



Deloitte and LeanIX shape the future in the transformation of your business

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# 01 | Why LeanIX?



# LeanIX in a nutshell

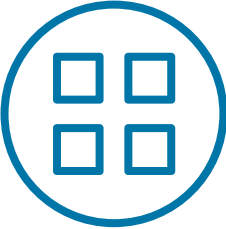
LeanIX's track record makes it the top choice when it comes to EAM solutions



**950+**  
Customers



**70+**  
Net Promoter Score



**Leader**  
rating by  
Analysts



**Cloud Native SaaS**  
Technology



**SOC II Type 2 &  
ISO 27001**  
certified



**450+**  
Employees



**Best Place to Work**  
rated by Employees



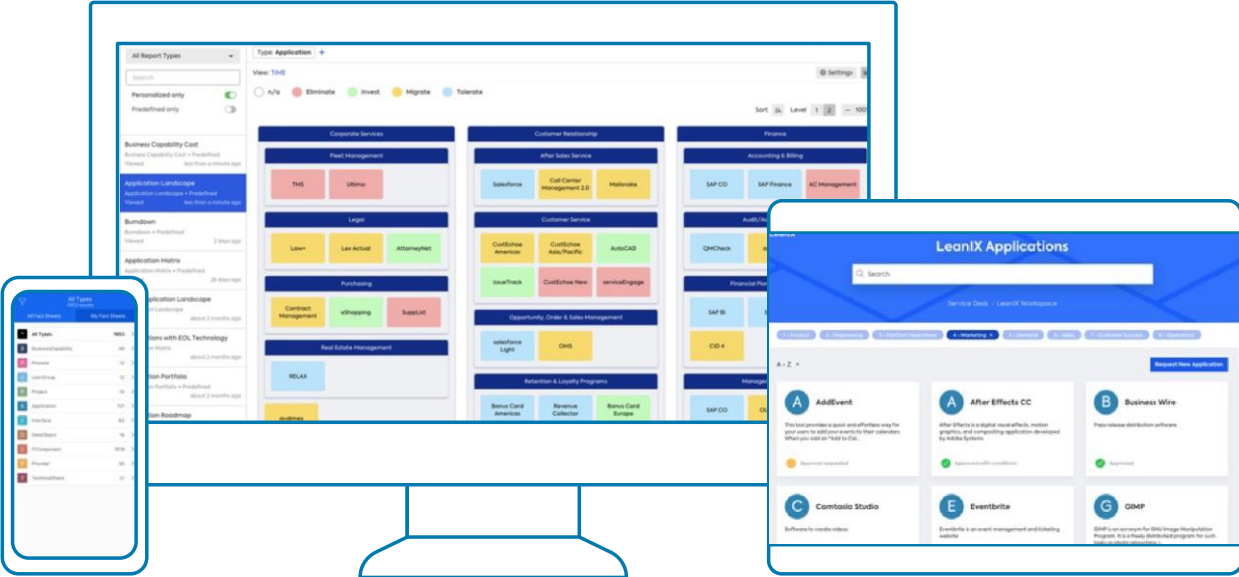
**\$ 120m**  
Funding

# LeanIX is the “Google Maps for IT”

Navigating through the depths of corporate IT is finally becoming manageable



Map for Streets, Cities, Traffic, ...



Map for SaaS, Applications, Microservices, Cloud Services, IT Stacks, Components, ...

# Strategic LeanIX “Triangle” Partnership offering

Get up-to-date overviews of your IT environment by leveraging LeanIX’s integration capabilities

## Align Enterprise Architecture and IT Financial Management with Apptio

SAP Signavio is a state-of-the art process modelling tool. Use LeanIX to see the connection between your applications and the business processes and understand, how well the business is supported by IT. Due to the seamless integration you can re-use all the information from LeanIX while you are modelling in SAP Signavio and vice-versa.



## Strategic Business Process Management with SAP Signavio

SAP Signavio is a state-of-the art process modelling tool. Use LeanIX to see the connection between your applications and the business processes and understand, how well the business is supported by IT. Due to the seamless integration you can re-use all the information from LeanIX while you are modelling in SAP Signavio and vice-versa.



