

**Deloitte.**



**Technology Strategy &  
Architecture**  
Guiding Digital Transformation

# Deloitte Technology Strategy & Architecture enables you to embrace digital technologies as a source of growth and competitiveness

We are living in a time where technology is changing every aspect of conducting business. It creates enormous opportunities as well as new dimensions of risk. Chief Information Officers, Chief Digital Officers and business leaders strive to embrace digital technologies as

a source of growth and enhanced competitiveness. They need to act now – to develop and execute technology strategies that drive successful business outcomes.

We are here to guide you through this unprecedented digital change by applying a holistic approach towards IT value creation. The result? Tailored digital business models and technology strategies, IT organizations and governance. Targeted solutions for your enterprise architecture, cloud and IT infrastructure. Experienced support to large-scale IT transformations, mergers, and acquisitions.

Our Technology Strategy & Architecture team helps you to leverage digital technologies and address today's technology challenges effectively.



# We guide you through digital transformation

Digital transformation is omnipresent and substantially changes markets, people, and competitive landscapes. Companies wanting to succeed in the digital era have to embrace innovation and identify new business as well as operating models, with a renewed focus on their customer.

Responding to today's customer is increasingly a key driver and catalyst for entrepreneurial acting. Companies need to develop a compelling digital strategy and rethink their business models in order to make them flexible and empower fast adaption of business processes. New technologies, such as cloud computing, data analytics, the API economy, and Internet of Things, enable this change. Simultaneously, an increase in small- and large-scale M&A transactions is stepping up the speed of IT mergers and separations.

The digital transformation gives rise to new IT challenges. At the same time, though, it opens up possibilities for using data in new and inventive ways. Various success stories, for instance in the automotive and financial services industry, have shown how fundamental the role of IT can be in driving innovation in the company. The IT organization has to become both – a source and a facilitator of disruptive innovation.

One answer to the challenges faced during the journey to digitization is Fast IT. It leverages new capabilities and provides new functionality, which in turn accelerates the response to rapidly changing customer demands. An agile IT organization with a renewed IT governance structure enables this transformation further, as do a flexible enterprise architecture and a modernized, cloud-based IT infrastructure steered by an integrated multi-vendor management.

As a result, the role of the CIO needs to change, moving from a focus on technology management to a focus on business strategy. Against this backdrop, we help you create a competitive advantage and establish yourself as a leader within your industry.

From strategy to execution: As a trusted partner with comprehensive experience in transformation program leadership, we guide you in shaping and implementing your organization's digital journey end-to-end.



Digital Technology Strategy

IT Effectiveness

IT Sourcing

IT Transformation

Cloud & IT Infrastructure

Enterprise & Solution Architecture

IT M&A



Digital Technology Strategy



IT Effectiveness



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Cloud & IT Infrastructure



Enterprise & Solution Architecture

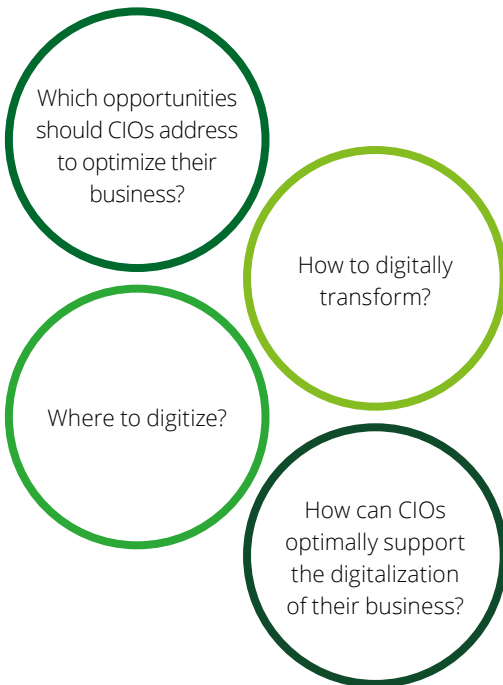


IT M&A



## Digital Technology Strategy

### Key questions of our clients



### Vision

The Digital Technology Strategy capability develops and implements technology-driven digital business models as well as the CIO's Technology Strategy.

