



INNOVATIVE BUSINESS SOLUTIONS DRIVEN BY
A COLLABORATIVE SPIRIT

> Sun Microsystems and Deloitte

MERGING COMPLEMENTARY STRENGTHS

With a relationship that spans nearly a decade, the alliance between Sun Microsystems and Deloitte continues to provide real benefits for our joint clients. The collaborative spirit that drives the alliance enables our two organizations to more effectively team, create innovative business solutions, and develop enhanced ways of serving clients.

The Sun and Deloitte alliance merges the complementary strengths of two industry leaders: Sun's industry-leading hardware and software infrastructure solutions and Deloitte's deep industry experience and extensive business consulting skills. The results are time-tested, integrated solutions and services that help clients realize business value and achieve rapid and efficient implementation, reduced risk, and a solid return on investment.

Extensive technical resources are dedicated to reducing the total cost of ownership (TCO), mitigating risk, and accelerating the deployment of joint solutions. Deloitte's global Solutions Network (SNET) provides Sun technology to support client service and delivery and connects virtually with Sun's Solution Centers.

ADDRESSING CRITICAL BUSINESS ISSUES

Deloitte provides a variety of service offerings that leverage Sun's technology portfolio to help clients in all industries develop business-driven solutions.

“Our relationship allows us to leverage Sun’s industry-recognized technology to develop joint offerings, such as the identity management and compliance initiatives, to help our clients address essential business needs.”

– Cathy Benko, Vice Chairman, Deloitte LLP

Included in our range of offerings are:

- **Security and Privacy – Enterprise Role Life Cycle Management (ERLM)**
Designed to help clients realize the business value of their identity and access management (IAM) infrastructures while leveraging their existing technology investments, ERLM is an integrated, role-based solution that streamlines user provisioning and helps facilitate sustainable and repeatable compliance reporting. This solution offering integrates Sun's industry-

leading user provisioning, identity auditing and compliance, and robust role lifecycle management software — Sun Java™ System Identity Manager and Sun Role Manager — with Deloitte's identity and access management consulting services. Together, we are helping clients bridge the gap between technology requirements to urgent business needs.

- **Governance, Risk, and Compliance – The Center for Technology Governance and Compliance (CTGC)**
Sun and Deloitte jointly created the CTGC to provide executives with insights into how governance and compliance impact IT, and ways IT can support efficient and effective governance and compliance. Combining Deloitte's knowledge, skills, and services with leading Sun technologies and services, the CTGC helps clients address issues of security, information governance, and controls as required by Sarbanes-Oxley and other regulations.

- **Custom Applications**

Deloitte constructs, modifies, tests, and tunes application components and custom-built systems for Web or legacy environment services, enabled by the J2EE™ framework and other technology from Sun. The alliance has provided assistance with such applications to a variety of clients, including Public Sector clients in the Department of Human Services as well as one of the world's largest credit card providers.

"In addition to strong industry experience and impressive consulting credentials, Deloitte brings real-world experience working with Sun's technology portfolio to help customers in all industries develop business-driven solutions."

– Don Grantham, Executive Vice President, Global Sales & Services, Sun Microsystems

- **Enterprise Resource Planning (ERP): Oracle and SAP**

Sun and Deloitte help clients solve complex business issues through a combination of packaged software, more efficient processes, and deep industry experience. By taking a multi-disciplinary approach — leveraging Deloitte's strengths — we help our clients realize real benefits, develop a tax-aligned strategy, and assess their processes as compared to the regulatory requirements for their particular industry.

SUN & DELOITTE: MUTUAL CLIENTS

In addition to a long-term relationship teaming in the marketplace, Sun and Deloitte are also mutual clients. When the time came to implement its own internal identity management initiative, Sun engaged Deloitte, based on numerous teaming experiences helping clients implement Sun's technology in Fortune 500 environments. Deloitte also considered its previous experience with Sun's identity management software when it selected Sun's Java System Identity Manager as the preferred software solution to be deployed for Deloitte LLP's internal identity and access management initiative.

DELOITTE AT A GLANCE

- Deloitte Touche Tohmatsu (DTT) is a \$20 billion private global professional services organization of more than 135,000 practitioners in nearly 140 countries, and the only global organization with member firms that provide tax, audit, consulting, and financial advisory services

- DTT member firms served over 80% of the companies listed on the 2006 Fortune 500, with the following percentages by industry:
 - Aviation & Transport Services: 86%
 - Consumer Business: 73%
 - Energy & Resources: 68%
 - Financial Services: 81%
 - Life Sciences and Health Care: 81%
 - Manufacturing: 87%
 - Technology, Media & Telecommunications: 90%
- Deloitte named #1 Consultancy in the US, part of the #2 Worldwide (all DTT member firms) (Gartner 2007)
- Deloitte named #1 Strategy Consultancy in the US (Gartner 2007)
- "Deloitte is a Leader in Security Consulting with Solid Depth and Global Reach." "The Forrester Wave: Security Consulting, Q3 2007", September 2007
- Deloitte is ranked on the Fortune list of 100 Best Companies to Work For in America

SUN AT A GLANCE

- Positioned in the Leaders quadrant in Gartner's Magic Quadrant for User Provisioning, based on completeness of vision and ability to execute. (Gartner 2007)
- #1 Worldwide UNIX platform server (Gartner, May 2006)
- InfoWorld 2007 Technology of the Year Awards: Best server (4200) and Best high-performance server (X4600)
- InfoWorld Technology of the Year Award for "Most Innovative Server" (CoolThreads™ technology)
- #1 Worldwide Disk Storage Systems UNIX platform Terabyte shipments (IDC, June 2006)

About Sun

Sun Microsystems develops the technologies that power the global marketplace. Guided by a singular vision—"The Network is the Computer"—Sun drives network participation through shared innovation, community development and open source leadership. Sun can be found in more than 100 countries and on the Web at sun.com.



The Network is the Computer™

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