Deloitte. | ORACLE

UNLEASH BUSINESS POTENTIAL
WITH DELOITTE AND ORACLE

Navigating the digital transformation imperative

Enterprises today are drowning in data, constrained by legacy systems, and racing to adopt the next wave of digital innovation—yet many find their modernization efforts stalled by complexity, cost, and risk.

> **MORE THAN 80% OF ORGANIZATIONS ARE UNDERGOING DIGITAL TRANSFORMATION INITIATIVES, YET 70% OF THESE EFFORTS FAIL DUE TO OUTDATED SYSTEMS, COMPLEX INTEGRATIONS, AND A LACK OF STRATEGIC GUIDANCE.**[1]

Legacy IT systems often hinder innovation, making it difficult for businesses to adopt cloud, AI, and digital business processes that can enhance agility and operational efficiency. CxOs face mounting challenges in aligning technology investments with long-term business goals while maintaining security, complying with regulations, and scaling their information systems.

This is where the Deloitte and Oracle alliance provides a powerful advantage. By combining Oracle's industry-leading technology platforms with Deloitte's deep functional experience, strategic consulting services, and underlying desire to help drive value and outcomes, enterprises can help navigate complex technology initiatives and drive sustainable growth.

The highest level of collaboration with Oracle

For over 30 years, Oracle and Deloitte have forged a strategic alliance, helping organizations worldwide modernize their businesses with industry-leading technology solutions. This enduring relationship combines Oracle's innovative technology with Deloitte's deep functional and industry experience to help organizations achieve transformative business outcomes.

With nearly 23,000 Oracle consultants globally, Deloitte offers comprehensive guidance, from strategic advisory services through full-scale technology implementations. **Our approximately 457,000 practitioners across 150 countries** help our clients receive best-in-class solutions tailored to their unique needs. From business models to process design to technology implementations, our team understands what it can take to help modernize your operations, integrate your data, and unite your workforce.

Deloitte's 24 delivery centers provide a scalable, cost-effective service model that balances global reach with localized knowledge. These centers help clients design, test, and implement IT projects with guidance at every step. For example, our teams help multinational firms comply with regional tax, legal, risk, audit, and regulatory requirements, promoting more seamless operations across different geographies.

A global workforce with local experience

Deloitte's close collaboration with Oracle extends beyond implementation services into the platform and beyond. We work alongside Oracle's sales, product development, and executive teams, gaining early insights into future product strategy and direction. This allows Deloitte to develop tailored solutions that align with Oracle's evolving product portfolio, helping clients remain ahead of the curve.

Deloitte's commitment to excellence in Oracle implementations has been recognized with numerous industry awards, including:

STRONG OVERALL VENDOR RATING
Achieved the highest rating in Gartner's Vendor Rating: Deloitte for two consecutive years *(March 2023, ID: 770967)*

#1 IN CONSULTING SERVICES BY REVENUE
Ranked first in consulting services for six consecutive years, eleven times in total *(Gartner Market Share Analysis: Consulting Services, Worldwide, 2022, June 2023)*

ORACLE PARTNER OF THE YEAR AND NETSUITE GLOBAL ALLIANCE OF THE YEAR AWARDS

[1] Gartner, "The High Failure Rate of Digital Transformations and How to Improve Success," 2023.

INDUSTRY-SPECIFIC SOLUTIONS
WITH GLOBAL IMPACT

Deloitte deploys a digital transformation framework for Oracle that includes an underlying analytics engine and a library of Oracle Cloud assets and digital enablers. Our extensive knowledge of Oracle applications, cloud infrastructure, and the underlying technology stack is bolstered by deep, sector-specific experience in key industries. Our co-developed solutions integrate Oracle's cloud applications with Deloitte's industry reference architectures, helping clients achieve leadership in their respective markets:

Financial Services: Oracle's evolving platform and cloud solutions—backed by Deloitte's deep industry and broad functional experience provide a full spectrum of sector-specific capabilities for Financial Services organizations including: finance transformation, core banking transformation, operational execution, cost reduction and Generative AI adoption.

Energy, Resources and Industrials: We help our clients transform their operations with Oracle Cloud as the underlying platform. Whether those operations are in the oil patch, powering the electric grid or manufacturing the products of tomorrow, Deloitte and Oracle can bring together a broad set of capabilities across people, process and technology that helps our clients achieve their transformational objectives.

Technology, Media and Telecommunications: We have an extensive track record of helping many of the world's leading TMT brands improve their business performance, transform their operations and enhance their customers' experience. Alongside Oracle, we bring our global learnings and implementation experience to help meet the needs of the entire organization.

Consumer: Our experience is vast, leading large global consumer companies that span across auto, retail, travel, transportation, and hospitality industries. We are leveraging Oracle as an end-to-end front, middle to back-office platform rather than just as a back-office platform. We are helping our clients modernize technology platforms and reduce technical debt. We are helping Auto and transportation companies in areas like predictive maintenance and fleet management, retailers create omni-channel customer experiences and improving inventory management, and hospitality companies transform front-office and back-office integration to manage high volume revenue transactions.

Government and Public Services: We help governments and public sector organizations modernize back-office infrastructure, improve citizen services, and enhance operational efficiency through cloud-based systems leveraging our Oracle subject matter specialists who have in-depth experience of the GPS services.