## And many more...

See which out-of-the box integrations LeanIX offers to effortlessly bring data into LeanIX.



## Bridging operations and strategy with ServiceNow

Keeping many technologies, services, and hosting providers up to date is a significant challenge for Service Management and Enterprise Architecture teams. Bridge the gap between Enterprise Architecture (EA) and IT Service Management (ITSM) with a lean Enterprise architecture management tool and integrate with ServiceNow out-of-the-box.

**Deloitte drives progress and helps its clients become leaders wherever they choose to compete.**

Deloitte invests in outstanding people of diverse talents and backgrounds and empowers them to achieve more than they could elsewhere. We provide clients spanning multiple industries the services to integrate LeanIX into their existing landscape most effectively.

## 02 | Deloitte's Global Partnership with LeanIX



# Deloitte has successfully established a global partnership with LeanIX

Deloitte is a certified partner since 2018 and has a strong record of collaboration in projects and innovation

**SaaS Solution**  
LeanIX is a state of the art SaaS Solution to support the documentation of business and IT Architecture.

**Strategic Alliance**  
Deloitte is **certified partner** and possesses the required knowledge to successfully apply LeanIX in projects.



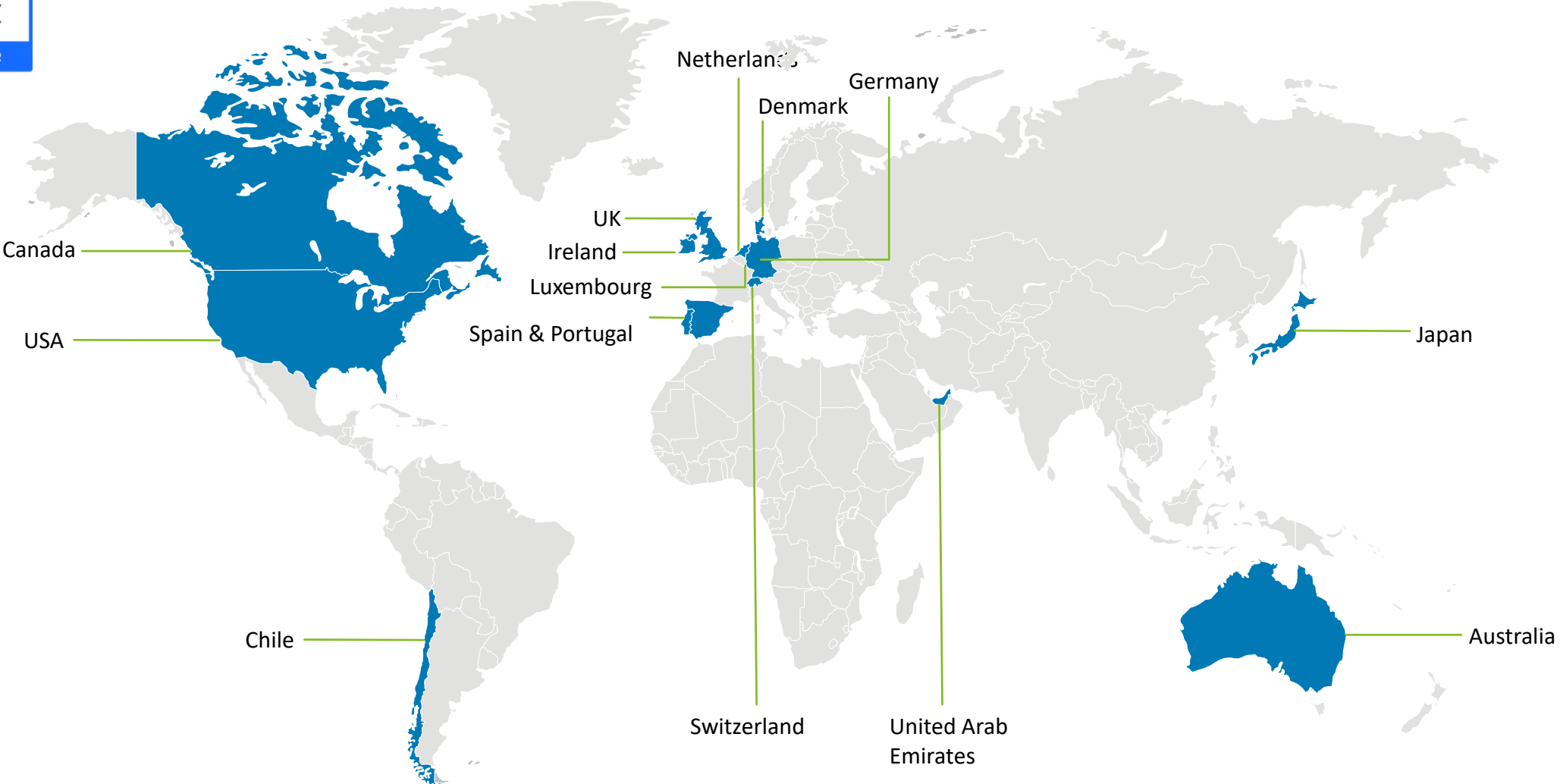
**Highly Integrated**  
Integrates with solutions like ServiceNow, Confluence and SAP Signavio to exchange business processes.



