



Evolve to a kinetic enterprise with SAP S/4HANA® on Azure cloud

Your business and market aren't static. Your ERP can't be, either.

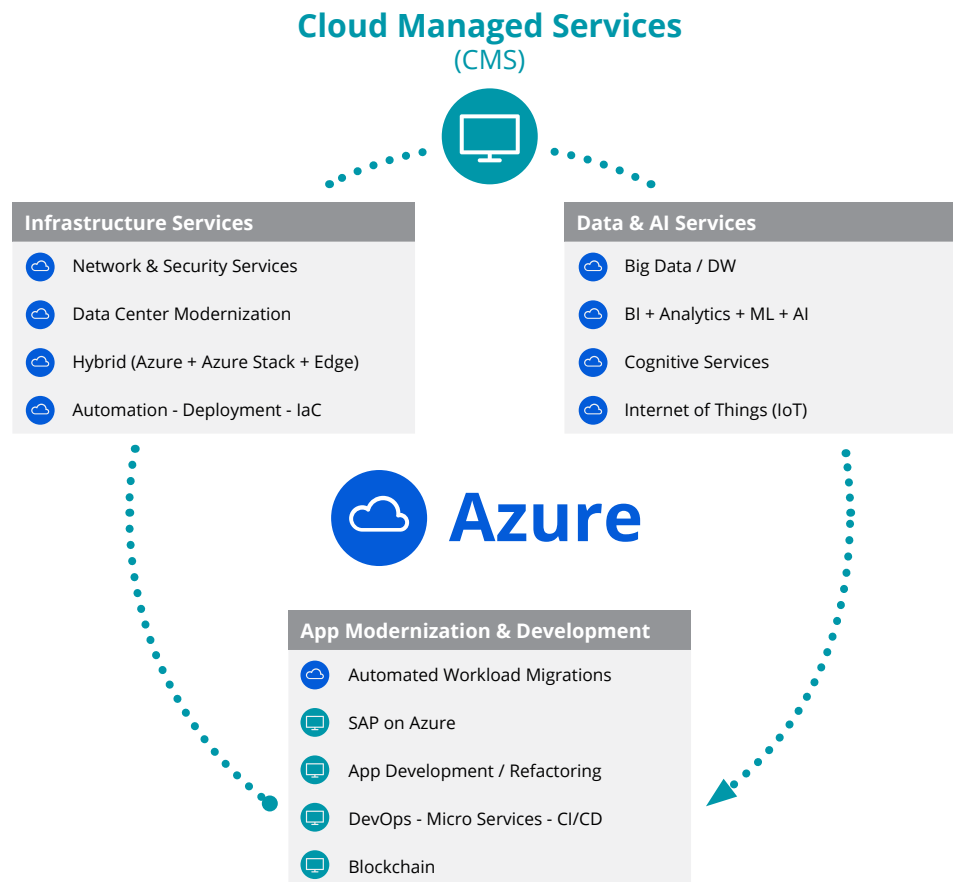
Yesterday's "built to last" approach is no longer sufficient to meet the demands of rapid change in markets and technology today, let alone in an unpredictable tomorrow. When you commit to Azure cloud and the move to SAP S/4HANA, think instead of a "built to evolve" approach. Deloitte orchestrates an ecosystem both broad and deep to ensure that all your ERP-related technology and talent resources have flexibility, innovation and adaptability coded into their every facet.



Becoming kinetic demands end-to-end capabilities

Innovation, impact and value realization drive our approach.

We focus on "clean ERP" that is strategically designed for agility and efficiency to reduce and eliminate technology debt; and we focus on value creation by taking an analytics-first approach. We layer in industry-specific leading practices and SAP's model company services and digital twin capabilities to drive efficiency, quality and predictability. Our core "any platform, any cloud" approach, coupled with the transparency our audit relationship with Microsoft demands, gives you confidence that we target the best solutions for your business, tech and talent—today and tomorrow.



Two clients becoming kinetic



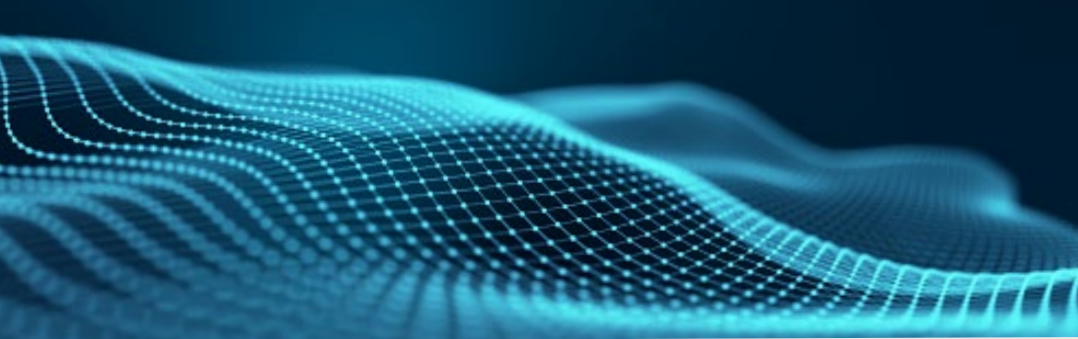
County water company reduces cost and enhances resilience on the road to being kinetic

This enterprise provides drinking water and wastewater services to over 75,000 households and wanted to move its technology systems from on-premise to cloud. The client had aging hardware, outdated platforms and apps, operational inefficiencies and high operating costs. Through Deloitte's Open Cloud Platform, we modernized apps and platforms for SAP on Azure and put in place a full managed services approach, based on service-level agreements, that reduced operating costs and enabled enhanced business continuity in the event of disaster.



