Deloitte. | **servicenow** | **STACKIT**

COMPLIANT, CONTROLLED, CONFIDENT:

THE NEXT ERA OF DATA AND AI SOVEREIGNTY

WHAT IF COMPLIANCE WAS YOUR COMPETITIVE EDGE *FOR CLOUD MODERNIZATION?*

The sky is the limit when your cloud strategy is built on trust.

"

Our collaboration with Deloitte underscores our shared vision of providing European companies with a sovereign, secure, and legally compliant cloud infrastructure at scale. Deloitte's deep expertise in governance and regulation, along with its strong industry knowledge, perfectly complements our technological capabilities."

Bernie Wagner
Head of Sales & Marketing
Schwarz Digits
CEO, STACKIT

"

The cooperation between STACKIT, Deloitte and ServiceNow impressively demonstrates that innovation and sovereignty go hand in hand. By combining the industry-leading solutions of ServiceNow with the expertise of STACKIT, we can fully support customers in Germany and help them with their digital transformation. This cooperation is a commitment to our customers to ensure continuous innovation and optimization based on a sovereign infrastructure."

Robert Rosellen
Area Vice President, Germany,
ServiceNow

Data sovereignty laws. Compliance mandates. Trustworthy AI practices. Today, 53% of organizations say geopolitical developments have intensified the relevance of sovereignty. So, for leaders across Europe's most regulated industries, every cloud modernization decision—from cloud migration to AI integration—carries risk and opportunity. But what if you could eliminate risk and maximize the possibilities with true data sovereignty?

By 2028, more than 50% of enterprise workloads will run on private or sovereign clouds as organizations seek protection from foreign control and compliance risks. Deloitte, ServiceNow, and STACKIT are meeting the moment with the first AI-ready sovereign cloud for the ServiceNow AI Platform in Europe. With a foundation for digital transformation built on trust, transparency, and regulatory alignment, public institutions, health providers, and financial organizations can innovate confidently within sovereign data regulations.

This is the sovereign foundation for AI-enabled business transformation, where you can:

01   Turn data compliance into confidence

02   Modernize without compromise

03   Gain local intelligence with global integrity

04   Control your data to unleash innovation

01

TURN DATA COMPLIANCE
INTO CONFIDENCE

THE CHALLENGE

Across Europe, data residency, auditability, and AI governance are shifting from expectations to enforceable mandates. Meeting compliance milestones is no longer enough: Organizations must show continuous accountability, real-time transparency, and proof that withstands scrutiny across borders and regulators.

THE SOLUTION

Deloitte embeds regulatory fluency and audit-ready governance into every layer of innovation and operations. With STACKIT's sovereign-by-design cloud and ServiceNow intelligent automation, compliance goes from a static requirement to an operational framework. Data stays within approved borders, access and processing remain visible and controlled, and audit trails are generated in real-time—built into workflows, not added later.

THE IMPACT

✓ **Confidence in scrutiny:** Audits become faster and less disruptive because proof lives inside the workflows.

✓ **Regulation as a tailwind:** Compliance shifts from a defensive cost to a credible basis for new services and partnerships.
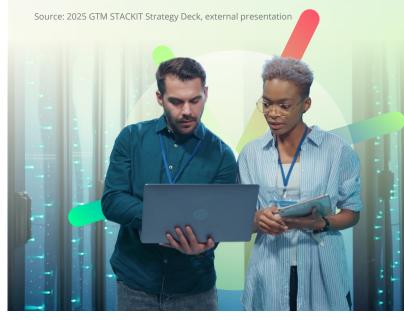
✓ **Less risk, more clarity:** Leaders gain a shared, real-time view of obligations, exceptions, and residual risk across functions.

AI IN ACTION

With governance embedded at the workflow layer, AI services are explainable, traceable, and policy-aligned by default, accelerating responsible adoption across the organization.

STACKIT maintains four data centers in Germany and Austria to provide digital sovereignty on a secure, simple, and stable foundation that aligns with Europe's data protection regulations.

Source: 2025 GTM STACKIT Strategy Deck, external presentation

02

MODERNIZE WITHOUT
COMPROMISE

THE CHALLENGE

Cloud estates now span legacy on-prem, public multi-cloud, and bespoke integrations—all tied to sensitive workloads that must stay within sovereign borders. Traditional migration approaches can force trade-offs, including feature gaps, lock-in risk, or governance blind spots, that regulated industries can't accept.

THE SOLUTION

Deloitte's cloud migration and risk advisory capabilities de-risk the path from on-prem or public cloud to STACKIT's sovereign infrastructure. Governance, transparency, and control over critical workloads are built into ServiceNow and the STACKIT sovereign cloud—not integrated after the fact. The result is a modernized tech estate with sovereign boundaries, consistent service levels, and a clear operating model for ongoing assurance.

THE IMPACT

✓ **Continuity without compromise:** Keep crucial services running while strengthening sovereignty, security, and compliance.

✓ **Predictable change:** Experience fewer surprises during and after cutover with defined ownership for controls and cost.

✓ **Future-proof posture:** Design a tech stack ready for new AI use cases without reopening fundamental risk debates.

