cloud—with confidence

## How Deloitte can help

Deloitte is widely recognized for our ability to help clients rapidly deliver results with SAP Customer Experience solutions—from legacy SAP Hybris offerings to the SAP Customer Experience suite, which includes SAP Commerce Cloud.

Our team can help you:

- Assess and develop your digital commerce strategy
- Build the business case for investing in SAP cloud solutions
- Upgrade SAP Hybris solutions to prepare for your migration to SAP Commerce Cloud
  - » Proprietary Deloitte framework for SAP Hybris-to-SAP Commerce Cloud migration
  - » Extensive track record of successful migration projects to SAP Commerce Cloud
- Effectively migrate code, data, and related resources to a new cloud environment  
Scale your digital commerce capabilities as business needs evolve
- Integrate SAP Commerce Cloud with the rest of the SAP Customer Experience suite, the SAP S/4HANA digital core ERP, other SAP solutions, or other non-SAP technologies
- Address technical issues and unique business requirements that emerge during migration
- Manage change and boost adoption of SAP Commerce Cloud across your business
- Identify additional opportunities for you to drive new growth, service, and efficiency with cloud-enabled digital commerce

# Why Deloitte?

Moving to cloud and unlocking the full potential of digital commerce requires a broad set of experience and capabilities. Deloitte, an industry leader in digital enterprise transformation, brings a complete team for helping you maximize the impact of new solutions—no matter where you are in your transformation journey. Why Deloitte? Here are just a few reasons why working with Deloitte to deploy SAP Commerce Cloud can make sense.



2019 SAP Pinnacle Awards as Digital Partner of the Year and Customer Experience Partner of the Year—as well as a finalist in three SAP S/4HANA categories



A team of more than 23,000 business and technology professionals focused on SAP solutions across the globe



A 30-year history of collaborating and co-innovating with SAP



Industry-specific experience, deep technical knowledge, and a track record of delivering projects on time and on budget—including numerous SAP Hybris migrations



Innovative pricing models that allow us to put "skin in the game" with your organization



A design-led, "customer first" approach for building a unified customer experience and transforming your business





# Let's talk

Tomorrow will be here faster than you realize. A new day is coming—and cloud-enabled digital commerce is coming with it. So what's your plan? How will you migrate effectively and confidently to the latest technologies? How will you make an impact for your business and for the customers you serve—customers whose expectations are growing by the minute?

A conversation with Deloitte is a great place to start. We can provide a demo of the latest version of SAP Commerce Cloud, share additional insights on transforming customer experience, or discuss a specific challenge you are facing. Contact us to get the conversation started.

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