# Deloitte has successfully established a partnership with LeanIX

Through successful cooperation in numerous projects, Deloitte and LeanIX have gained global experience in a wide variety of sectors

## Our global LeanIX Network



# Together we are providing expertise and creating value

Our Deloitte Assets help to empower your EA capability by implementing and utilizing LeanIX most efficiently in your EA domains



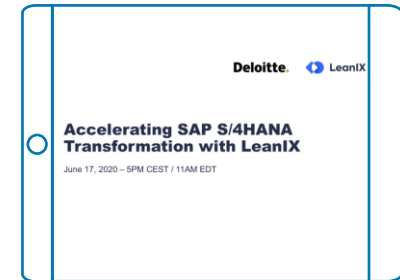
[LeanIX in Healthcare \(2022\)](#)



[Brownfield to Future: Four Steps to Make Your Digital Production Platform a Success \(2021\)](#)



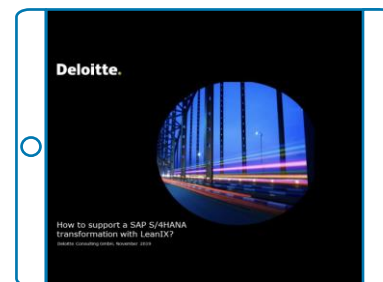
[Modern Integration Architecture \(2020\)](#)



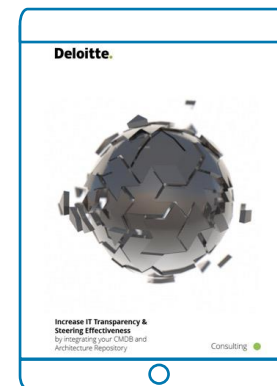
[Webinar: Accelerating SAP S/4HANA Transformation with LeanIX \(2020\)](#)



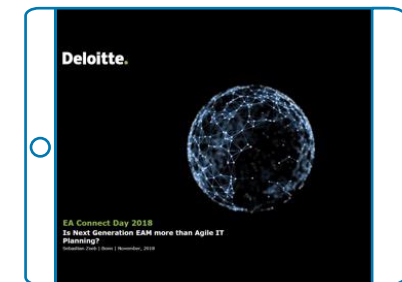
[LeanIX Partner Ecosystem \(2020\)](#)



[How to support a SAP S/4HANA transformation with LeanIX? \(2019\)](#)



[Paper: Service Now/LeanIX Integration \(2019\)](#)



