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Selective Transformation

Enable a Kinetic Enterprise™ by rapidly and strategically upgrading your SAP® ERP, powered by Google Cloud

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There are no time-outs in business. Change and disruption will keep coming, and your business will need to keep going. Given those realities, how can you transform the enterprise effectively with minimal disruption and maximum impact? For many organizations, a true “start from new” greenfield transformation of core systems is an unrealistic goal. At the same time, a brownfield approach may not go far enough, leaving your business potentially a step behind your competition. But what if there were a third option that allowed you to get the best of both worlds?

Selective Transformation

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Enhanced evolution

Flexible and focused on value

Help for the transformation journey

Savings with Selective Transformation

Potential benefits with Selective Transformation

Why Deloitte?

Let's talk

Enhanced evolution

Selective Transformation from Deloitte provides a rapidly deployable solution that can help you accelerate transformation and enable a “built to evolve” Kinetic Enterprise—leveraging the power of Google Cloud.

Think of Selective Transformation as a super-enhanced brownfield solution for your current SAP® ECC environment—one that does not require you to start from square one when it comes to transformation. That’s nontrivial for organizations that are loaded down with technical debt—customized code, legacy systems, and obsolete data. Why move all those resources if they won’t be useful, especially in a new digital core ERP environment—where simplified, streamlined processes and intelligent capabilities drive value?

Identify. Selective Transformation uses advanced analytics, artificial intelligence, and other advanced tools to identify the data, applications, and processes that matter most in your business—the ones that actually drive value through efficiencies, service, growth, and insights to support decision-making. Leveraging Trufa—a powerful Deloitte AI-based tool that uses advanced analytics and machine learning to analyze transaction data—Selective Transformation generates heat maps and value maps, to pinpoint the resources that you are actually using and that can support your evolving business needs.

Defining your transformation

Selective Transformation can enable your organization to rapidly upgrade your SAP ECC system to SAP S/4HANA®—moving the relevant data and processes that matter most to your business, leveraging AI capabilities, Google Cloud technology, and value-focused transformation services from Deloitte.

Enhanced evolution

Move. Deloitte's Selective Transformation solution then applies additional AI tools and intelligent automation to move the value-focused assets it has identified into a new SAP S/4HANA digital core ERP environment running on Google Cloud. It's a "single click" approach that can help reduce the need for your organization to handle many of the technical tasks that typically come with a systems migration or upgrade.

Activate. With Selective Transformation enabled with help from Deloitte, you get the potential benefits of SAP S/4HANA—such as a modern, standardized ERP, industry leading practices, streamlined and simplified processes, centralized finance capabilities, a single source of the truth for transactions, and real-time insights. You also get the potential benefits of Google Cloud and the advantages that come with cloud—such as reduced total cost of ownership, instant access to innovation updates, simplified IT, security, and scalability.

Extend. Potential benefits do not end there. Because Selective Transformation involves Google Cloud, Deloitte can help you rapidly integrate your new SAP S/4HANA on Google Cloud solutions with additional capabilities from Google. For example, you can more readily pull in insights from Google Ads to enrich sales and marketing insights to support decision-making. Or you can use Google Maps for location-based services, Android for mobile workforce applications, and Google Analytics for additional layers of insights. You can do it all in an integrated fashion—connecting transactions and insights more seamlessly, within a unified environment.

Kinetic Value

Selective Transformation supports a more Kinetic Enterprise—a "built to evolve" enterprise capable of responding at the pace of disruption, operating with a clean core, cloud, intelligent capabilities, and an extended ecosystem of capabilities.

Selective Transformation

Flexible and focused on value

Selective Transformation is designed to do the heavy thinking and the heavy lifting to:



Understand your ERP processes



Reimagine and reinvent your business processes



Move your SAP® core to the cloud

And through it all, it helps transform only the data and resources you need, leaving behind legacy data and systems. The end result? A transformation that supports a more Kinetic Enterprise—a “built to evolve” enterprise capable of responding at the pace of disruption, operating with a clean core, intelligent capabilities, and an extended ecosystem of capabilities.

What’s more—it’s not a one-size-fits-all approach. It provides flexibility, with multiple options, potential transformation paths, and service levels to help you achieve enterprise-specific transformation objectives.