Leading US retailer gains agility while reducing opex and streamlining app migration

A \$20B enterprise with 800 apps, 7,000 instances and two legacy data centers saw the imperative to move away from its mainframe system, to modernize apps and to transform to a future-state operating model to reduce cost, improve agility and accelerate speed to market. After a portfolio analysis and business case development, we led the client through a cloud and data center migration factory and mainframe retirement program. Operating expense was reduced by 28%, and 40% of applications were earmarked for the migration program.



Why Deloitte?

ERP plays a pivotal role in the kinetic enterprise—and it takes a “best of breed” capability spanning business, industry, security, cloud, SAP and Azure to set it in motion.

Deloitte: Recognized as a global leader in cloud services

- Worldwide leader in Public Cloud Infrastructure Professional and Managed Services (Gartner)¹
- Leader for 6th consecutive time in Data and Analytics Service Providers Worldwide (Gartner)²
- Leader in Managed Security Services 2020 Vendor Assessment (IDC)³
- 25,000+ cloud professionals
- Leader in Cloud Professional Services (IDC)⁴
- Leader in Worldwide Business and Industrial IoT Consulting and Systems Integration Services (IDC)⁵
- 10,000+ client employees trained
- 26 delivery centers | 28 digital studios | 10 cloud studios

Deloitte: Recognized as a leader in SAP S/4HANA

- Tier 1 global alliance with SAP since 1989
- #1 Global SAP Partner 2020
- 7 Pinnacle awards in 2020 and 2019
- Leader in SAP S/4HANA application services (Gartner)⁶
- 25,000+ global SAP professionals
- SAP certified—SAP HANA operations | SAP certified—hosting operations
- Leader in Worldwide SAP Implementation Services (IDC)⁷
- See more at www.deloitte.com/SAP

Deloitte: Dedicated, integrated Azure practice

- Meet certified staff requirements for Microsoft Azure Expert Managed Services Provider Program
- Meet certified professional requirements for Microsoft Cloud Platform Gold Competency
- Accelerate with SAP on Azure reference architecture and playbooks
- Azure practice spanning 30+ countries
- Azure capabilities: architecture engineering for computing, storage, network, development, migration and security
- Achieved competencies: migration, machine learning, data & analytics, SAP, security, DevOps, IoT*

(* Due to the audit relationship Deloitte shares with Microsoft, Deloitte cannot be granted Partner status. Deloitte is recognized by Microsoft as meeting all certified staff requirements for each of these competencies.)

Cloud managed services

Become kinetic in the way that’s best for you with Deloitte Azure and Cloud Managed Services.

- Design and build consulting services only
- Design, build and operate on a subscription basis that leverages open cloud (either on the SAP HANA® Enterprise Cloud with SAP-applications-only environment, or on Deloitte Open Cloud with both SAP and non-SAP applications in an IaaS arrangement)
- Fully managed, turnkey “SAP-as-a-Service”; Deloitte hosts on Azure, and provides the SAP S/4HANA application to you, the client

Software

- SAP S/4HANA
- SAP Cloud Platform
- SAP Leonardo®
- SAP NetWeaver®
- SAP Business Suite
- SAP Customer Experience
- SAP® Business Objects™
- *and others ...*

Infrastructure

- SLA based
- Secured client network
- 54 global regions (more than any provider) across 140 countries

Managed Services

- One-stop-shop support
- SAP Operation and Basis administration including SAP HANA
- Global operations support (onsite + offshore)
- 24x7 management and help desk

Our integrated Azure consulting services

Deloitte’s Azure team brings the breadth of services and depth of resources that enable us to help you keep pace with change, regardless of your challenges and opportunities.



Analytics + AI

Template-driven analytics to drive rapid business insights



Intelligent edge + IoT

Industry-aligned use cases and best practices for leveraging turnkey IoT



Azure Hybrid Cloud

Predefined architectures, best practices and use cases for Azure stack hub, Azure VMWare services, and Azure edge scenarios



SAP S/4HANA on Azure

Next-generation SAP platform leveraging the power of cloud



Application Modernization

App modernization approaches to address app transformation



Deloitte Cloud Accelerator (DCA) for Azure

Predefined core services, automation and reference architecture components critical to operating in Azure at scale

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