

Deloitte.

| **aws**

Deloitte and AWS:
Your potential is
our purpose

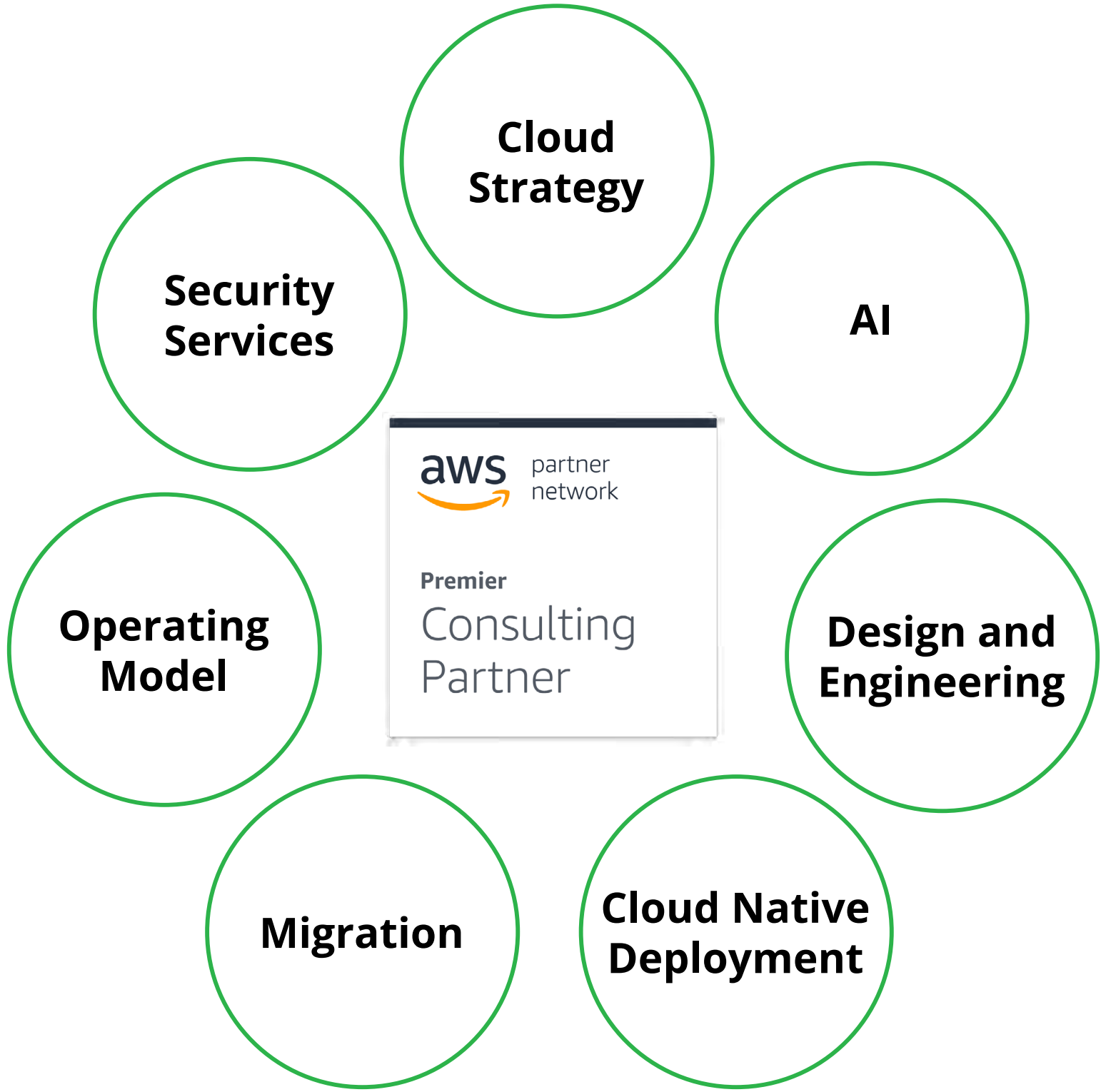


Premier Partner with AWS

Deloitte’s understanding of industry issues, together with the innovation engine that is AWS, forms a unique combination of global business transformation experience and market-leading technology that help you drive maximum value and impact with business solutions that build tomorrow’s innovations.



Deloitte’s AWS Capabilities



Key Highlights



Extensive Experience
Extensive experience delivering global cloud/infrastructure programs for a range of industry sectors



Deep Expertise
Deep expertise in human factors (change, training, onboarding, adoption) and cloud financials, governance and operating model expertise



Credits and Rebates
Credit available through AWS to be used towards certified partner fees of cloud infrastructure spend; Additional rebates available through resell licensing programs



