

Deloitte.



Why Deloitte?

Accelerate, sustain, and increase
the impact of transformation

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Learn how you can realize business results sooner with Deloitte's outcomes-based approach, end-to-end transformation capabilities, and a worldwide team of industry-experienced professionals focused on SAP® technologies.

If business is a game, the rules keep changing. Disruption is endless and unpredictable, forcing organizations to adapt continuously to emerging challenges and needs. The COVID-19 crisis made that reality abundantly clear as businesses across industries scrambled to address disrupted supply chains, shifting workforce needs, altered customer expectations, and more.

The crisis also proved the necessity for the built-to-evolve enterprise—the Kinetic Enterprise™—capable of responding at the speed of change. At Deloitte, we are helping global industry leaders create the built-to-evolve Kinetic Enterprise every day—with a holistic approach to transformation, innovative solutions that target clear business outcomes, and a worldwide network of business and technology specialists focused on SAP solutions.

Put it all together, and it's a formula for accelerating, sustaining, and increasing business value—no matter what the next wave of disruption may bring.



An approach focused on impact

You have plenty of choices for a partner that can help transform your business with SAP solutions and support your RISE with SAP journey of business transformation as a service. Why choose Deloitte? For starters, we have a tested approach and clear point of view when it comes to creating the disruption-ready enterprise. Our goal: to do the heavy lifting of digital enterprise transformation for you—so you can worry less about “how” and get back to “why.”

Full-service capabilities. It’s an approach that goes far beyond SAP technology deployment and systems integration, extending to measurable business outcomes that can position you to lead your industry—as an intelligent, insights-driven enterprise delivering new levels of efficiency, service, and growth. Whether you want to innovate with SAP S/4HANA® and cloud, thrive in the future of work with SAP® SuccessFactors® solutions, or deliver excellence with SAP Customer Experience offerings, Deloitte’s worldwide team can address needs across the “advise, implement, operate” spectrum—allowing you to focus more on your business.

Business-focused. Deloitte is there with you from the very beginning. From building the business case for transformation to selecting and integration solutions to ongoing operations and innovation, we provide integrated, end-to-end services and solutions—leveraging the full global Deloitte network as a single partner for your continuing transformation journey. And it’s all anchored in our proprietary Enterprise Value Delivery methodology for aligning technologies with clearly defined business goals.

Collaborative. We don’t do transformation to you. We do it with you, with a global corps of industry specialists steeped in the details of your business—speaking the language of your industry, working the way your team works, and leveraging the latest business and industry trends to help you achieve objectives.

Far-reaching. In addition to our extensive industry knowledge and experience, we bring a powerful multidisciplinary approach to all of our client engagements—in how we advise clients, implement technologies for clients, and operate business solutions for clients. When you work with Deloitte, you get access to all of Deloitte—specialists in tax, advisory, risk, industry-specific needs, and more. In addition to hands-on SAP-certified IT and cloud professionals, our team also includes professionals focused on finance, procurement, supply chain, human capital management, customer experience, and other critical business areas.



Solutions to enable the built-to-evolve enterprise

Solutions should solve something. So what's the problem you are trying to solve? In our experience working with global industry leaders, the big problems are often rooted in a lack of business responsiveness and resiliency. The “built to last” paradigm no longer suffices. Organizations today require capabilities that are built to evolve—built to support continuous flexibility and innovation as a Kinetic Enterprise.

At Deloitte, all of our SAP-focused solutions are designed to support that vision, based on the four pillars of the Kinetic Enterprise: a clean core, intelligent capabilities, responsive cloud-enabled solutions, and an inclusive ecosystem for extending value.

Delivery transformation. Business today is a race. Transformation has to happen quickly, intelligently, cost-efficiently, and continuously. That's why we have embedded intelligent capabilities and artificial technologies into our key digital enablement offerings.

- **boost.** Alongside RISE with SAP, Deloitte's boost offering brings together the full range of SAP solutions and Deloitte services in a simplified consumption model—to help accelerate, sustain, and increase the value of cloud-enabled business transformation. boost is focused on enabling the Kinetic Enterprise and addresses a wide range of needs across three key transformation areas: migration, innovation, and “operate to innovate.”
- **Selective Transformation.** Leverage artificial intelligence to do the heavy lifting of transformation, helping you rapidly and cleanly move from SAP® ECC to SAP S/4HANA and the cloud—while bringing along only the data and processes that matter most to your business.

- **Kinetic Finance Startup.** Let artificial intelligence and cloud technology do the tedious upfront work of a finance transformation—to rapidly transforming your existing data and reporting landscape into a new one, aligned with the SAP Central Finance component of SAP S/4HANA.
- **Preconfigured SAP S/4HANA Solutions.** Operate more effectively and innovate more flexibly with SAP-certified, ready-to-deploy ERP solutions that deliver intelligent, industry-specific capabilities right out of the box.
- **Human Capital Management.** Move HR forward confidently with our DataForward™ data migration accelerator and HR FastForward™, a preconfigured solution for SAP SuccessFactors capabilities.
- **Customer Experience.** Elevate the human experience with Lead to Loyalty—bringing together SAP S/4HANA, the SAP Customer Experience cloud suite, and the Qualtrics® experience management platform in a unified environment that connects customer strategy, advertising, marketing, commerce, sales, and service processes.

Core-to-edge value. With absolute minimum technical debt, a clean core allows you to innovate flexibly and put SAP technologies to work for your business. And our portfolio of industry-focused offerings can help you do it faster.

- **Industry cloud solutions.** Unleash the power of Deloitte's industry cloud solutions, with dozens of apps enabled by SAP Business Technology Platform and targeting specific business outcomes.