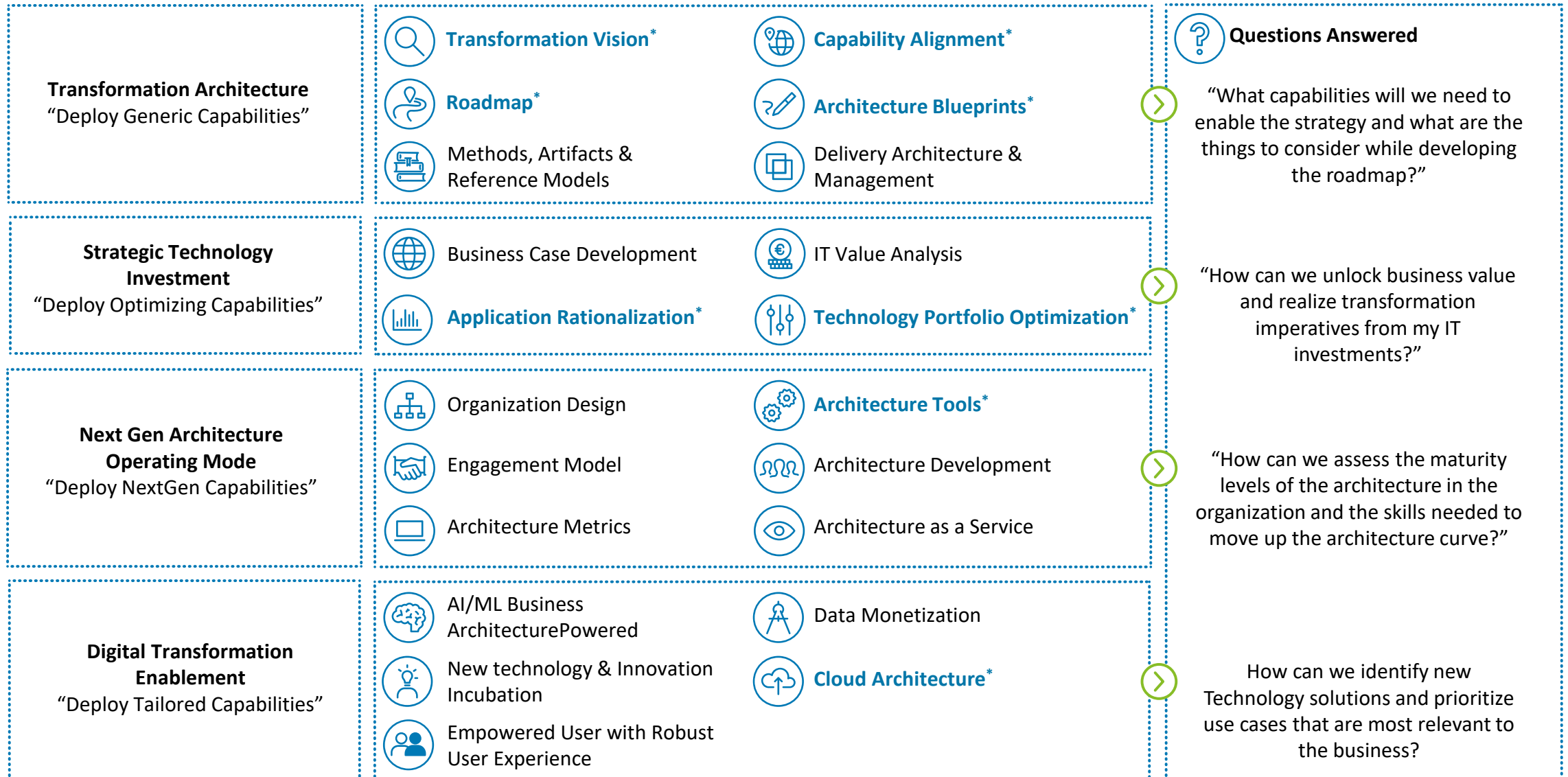
[Is Next Generation EAM more than Agile IT Planning? \(2018\)](#)

## 03 | How Deloitte leverages LeanIX-Capabilities in the Market



# Technology Strategy, Vision & Architecture Offering

We engage in numerous domains in the field of EA consulting and together with LeanIX we are taking our success to the next level



Our EA offering provides **architecture frameworks, methods and guiding principles** to help organizations **focus on technology innovation** and **build capabilities** needed to respond to market disruptions.

# Learn more about our past projects and how we collaborated with our clients on their challenges

Behind every project, there's a story. Get inspired by the project stories of our clients and project teams!



