



# YOUR POTENTIAL IS OUR PURPOSE

Two industry leaders working as one to develop cloud solutions that deliver business value.



The cloud is an innovation that makes other innovations possible. But the value of all that technology is measured in impact—the business results that help an enterprise perform and grow.

Handling huge data volumes is impressive, but driving research or decision-making from the resulting insights is valuable. Adding artificial intelligence capabilities can make a splash, but using them to deliver better products or customer experiences can make a difference. And so on. Wherever cloud-based solutions carry the promise of business impact—in manufacturing, talent management, risk management, operational efficiency, or anywhere else—technology and business acumen need to shape one another and

move forward in tandem. Deloitte and AWS are leaders in each of those disciplines, and when they work together, businesses can realize more value from their cloud investments.

Cloud adoption is no longer at the “bleeding edge.” Most enterprises today have moved some workloads to the cloud and have plans to accelerate. Because it’s so embedded in the way work gets done, the cloud does more than just support your business; increasingly, it defines your business. That means the whole enterprise, not just the “tech department,” should play a role in shaping a holistic approach to using and managing this foundational resource.

## Many disciplines, one goal

Because the cloud has become fundamental, the ways companies use it have evolved to embrace every discipline in the C-suite. Everyone has a stake in getting the most impact from a company’s cloud commitment:



**Business leaders** want the power to drive transformative change, anticipate customer demands and bring innovative new offerings to market. Cloud solutions based on deep industry knowledge deliver on that need.



**Technology leaders** want to deliver a robust, agile environment that helps drive decision-making and support the business. It takes real-world experience in matching capabilities to strategies to make the critical connections and manage in this new environment.



On the **security** front, executives seek the difficult balance between the productive flow of information and the need to protect it against threats. Only a leading cloud provider and a leading security advisor can see this challenge from every angle and address it.

Deloitte and AWS each have strengths that can help get you there. What makes the critical difference is the added strength that comes from working together.



# How Deloitte and AWS can help

Deloitte, the world's largest professional services organization, brings its global network and solution accelerators, backed by decades of real-world industry and business transformation experience, to help you enhance your impact in the marketplace.

AWS, with the largest global infrastructure footprint of any hyperscaler, brings a mature, enterprise-ready cloud platform with a demonstrated track record of innovation, customer success, and an extensive vendor service catalog.

Together, we bring global technology and industry experience that can help your business streamline processes, reduce technical debt, and position you to win customer loyalty—all while accelerating innovation across the enterprise. Our teams draw on the experience gained through high-stakes joint engagements around the world. We've invested in shared capabilities to complement our shared strengths, including more than 80 industry-specific tools and solutions we co-created from the ground up.

The result is an array of capabilities that unlock your full cloud potential and drive impact by meeting real-world needs and handling organizational functions across multiple public- and private-sector settings:

- Application migration and modernization
- Data analytics & artificial intelligence and machine learning
- Tailored customer experience via Amazon Connect
- Security and risk
- SAP on AWS
- Electronic Health Records (EHR) on AWS
- Industry vertical solutions
- Cloud strategy

When an organization entrusts its cloud journey to Deloitte and AWS working in tandem, we drive real-world impact in measurable terms that matter.

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What does this level of commitment and service make possible? Impacts that include technology achievements and the business drivers they make possible.



**Deploy the cloud capabilities that drive your business forward safely, affordably, and sustainably.** Intelligently executed cloud capabilities can accelerate the pace of product and service modernization, help save money, and reduce risk and technical debt.



**Accelerate growth by making the cloud your most valuable asset.** A cloud strategy that's aligned to meet your operating objectives supports growth by streamlining processes and facilitating real-time decision-making. That growth can remain efficient, effective, and sustainable with a coordinated shift away from legacy technology and consistent alignment with customers' needs.



**Innovate with confidence.** The right combination of cloud technology and industry expertise can fuel the continual innovation every business depends on. Our decades of industry insight yield industry-specific, customer-centric, future-proof cloud strategies that change the scope of what your business can achieve.