## Our answers



### Technology Strategy

Define a business-aligned technology strategy, specifying the right priorities for optimal business value



### Digital Transformation

Develop and deliver adequate, integrated Digital IT capabilities

Identify relevant technologies, digitization areas and maturity



### Internet of Things (IoT)

Orchestrate IoT capabilities across all service lines for seamless IoT solutions and user experience



### Strategic Analytics

Guide clients in strategically aligning analytics capabilities for holistically insight-driven organization



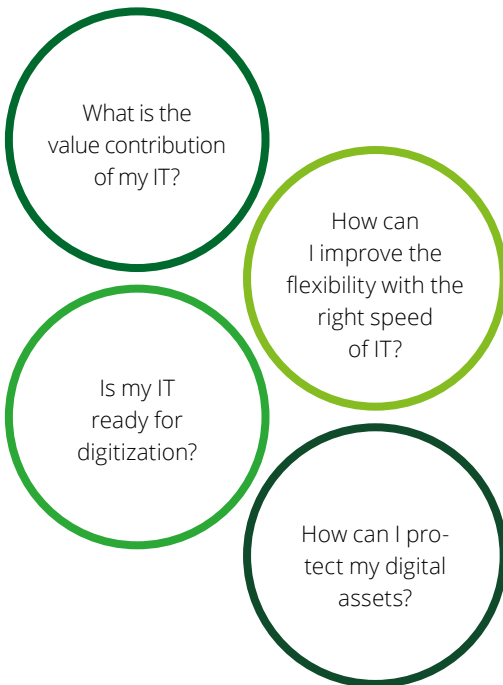
### CIO Transition Lab

Help CIOs prepare for taking the steering wheel and develop a plan for success



## IT Effectiveness

### Key questions of our clients



### Vision

Our experts are the trusted partners of our clients in IT effectiveness topics. We support our clients to define the role of their IT, to make their IT ready to enable the business' digitization, to transform their IT to a customer orientated one and to establish a service orchestration. We do this by providing end-to-end services based on our interdisciplinary capabilities, best practice assets and industry insights.



## Our answers



### IT Organization & TOM

Build an IT target operating model (TOM) and organization which is aligned with the organization's strategy and industry trends



### IT Financial Management

Achieve cost and revenue transparency as well as efficiency in demand and delivery and provide guidance on influencing cost drivers



### IT Service Management

Support clients to develop and implement efficient process models, leveraging relevant reference frameworks and Deloitte good practice



### Fast IT

Implement the clients' digital agenda with the right organizational setup. Be digitally effective and develop and operate customer-centric in close collaboration with business. Leverage approaches like DevOps and Open API.



### IT Security & Compliance

Safeguard digital assets by using a lean information security approach that balances compliance, risk and IT efficiency



## IT Sourcing

### Key questions of our clients

How do I reach my financial objectives during the outsourcing lifecycle?

How do I effectively manage my vendors?

Sourcing: Make or Buy?

How do I identify the most capable partner?

### Vision

Our IT Sourcing services focus on the complete outsourcing lifecycle. We develop and implement sourcing strategies, thus we help clients to realize the benefits and mitigate the risks associated with sourcing initiatives.

## Our answers



### **Next Generation Outsourcing (Infrastructure & AMS)**

Define a best in class outsourcing model that suits the client's organization



### **Vendor Management Suite**

A cloud based Vendor Management Suite powered by Deloitte's Sourcing Managed Services Team



### **Transition & Transformation (Infrastructure & AMS)**

Program management, including design and mobilisation of 'Retained IT' management methods and tools



## IT Transformation

### Key questions of our clients

How can we lead our programs to success?

How can we consistently decide what to focus on?

How can we measure and predict our transformability?

How can we best benefit from "Agile"?

### Vision

Our IT Transformation services help clients transform technology, processes and organizations by focusing on the right initiatives, leading and implementing transformation programs the right way and making sure projects are delivered effectively with the right amount of insight and agility.

## Our answers



### Program Leadership

Design and lead IT transformations successfully

Get programs back on track and lead them to success



### Portfolio Management

Define and establish a strong portfolio process to make sure the biggest strategic benefit can be achieved



### Agile

Leverage agile techniques not only in projects, but also in organizations



### Transformation Diagnostics

Gain actionable insight into projects to make sound decisions using intelligent KPIs



## Cloud & IT Infrastructure

Key questions of our clients

Is my organization "cloud-ready"?