**Corporate Banking**  
**Enterprise Architecture**  
**Repository: Support with IT**  
**Architecture and Governance**



The client had to close an audit finding which stated that the IT was not properly documented to comply with given regulation. The client selected LeanIX as SaaS solution to support the documentation of their IT architecture.

Deloitte was chosen to support the rollout of the software, support the data gathering and assessment as well as the composition and modelling within LeanIX with respective stakeholder for architecture state and target design.



**Energy, Resources and Industrials**  
**Enterprise Architecture Support**  
**to Implement New Enterprise**  
**Architecture Management Tool**



Deloitte provided dedicated support for the client's architecture department in the conception, implementation, and communication of the Future Operating Model (FOM) across the different IT divisions as well as the implementation and roll-out of the future Enterprise Architecture Management (EAM) use cases.



**Automotive**  
**LeanIX Enterprise Architecture**  
**Management Tool Roll-out Project**  
**Planning**



The client had planned to use LeanIX as a global centralized enterprise architecture repository. After the completion of all migrations, planning IT will be retired. The aim is to achieve a smooth transition project by providing a structured and jointly agreed approach with all stakeholders. They engaged Deloitte in order to develop the roll-out project plan and support the roll-out team to execute the roll-out project.



**Consumer**  
**Enterprise Architecture**  
**Management Support and**  
**Roadmap**



Since 2018, the client has established an EAM practice. LeanIX was successfully implemented to document the As-Is architecture landscape. The architecture roadmap for the coming years was defined. The goal of the engagement was to further detail the EAM operating model and work on high priority topics to increase the maturity of the EAM practice.



**Engineering and Construction**  
**Implementation of LeanIX as**  
**Part of an Integrated Enterprise**  
**Architecture (EA) Toolchain**



Deloitte supported the client's architecture department in designing, implementing, and communicating the implementation of LeanIX to different stakeholders. Furthermore, the foundation for an integrated Enterprise Architecture (EA) toolchain was established.

# 04 | Enterprise Architecture Management



# Business Transformation Management (BTM)

Accelerate the transformation process in your company and master market changes



## Module Description & Functions

- Add on for Enterprise Architecture base module to expand its capabilities and add further planning tools
- Deconstruct and plan architectural roadmaps to accelerate business transformations



## Product Features

- Transformation planning with impacts
- BTM Data Model Extension
- Advanced BTM and Target Architecture Reporting
- Target Architecture Modelling

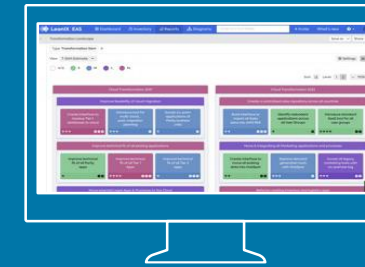


## Pricing Example

- **7.452 € p.a.** for up to **100 Applications**, determined by Application Fact Sheets
- Support Package **Comfort** included
- **Non-binding** example calculation; discount options not considered
- For higher number of apps and higher support tier please contact Sales expert

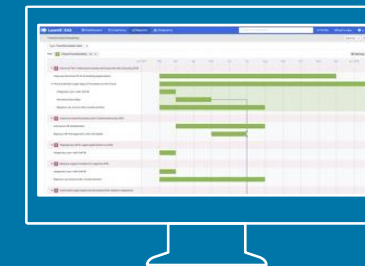


## Use Cases



### Identifying needs for Business Transformation

- Collect and store data to support transformation initiatives
- Document strategic goals in Objective Fact Sheets and define them with configurable lifecycles, dependencies and more
- Use unique IT landscape reports to show strategies in progress, planned or completed



### Building Transformation Roadmaps

- Enable business and IT teams to work together efficiently
- Use the entities Epic and Project to carry out architectural activities in manners common to business development
- Visualize transformation roadmaps in specific roadmap reports and see relations to items such as Objectives and Business Capabilities

For further resources regarding LeanIX use cases please visit:

„<https://docs-smp.leanix.net/docs/overview>“



# Application Portfolio Management (APM)

Lay the foundation for an excellent IT repository with organized, consistent, and interrelated data