## BOTTOM-LINE BENEFITS

No matter how ground-breaking or impressive, a technology's ultimate value lies in the business outcomes it makes possible. That's why Deloitte and AWS work backwards from each customer's needs to build cloud strategies that match them. The accumulated experience and innovation our two organizations bring to every challenge adds up to leadership that our clients benefit from in ways that matter to them. Our solutions can help enhance tangible outcomes such as:



Agility



Cost reduction  
and consumption  
based spend



Faster  
decisions



Workforce  
productivity



Cyber  
security



Sustainable  
solutions



AI and ML  
capabilities

# Our alliance in action

## Unleashing legal and tax support

Clients depend on Thomson Reuters for up-to-date counsel in the fast-changing legal and regulatory landscape. The firm needed connections that could deliver its expertise to more people in more ways. Thanks to the cloud-based system Deloitte and AWS built, new solutions reach market faster. Machine learning speeds and amplifies research. And clients can even use the new capabilities within their own in-house workflows. It all contributes to more actionable insights, greater productivity, and heightened trust.

## Turning up the power on responsiveness and reliability

Installing smart meters a decade ago has netted Australian energy company Jemena a wealth of data. How could it benefit customers? Deloitte and AWS worked to help the company build an analytics platform that uses machine learning to predict future consumption from past scenarios, send customer alerts that ward off “bill shock,” and improve the resilience of the power grid.

## Taking efficiency to new heights

Aviation manufacturing is a mission-critical environment, and Spirit AeroSystems wanted to lead the evolution away from spreadsheets and printouts for daily planning. Now, Deloitte Smart Factory Fabric on AWS visualizes workflows in real time, AWS Lambda tracks material flows, and machine monitoring keeps the factory floor moving in harmony—all as part of a cloud-based command center with interfaces everyone can see.

## Life-saving cloud connections

When COVID-19 filled critical care hospital beds but strained the ranks of caregivers, Deloitte and AWS devised a cloud-based system under sponsorship of the federal government that let physicians consult at virtually any bedside via audio, video, or chat. The National Emergency Tele-Critical Care Network (NETCCN) extends remote clinicians’ knowledge and expertise to local caregivers via smartphones and other devices for 24/7 virtual assistance. It’s already proven its worth in helping coach local nurses and other clinicians through lifesaving procedures where no local expertise was available. Now, the system is poised to extend capabilities into broader non-emergency use, advanced training simulations, AI-driven assistance, and home physiologic monitoring.

## Helping the helpers

Deloitte and AWS helped the Utah Department of Human Services transform its 30-year-old legacy system seamlessly to the cloud. The existing system was mainframe-based and written in COBOL. Quickly and with zero downtime, the department was able to refactor, re-platform, and migrate—at a cost which was several times lower than the cost of a traditional child support system, resulting in more responsive service for the thousands of families that depend on more than 600,000 daily transactions.

# The heart of your business

The combined value of Deloitte and AWS can unlock the cloud’s promise and turn innovation into impact. From the internal processes that underpin growth to the product, service, and customer delivery that propels you forward, the cloud is never just about the cloud—it’s the foundation on which modern enterprises build their futures. To build this foundation, forward thinking and advanced capabilities need to work as one. That’s where potential meets purpose and that’s where you’ll find Deloitte and AWS.

## LET’S TALK

Let’s talk about the ways we can bring the combined power of business and technology leadership to your toughest challenges and biggest opportunities.

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# Deloitte.



#### About Amazon Web Services

For over 15 years, Amazon Web Services has been the world’s most comprehensive and broadly adopted cloud offering. AWS has been continually expanding its services to support virtually any cloud workload, and it now has more than 200 fully featured services for compute, storage, databases, networking, analytics, machine learning and artificial intelligence (AI), Internet of Things (IoT), mobile, security, hybrid, virtual and augmented reality (VR and AR), media, and application development, deployment, and management from 84 Availability Zones within 26 geographic regions, with announced plans for 24 more Availability Zones and eight more AWS Regions in Australia, Canada, India, Israel, New Zealand, Spain, Switzerland, and the United Arab Emirates. Millions of customers—including the fastest-growing startups, largest enterprises, and leading government agencies—trust AWS to power their infrastructure, become more agile, and lower costs. To learn more about AWS, visit [aws.amazon.com](http://aws.amazon.com).

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