Selective Transformation

Help for the transformation journey

Deloitte provides a host of critical services in each stage of the Selective Transformation journey—and even before it begins. We can help you with needs across the entire “advise, implement, run” spectrum, including:



Assessing your current environment and needs



Managing design and deployment of SAP Fiori® apps



Coordinating with teams and functional areas to prepare for and support transformation, including change management



Making the business case for Selective Transformation



Integrating additional SAP technologies, including SAP® Ariba® procurement solutions, SAP® SuccessFactors® workforce solutions, and SAP® Customer Experience solutions



Providing cloud managed services to reduce burdens on your organization



Identifying and prioritizing critical areas and actions



Maximizing the security setup for your new SAP S/4HANA on Google Cloud environment

Selective Transformation

Savings with Selective Transformation

Many factors often delay an enterprise from going forward with a transformation. Time and costs are two of them. Deloitte's Selective Transformation program can help address both.

Time. With Selective Transformation, your organization can be up and running with SAP S/4HANA on Google Cloud in potentially as little as 16 weeks. Compare that to the year-long transformation journey that is typical for many organizations

Costs. For a limited time, Google Cloud will provide incentives and discounts to help organizations fund their Selective Transformation journey including, potentially:



Cover most cloud migration costs for most SAP lift & shift scenarios




No Double Infrastructure Cost by providing infrastructure credits for your SAP landscape

Note: Terms and conditions may apply.





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Potential benefits with Selective Transformation


 Accelerate and right-size the transformation journey


 Reduce technical debt

 Reduce time, labor, and costs often associated with transformation


 Rapidly enable a modern digital core ERP running in the cloud


 Streamline and simplify your business and IT landscape


 Access data-driven insights instantly, to drive real-time business actions


 More easily deploy intelligent tools and advanced capabilities for running your business

 Scale and innovate more readily

 Pivot rapidly to address new waves of disruption

 Extend the power of SAP and Google Cloud solutions with a more integrated, interoperable, unified environment

 Reduce transformation risks with a targeted, data-driven approach for upgrading systems

 Elevate security and accelerate virtual consolidation of data centers, supported by Google Cloud's purpose-built infrastructure and network

Why Deloitte?

When it comes to enterprise transformation, cloud, and SAP technology enablement, Deloitte can serve as a trusted adviser —working effectively as an extension of your team.

We do more than help you deploy technology. We help you activate disruption-ready, built-to-evolve Kinetic Enterprise capabilities across all facets of your business. In addition to industry-specific transformation specialists, we also bring along specialists in data, analytics, human experience, finance, procurement, supply chain, change management, and more—to help align your transformed business processes with new solutions and help you make an impact that matters.

There are plenty of reasons why working with Deloitte can make sense for your organization. Here are a few of them.



Highest recognition from SAP

- SAP S/4HANA Partner of the Year—Large Enterprise (2016, 2017, 2018, 2020)
- SAP S/4HANA Cloud Partner of the Year—Large Enterprise (2020)
- Inaugural Digital Partner of the Year (2019)



Cloud strength

- Reigning Google Cloud Global Services Partner of the Year (2017, 2018, 2019)
- Recognized Google Cloud Managed Services Provider with six Google Cloud specializations, including Data Analytics, Marketing Analytics, Security, Machine Learning, Cloud Migration and Infrastructure
- Gartner Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services (2020)¹
- IDC MarketScape Worldwide Industry Cloud Professional Services Vendor Assessment (2019)²



30-year relationship with SAP, including a lengthy history of co-innovation



Global reach, with more than 25,000 business and technology professionals focused on SAP solutions



Deep industry-specific experience



Extensive track record of delivering on time and on budget

Selective Transformation

Let's talk

If transforming your enterprise fast and effectively—and building it to evolve—is a priority for your organization, we should talk. We can provide a demo of the Selective Transformation process, share additional transformation insights, or discuss a specific challenge your organization is facing. Contact us to get the conversation started.

1. Gartner, Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide, Craig Lowery, To Chee Eng, Scot MacLellan, Ross Winsler, Brandon Medford, 4 May 2020
2. IDC MarketScape: Worldwide Industry Cloud Professional Services 2019 Vendor Assessment by Zachary Rabel, July 2019, IDC #US44483719

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