## Module Description & Functions

- Base Module for visualizing a consistent overview of application landscapes, IT components and business capabilities
- Establishing a trusted source of data in form of an EA repository
- Effortless and intuitive collaboration across all existing sources inside the organization
- Identifying opportunities in a tailored use case to sustain continuous transformation journeys into a data-driven architecture



## Product Features

- 1 Workspace, 1 Sandbox
- Virtual Workspaces
- Unlimited Users
- Excel Importer, Integration API
- Metrics, Surveys, Tags, Quality Seal
- SSO, IP Restriction
- Self-Configuration
- SaaS Catalog
- SaaS Discovery
- APM and Technology Risk Reporting
- Unlimited Dashboards

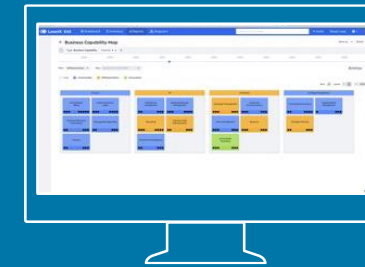


## Pricing Example

- **24.840 € p.a.** for up to **100 Applications**, determined by Application Factsheets
- Support Package **Comfort** included
- **Non-binding** example calculation; discount options not considered
- For higher number of apps and higher support tier please contact Sales expert



## Use Cases



## IT Strategy Planning

- Align IT strategy to business objectives, regulatory and sustainability requirements
- Prioritize investments into business capabilities of choice (e.g., Gartner Pace-Layers)
- Define architectural changes and plan different scenarios to be decided on
- Build an IT roadmap reflecting the strategy and make it transparent to stakeholders



## Application Portfolio Management

- Spot applications and IT infrastructure with unreasonable functional and technical fit
- Spot obsolete and outdated IT Infrastructure with missing vendor support
- Evaluate GDPR Compliance and put related controls in place
- Harmonize applications across the enterprise
- Develop application rationalization and modernization strategies

For further resources regarding LeanIX use cases please visit: „<https://docs-smp.leanix.net/docs/overview>“

# Technology Risk Management (TRM)

Manage technological risks in your landscape and stay one step ahead of bad surprises



## Module Description & Functions

- Add on for Enterprise Architecture base module to expand its capabilities and identify risks within the IT landscape
- Uncover applications dependent on end-of-life IT components and create a roadmap to replace them



## Product Features

- Lifecycle Catalog
- Obsolescence risk KPI dashboard
- Advanced Technology Risk Reporting



## Pricing Example

- **12.420 € p.a.** for up to **100 Applications**, determined by Application Factsheets
- Support Package **Comfort** included
- **Non-binding** example calculation; discount options not considered
- For higher number of apps and higher support tier please contact Sales expert



## Use Cases



### Technology Risk Management

- Avoid security breaches caused by outdated technologies
- Proactively address technology risks
- Always up-to-date lifecycles through the embedded LeanIX provider and lifecycle data service
- Import Application data directly from ServiceNow



### Obsolescence Risk

- Identify the risks due to end-of-life technologies in auto-generated landscape and roadmap reports
- Assess the scope of impacts on your current and future business abilities
- Keep a record of addressed and accepted risks

For further resources regarding LeanIX use cases please visit:

„<https://docs-smp.leanix.net/docs/overview>“

# 05 | SaaS Management Platform



# SaaS Management Platform (SMP)

Optimize the costs and productivity of your SaaS landscape with the necessary transparency



## Module Description & Functions

- Achieve a full SaaS portfolio transparency
- Tackle SaaS Shadow IT
- Eliminate redundant and underutilized SaaS applications
- Manage SaaS portfolio spend and optimize renewal management
- Put strong SaaS governance and security structures in place
- Centralize SaaS vendors and manage SaaS contracts
- Mitigate SaaS estate security risks



## Product Features

- SaaS Discovery & Catalog
- Utilization & User Engagement
- Renewal Management
- SaaS Spend Analysis
- Cost & Subscription Optimization