How can cloud services drive my business digitization?

Which transformation prepares my infrastructure for the future?

How can I modernize IT infrastructure to meet business requirements?

### Vision

Our Cloud & IT Infrastructure advisory services act to rapidly identify and address cloud client needs, and help clients to address infrastructure challenges.

## Our answers



### **Cloud Strategy**

Evaluate cloud readiness, define cloud strategy and align with business needs



### **Multi Vendor Management**

Define target operating and orchestration model, processes and governance structures, select vendors and services



### **Data Center Transformation**

Develop a business, technology and environment driven data center strategy and manage the transformation



### **Infrastructure Platform Optimization**

Define and provide an open, scalable, integrated and automated infrastructure platform for rapidly changing business requirements



### **Workplace Transformation**

Create a workplace environment that is appropriate for the digital user



## Enterprise & Solution Architecture

### Key questions of our clients

How do I derive a cost-efficient Enterprise Architecture based on business goals?

What is the impact of Digital Transformation on my Enterprise Architecture?

How do I govern Enterprise Architecture changes in a non-business-disruptive and agile way?

What are standard and leading-practice architectures in my functional domain?

### Vision

Our Enterprise Architecture (EA) practitioners facilitate the alignment between business goals and IT landscapes based on EA standards. When business models change, we help define a roadmap that reflects these changes by optimizing landscapes and underlying business processes. In addition, we assist clients in defining and implementing EA methods, tools, organizations and standards to efficiently and effectively govern their IT landscapes.



## Our answers



### EA Capability Setup

Assess and improve the Enterprise Architecture organization, its governance structure, roles, processes, tools and standards



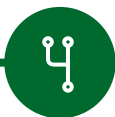
### Solution Architecture

Define process, application and/or technology strategy based on business goals in industry or technical areas



### Application Portfolio Strategy & Rationalization

Analyse application portfolio, identify areas for potential rationalization, and plan the rationalization



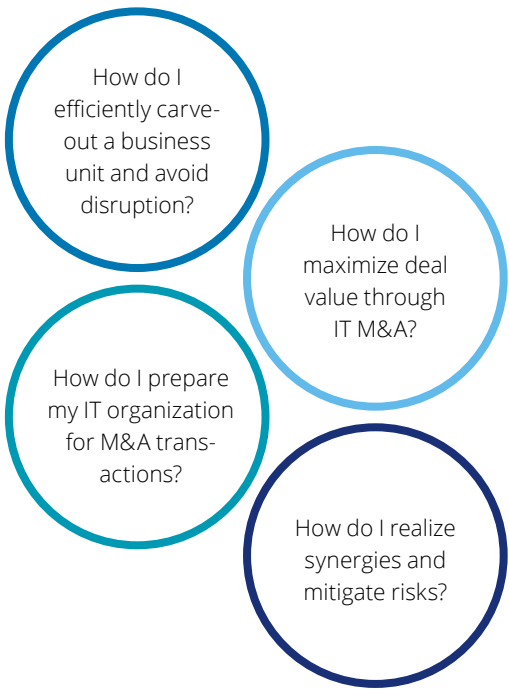
### API Economy

Define strategy and architecture to reuse, share and monetize an organization's core assets through Application Programming Interfaces (APIs) to extend existing services or provide new revenues streams



## IT M&A

### Key questions of our clients



How do I efficiently carve-out a business unit and avoid disruption?

How do I maximize deal value through IT M&A?

How do I prepare my IT organization for M&A transactions?

How do I realize synergies and mitigate risks?

### Vision

We provide a deeply and extensively experienced IT M&A team. We are the sparring partner and advisor for all IT M&A related questions and activities. Our IT M&A experts help define and implement an effective and efficient way to merge or separate IT and related business functions.

## Our answers



### **IT Due Diligence**

Effectively perform target screening in selected industries

Identify challenges, cost impacts and synergy potentials of a target's IT



### **IT Carve Out**

Execute efficient divestitures with stable business continuity

Build a stand-alone business for Day 1 or even support Initial Private Offering



### **IT Post-Merger Integration**

Accelerate post close synergies through pre-close planning

Determine IT Transition Service Agreements that best support the transaction value

Deliver the expected value with optimal IT setup

# Contact



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