Life Sciences and Health Care: With a steadfast commitment to human-centric health care experiences and accelerating medical innovation, Deloitte and Oracle work with Health Providers, Payors, Pharma, and MedTech organizations to help unify and automate business operations, drive better insights, and enable medical personnel to deliver effective care efficiently while empowering the health and wellness of the communities they serve.

DELOITTE AND ORACLE
PROVIDING PRACTICAL, HIGH-IMPACT SOLUTIONS FOR ENTERPRISES WORLDWIDE

Specialized solutions and tools

Deloitte and Oracle have co-developed a suite of specialized solutions to help businesses boost efficiency, reduce costs, drive value, and optimize their operations.

Popular solutions include:

CITYKIT™: A smart city solution integrating Oracle technologies to help improve urban planning, resource allocation, and citizen services.

ELEVATE: A transformation accelerator that helps organizations scale cloud adoption while optimizing financial and operational performance.

SuperLedger™: A financial management solution that unifies multiple ledger systems to help enhance transparency, auditability, and reporting.

XaaS (Anything-as-a-Service) Capabilities: Enabling organizations transition from traditional business models to subscription-based, scalable service offerings.

Oracle Digital Experience Labs: An immersive experience in which Oracle Cloud and digital technologies are used to execute key business processes using real-life configurations and data.

These and other purpose-built offerings leverage Deloitte's industry insights and Oracle's technology stack to help provide practical, end-to-end, high-impact solutions for enterprises worldwide.

The Deloitte Ascend™ Methodology: Drive innovation and value across your entire business

Deloitte's broad functional experience is reflected in a set of best practices and best-in-class delivery toolset collectively known as the Ascend platform, which accelerates technology projects by integrating more than 20 advanced utilities and tools. For example, Ascend streamlines cloud delivery, data migration, and business process automation, helping deliver efficient and high-quality implementations.

The platform includes:
- Agile sprints for process modeling and design
- The application of best practices from numerous implementations
- AI/GenAI enabled PMO, Testing, and Configuration driving standardization and quality
- Cloud delivery models and data migration tools to reduce implementation times
- A continuous innovation framework that enhances quality, efficiency, and scalability

Operate: IT management for the long term

The Deloitte Operate service helps companies manage their Oracle applications, with a focus on daily operation, continuous improvement, and regular technology updates. We don't just keep the lights on—we help organizations modernize, migrate to the cloud, and securely manage their IT assets.

Key focus areas include:
- **Digital transformation:** Optimizing IT landscapes with cloud and AI integration
- **Cybersecurity:** Strengthening security and risk management postures
- **Process improvements:** Enhancing efficiency and reducing operational costs

UNLEASH YOUR POWERFUL ADVANTAGE

WITH DELOITTE AND ORACLE

AI and Generative AI: The linchpin of enterprise efficiency

AI and GenAI is redefining business operations. Deloitte and Oracle are at the forefront of these endeavors, providing tailored AI and agentic solutions that integrate into enterprise workflows and guide you in the activation of embedded AI features to make the most of your investment.

A few of our capabilities include:
- **Embedded AI in Oracle Applications:** Implement out-of-box Oracle enabled AI / Gen AI services on cloud/on-prem applications (ERP, SCM, EPM, HCM, CX, Industry Apps, NetSuite).
- **Custom Development:** Develop custom AI and agentic solutions to complement existing business applications including fine tuning AI models to specific enterprise needs.
- **AI Factory as a Service:** Select, Design, Build, and Integrate the ideal hardware & software components to seamlessly enable and scale AI across your hybrid environments by leveraging our expertise and partnerships.

Through the Deloitte Oracle AI Factory offering, we provide pre-configured AI solutions that can reduce setup time and expedite outcomes. This solution bridges the AI talent gap by offering a comprehensive ecosystem of AI architects, product managers, and industry leaders while focusing both on the hardware and software components that enable solution development and deployment.

Local knowledge and global experience for complex regulatory landscapes

Deloitte's multidisciplinary model equips the Oracle practice to collaborate with leaders across Deloitte's tax, assurance and internal audit, controllership and cyber teams to help clients overcome their business challenges. For instance, working closely with the tax practice allows Deloitte to help multinational organizations manage complex financial regulations, including the OECD Pillar Two requirements. Deloitte's implementation services, paired with Oracle's Fusion Cloud Enterprise Performance Management (EPM) system, simplifies tax compliance and reporting, creating greater alignment between finance and tax teams. Deloitte's differentiated capabilities and offerings across cyber, controllership and assurance & internal audit help our clients manage risk, process controls, and compliance.

NetSuite leadership: A cloud-based ERP system for growing enterprises

Deloitte's NetSuite practice has been recognized with the most prestigious NetSuite award nine of the last ten years due to our global presence, diverse industry experiences and exceptional practitioners.

The Deloitte NetSuite practice offers:
- End-to-end NetSuite solutions, including implementation, advisory, and operational support
- Pre-built accelerators, integration, and process roadmaps to help optimize Oracle NetSuite deployments
- Ongoing support through Operate to help ensure long-term success via managed services

LEADING THE FUTURE WITH
DELOITTE AND ORACLE

For CxOs on digital transformation initiatives, Deloitte and Oracle can offer a combination of industry experience, innovative technology, and long-term commitment. Together, we deliver scalable, future-ready solutions that can enable organizations to navigate disruption and achieve sustainable value.

READY TO TRANSFORM YOUR BUSINESS?

Connect with Deloitte and Oracle today to unlock the full potential of AI, industry solutions, and cloud technology.

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