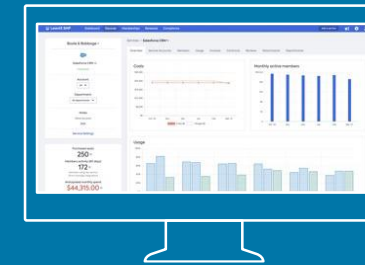


## Pricing Example

- **15.200 € p.a.** for up to **100 Employees using SaaS**, **negative exponential pricing curve** as number SaaS employees increases
- Support Package **Comfort** included
- **Non-binding** example calculation; discount options not considered
- For further information please contact Sales expert

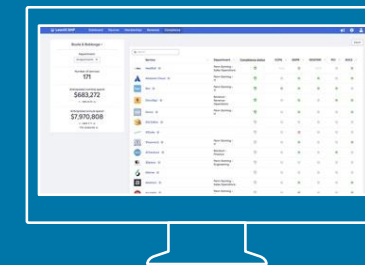


## Use Cases



### Optimize SaaS Usage, Spend and Productivity

- Track application usage patterns and identify underutilized purchases
- Make strategic decisions about whether to improve adoption or decrease the number of licenses
- Determine ROI on the most costly applications (e.g. Office 365, Salesforce, Workday, etc.)
- Rationalize SaaS contracts without any negative impact on the business outcome



### Establish SaaS Security and Governance

- Document the security posture to track and monitor that SaaS applications comply with your organization's policies
- Ensure application compliance with CCPA, GDPR, ISO 27001, PCI, and SOC2
- Identify and rationalize non-compliant SaaS applications that pose a security risk

For further resources regarding LeanIX use cases please visit:

[„https://docs-smp.leanix.net/docs/overview“](https://docs-smp.leanix.net/docs/overview)

# 06 | Value Stream Management



# Value Stream Management (VSM)

Bridge teams, technologies and processes to efficiently deliver reliable software



## Module Description & Functions

- Connecting teams, technology and processes for efficient software delivery
- Enable engineering leadership to eliminate risks, bottlenecks and inefficiencies
- Improve the flow of software delivery value
- Connect to many out-of-the-box integrations of use low-code declarative API for tech stack and automate documentation
- Resolve tribal knowledge and cognitive overload by sharing knowledge on ownership and dependencies
- Provide guidance on governance and compliance



## Product Features

- Software Artifact & Service Discovery
- API Catalog
- Production Excellence & Technology Standards
- Compliance & Vulnerability Management
- Flow Metrics & Business Outcomes

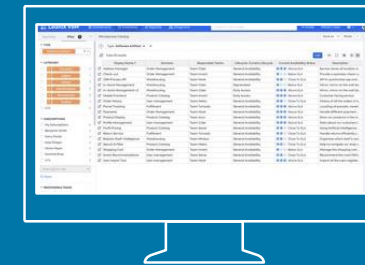


## Pricing Example

- **24.800 €** p.a. for up to **50 Software Artifacts** managed in LeanIX, **negative exponential pricing curve** as number of artifacts increases
- Support Package **Comfort** included
- **Non-binding** example calculation; discount options not considered
- For further information please contact Sales expert

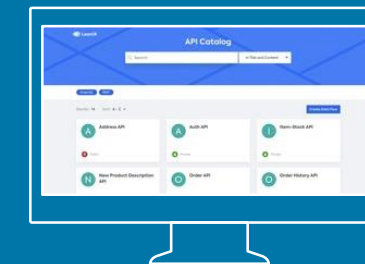


## Use Cases



### SW Artifact & Cloud Service Discovery

- Ready-to-use discovery from development toolchain (CI/CD, GitHub)
- Ready-to-use discovery from runtime environments (AWS, Azure, GCP, Kubernetes)
- Powerful Integration API to add own data sources
- Search & find information visualized in dashboards, heatmaps, portals



### Application Portfolio Management

- Ready-to-use discovery from MuleSoft Anypoint
- Powerful Integration API to add own data sources (e.g. Swagger)
- Analyze up-to-date heatmaps to drive reuse
- Facilitate knowledge sharing for technical & non-technical stakeholders

For further resources regarding LeanIX use cases please visit:  
„<https://docs-smp.leanix.net/docs/overview>“

## Your contacts

Our Experts give you all the support you need to master challenges in the EAM environment



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