- **Next-Generation Finance.** Unlock additional value across the finance function, with innovative solutions from Deloitte—to help you enable “lights out” finance and activate built-to-evolve capabilities across 10 key areas, from planning to close.
- **Kinetic Supply Chain.** Leverage SAP-enabled digital innovation to make the enterprise more flexible and intelligent—allowing you to turn planning, procurement, operations, and the rest of the supply chain into an engine for new value.
- **Human capital innovation.** Elevate the experience for HR and the workforce, with Deloitte’s targeted apps aligned with SAP SuccessFactors: Aurora, Quick Apply, Eco, and Workforce Management
- **Connected human experience.** Tap the power of data science, human psychology, and content efficiently together—with Hux by Deloitte Digital, anchored by a customer data platform (CDP) that can help you build and intelligently leverage a single view of the customer

Foundational cloud strength. Cloud infrastructure by choice will be a foundation for your RISE with SAP journey. Deloitte’s extensive experience implementing and operating effective cloud ecosystems—whether public, private, or hybrid— gives us critical insights for simplifying and accelerating business transformation. And we have earned multiple accolades and certifications in SAP and cloud domains:

- SAP global partner certified for cloud across the SAP portfolio
- Certified cloud managed services provider for SAP HANA® Enterprise Cloud in hyperscale environments
- Leader: IDC MarketScape Worldwide Cloud Professional Services Vendor Assessment (2020)

- Leader: Gartner Magic Quadrant for Public Cloud Infrastructure Managed and Professional Services Worldwide (2020)
- Leader: Gartner Magic Quadrant for CRM and Customer Experience Implementation Services Worldwide (2020)
- Cloud + Experience Management: Deloitte Digital recognized by Qualtrics as Customer Experience Partner of the Year (2020)
- No. 1 human capital firm in the world, supported by a global team of SAP SuccessFactors cloud HCM transformation professionals and offerings such as Hux by Deloitte Digital, for connected, cloud-enabled human experiences

Seamless operations. Transformation is not a “one and done” project. It requires an ability to continuously operate and innovate with the latest digital solutions. Deloitte stands ready to address needs across the operational spectrum—with AI-enabled operations, continuous process optimization, business process intelligence, AI-powered data governance, and other capabilities that help continually increase transformation value over time. One big potential payoff: You can focus more on your business objectives and worry less about maintaining data, systems, processes, infrastructure, and apps. A few keys to our strength include:

- Deloitte’s AI bot library, including more than 300 assets
- Our Center for Process Bionics, to support process intelligence
- Trufa by Deloitte, for continuous measurement of outcomes



A complete team for complete transformation

Our worldwide team of 26,000 SAP-focused business and technology professionals is a huge differentiator for Deloitte—and the key to our ability to help clients rapidly realize results time and time again.

Experienced. What makes our team special? For one, it operates with unmatched knowledge of SAP solutions—thanks to our 32-year relationship collaborating and co-innovating with SAP. It's a team that can function as an extension of your team, working at the intersection of technology enablement and your industry, with deep experience in the things that matter to your business. Finance, supply chain, customer experience, human capital management, experience management, IT, OT, IoT, AI, blockchain—you name it and we can go there.

Recognized for leadership. Our team's [list of awards and accolades](#) does not end there. We have received the SAP Pinnacle Award as SAP S/4HANA Partner of the Year (Large Enterprise) for five out of the last six years, including 2021. And we also were named our SAP S/4HANA Cloud Partner of the Year (Large Enterprise) in 2020. Our global team continuously ranks high in [analysts' ratings](#), too. Two that typify our strength in SAP-enabled transformation: We were named a leader in Global SAP Services Providers by Forrester (May, 2020) and in SAP S/4HANA Application Services by Gartner (April 2020).

Human. We understand the need for businesses to engage and operate in authentic, human-centered ways—to address the needs of human users, customers, and stakeholders. We bring that same human touch to all of our client engagements. And we're especially proud of our track record helping global industry leaders create the “human first” enterprise with SAP SuccessFactors and SAP Customer Experience solutions. In fact, our leadership in the workforce and customer realms has earned us repeated top honors from SAP. Through 2021, we have earned the SAP Pinnacle Award as SAP SuccessFactors Partner of the Year (Large Enterprise) for four consecutive years. We also took home the SAP Pinnacle Awards as Customer Experience Partner of the Year (Large Enterprise) in 2021 as well as 2019.

Committed to value with SAP. One key to our strength in SAP solutions: We use them to run our own business, which allows us to apply firsthand insights to our clients transformation challenges. It's also one of the reasons we continue to operate at the front of the pack when it comes to SAP partners—repeatedly selected as a launch partner for major SAP efforts, such as the SAP industry cloud solutions initiative. And many of the business-specific functionality that is embedded in SAP technology today is there because we actively worked with SAP to identify real-world client needs and develop digital capabilities to address them.



Reimagine the evolution of your business—with Deloitte

Change will keep coming. You can count on it. How you handle what comes next could mean the difference between surviving and thriving. So why simply react to disruption? Why not stand fully prepared for it as a Kinetic Enterprise—turning disruption into an opportunity to drive business innovation, evolution, and growth?

It's a bold vision, but one you can make a reality when you work with Deloitte to reimagine everything—your core business functions, your workforce, your customers, your supply chain, your opportunities for new value, your digital capabilities, and more.

With Deloitte, you don't have to move forward alone—navigating uncertainty in the dark. You can move forward with clarity and confidence, supported by an experienced, end-to-end partner that brings an integrated approach, broad solutions portfolio, and worldwide team to address all your transformation needs—today and tomorrow.



Let's talk

Ready to reimagine *everything*? Contact us to learn how we can help you explore an entire universe of possibilities and build a Kinetic Enterprise that can evolve at the pace of disruption.

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