AI IN ACTION

Migrating to a sovereign, AI-ready ServiceNow foundation creates a clean path for agentic AI use cases, infusing ServiceNow AI Agents across workflows to increase innovation across business functions.

*~**89%** of organizations consider digital sovereignty a key priority, while awareness in the public sector continues to develop at a slower pace.*

Source: STACKIT Handelsblatt Research Study Whitepaper

03
GAIN LOCAL INTELLIGENCE
WITH GLOBAL INTEGRITY

THE CHALLENGE

General-purpose AI models struggle in regulated, multilingual, and context-rich environments. For many organizations, the obstacle isn't AI itself—it's ensuring that models learn from lawful, relevant, and locally governed data so that interfaces can be expanded across languages, policies, and to local standards.

THE SOLUTION

Hosting and training large language models on STACKIT keeps sensitive data sovereign while tuning models to European languages, datasets, and sectors. The ServiceNow Workflow Data Fabric connects operational data with Deloitte's AI governance frameworks to deliver models that are both powerful and principled—designed for transparency, reviewability, and life cycle control inside regulated workflows.

THE IMPACT

✓ **Higher relevance, lower exposure:** Leverage models fluent in the regional context while respecting data sovereignty regulations.

✓ **Faster institutional trust:** Reduce approval cycles with legal, risk, and ethics functions by implementing clear controls over data.

✓ **Better user adoption:** Experience AI that understands the language, customs, processes, and needs of front-line teams.

AI IN ACTION

With localized intelligence on a sovereign backbone, AI outputs are context-aware, auditable, and aligned with European legal frameworks from day one.

*~**80%** of organizations trust Germany as a secure and sovereign cloud location.*

Source: STACKIT Handelsblatt Research Study Whitepaper

04

CONTROL YOUR DATA
TO UNLEASH INNOVATION

THE CHALLENGE

Organizations often see control and agility as opposing forces. The pervasive belief is that if you tighten governance, innovation slows. But if you loosen it, risk rises. At the same time, fragmented data and duplicate sources drain efficiency, weaken oversight, and expose the organization to avoidable risk.

THE SOLUTION

Deloitte, ServiceNow, and STACKIT enable centralized control to create a stronger data foundation that's innovation-ready. A sovereign, AI-enabled data layer connects IT and business workflows, enabling teams to act on the same, well-governed source of truth. Together, this high-performance data approach minimizes duplication when connecting systems. And Deloitte can help expand the sovereign tech ecosystem, uniting ERP with SAP RISE, security with XM Cyber, and trusted communications with Wire, to keep agility and assurance in balance.

THE IMPACT

✓ **Speed with safeguards:** Experience faster change management when controls are built into infrastructure.

✓ **Cleaner data, smarter decisions:** Gain a stronger data foundation for employee and AI decision-making with less duplication and more context.

✓ **Sustainable agility:** Move quickly and stay audit-ready with systems designed for innovation with built-in guardrails.

AI IN ACTION

When AI, data, and workflows are aligned on sovereign infrastructure with a strong data foundation, AI can automate and advise across functions without introducing jurisdictional risk.

STACKIT offers scalable, innovative cloud and colocation services to ensure strong data-protection compliance and backed by a C5 certificate.

Source: 2025 GTM STACKIT Strategy Deck, external presentation

LEAD WITH CONFIDENCE ON A SOVEREIGN FOUNDATION
FOR BUSINESS TRANSFORMATION

Sovereign cloud becomes a true strategic advantage when Deloitte, ServiceNow, and STACKIT combine their stewardship to deliver a unified AI-driven sovereign cloud solution—turning compliance into capability. For regulated industries, operational clarity is non-negotiable, and together we ensure data remains controlled, compliant, and ready to fuel AI-driven innovation, backed by a trusted ecosystem."

Jochen Fauser
Partner, Europe, Middle East and Africa
ServiceNow Alliance Co-leader
Deloitte Consulting GmbH

Our clients want to prepare for and prevent any possible risks—and insulate sensitive workloads from global disruption, cross-border legal risk, and regulatory pressure. A sovereign cloud gives them confidence to navigate these challenges and the waves of compliance mandates ahead. Together, ServiceNow provides the platform, STACKIT provides the cloud, and Deloitte provides the strategy to bring clients safety in a new era of digital trust."

Philipp Maettig
ServiceNow Sovereign Cloud Leader,
Deloitte Consulting GmbH

GET IN TOUCH TODAY

Kevin Corcoran
Global Chief
Commercial Officer,
ServiceNow Alliance,
Deloitte Global
kcorcoran@deloitte.com

Jochen Fauser
Partner, Europe, Middle East
and Africa
ServiceNow Alliance Co-leader
Deloitte Consulting GmbH
jfauser@deloitte.de

Sander Treur
Partner, Europe, Middle
East and Africa
ServiceNow Alliance Leader
Deloitte Consulting LLP
streur@deloitte.nl

Philipp Maettig
ServiceNow Sovereign
Cloud Leader
Deloitte Consulting GmbH
pmaettig@deloitte.de