Minimum Viable Landing Zone
Help build Minimum Viable Landing Zone free of cost

Deloitte and AWS relationship at-a-glance

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	2020	2021	2022	2023	2024
Deloitte Awards	<ul style="list-style-type: none">• Deloitte UK and Ireland “Innovation POY 2020”• Deloitte Portugal “Big Data and Analytics POY 2020”• Deloitte South Africa “AWS Rising Start POY 2020”• Deloitte US “Public Sector Most Customer Obsessed POY 2020”• Deloitte AU and Ns “APN Customer Experience and APN GSI POY 2020”• Deloitte China “Big Data POY 2020”	<ul style="list-style-type: none">• Deloitte US “GSI Migration POY 2021”• Deloitte US “Public Sector” Best Migration Solution 2021”• Deloitte SE Asia “AWS GSI POY 2021”• Deloitte ANZ “POY 2021”• Deloitte “Top SAP Growth Partner 2021”	<ul style="list-style-type: none">• Deloitte “Global Public Sector POY 2022”• Deloitte EMEA “AI/ML POY 2022”• Deloitte North America “GSI POY 2022”• Deloitte Canada “GSI POY 2022”• Deloitte APJ “Sustainability POY 2022”• Deloitte AU and NZ “Data and Analytics POY 2022”• Deloitte LATAM “Security POY 2022”	<ul style="list-style-type: none">• Deloitte Global “GSI Data and Analytics POY 2023”• Deloitte Global “GSI Security POY 2023”• Deloitte Benelux “GSI POY 2023”• Deloitte APJ “Public Sector POY 2023”• Deloitte Benelux “GSI POY 2023”• Deloitte ANZ “Public Sector POY 2023”• Deloitte GCR “Innovation POY 2023”	<ul style="list-style-type: none">• Deloitte Global “Security Global Consulting POY 2024”• Deloitte Global “GenAI Consulting Partner of the Year POY 2024”• Deloitte Global “State or Local Government Consulting POY 2024”• Deloitte Global “Healthcare Consulting POY 2024”• Deloitte EMEA “Industry Partner of the Year - Healthcare and Life Sciences POY 2024”• Deloitte EMEA “Consulting POY 2024”• Deloitte EMEA “Industry Partner of the Year - Energy and Utilities POY 2024• Deloitte NAMER “Public Sector Consulting POY 2024”• Deloitte NAMER “Consulting POY 2024”• Deloitte NAMER “Social Impact POY 2024”• Deloitte GCR “Collaboration POY 2024”• Deloitte ANZ “Consulting PoY”

DELOITTE GLOBAL CAPABILITY

- 19,000+ Certs – Foundation, Associate, Professional and Specialty
- 3,000+ Customer Launches
- AWS Premier Services Partner
- AWS Managed Service Provider
- AWS Well Architected Partner
- AWS Solution Provider
- AWS Public Sector Partner
- AWS M&A Advise

ACHIEVED SERVICE DESIGNATIONS

- Cloud Formation Delivery
 - Glue Delivery
 - GovCloud Delivery
 - IoT Analytics Delivery
 - IoT Core Delivery
 - Lambda Delivery
 - Outposts Ready Product
 - Transfer Failly Delivery
 - WAF Delivery
 - API Gateway Delivery
 - CloudFront Delivery
- Connect Delivery
 - DynamoDB Delivery
 - EC2 Systems Mgr Delivery
 - EKS Delivery
 - EMR Delivery
 - MSK Delivery
 - Redshift Delivery
 - Config Delivery
 - Security Responder
 - System Manager Delivery
 - Relational Database Service Delivery

ACHIEVED SERVICE DESIGNATIONS

- Data and analytics
 - DevOps
 - Financial Services
 - Healthcare
 - Manufacturing Industrial SW
 - IoT
 - Mainframe Migration (C)
 - Mainframe Migration (T)
 - Migration and Modernisation
 - Lvl 1 MSSP
 - Networking
 - Retail
 - SAP
- Government
 - Security
 - Automotive
 - Travel and Hospitality
 - Life Sciences
 - Machine Learning
 - Migration
 - ML - Conversational AI
 - CloudOps
 - Energy
 - Digital Soverihnty
 - Generative AI
 - Teleom
 - Resilience

We help our clients via a range of offerings and capabilities in AI at scale

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AI STRATEGY

From Aspiration to Transformation

Set AI ambition for the enterprise and its businesses, and make choices on where to play, how to win, and capabilities, and lay out a roadmap and key investments



AI ENGINEERING

From BI to AI

Engineer and Leverage AI and Advanced Analytics platforms, tools and techniques to enable insights at the speed of the business



SCALING AI / Gen AI

PoC to Industrialization

Build and Deploy ML/LLM models from PoCs to production and manage MLOps / LLMOps



AI DRIVEN AUTOMATION

From Routine to Re-imagined

Redesign and automate business processes by leveraging RPA, Computer Vision, NLP, NLG and ML



VALUE REALIZATION

From Data to Dollars

Increase revenue, expand margins, and improve compliance and customer engagement through insights and predictions using Gen AI/AI/ML, Advanced Analytics, Design Thinking and Visualization

AI COEs

Standup and scale your AI Centers of Excellence to design, build and deliver robust AI products and packaged business Insights

Vision AI

Making Vision AI industrialized and repeatable across varied use cases

Conversational AI

Improve stakeholder engagement by replacing high-volume service requests with voice- and text-based conversational user interfaces

Predictive Analytics and Insights

Deliver precise insights to fuel and enable data-driven decisions

Strategy, Op Model, and Technology

Define the enterprise AI strategy, capability priorities, operating model, and technology platform architecture

Edge AI

Assisting clients to modernize their data ecosystems to handle multi-variate and streaming data, and to develop and deploy ML models at scale

Unlimited Reality

Helping clients harness next generation strategies, tools, and technologies to create and connect virtual worlds

Tailored AI Solutions

Prototype, scale, and monitor custom AI and analytics solutions, capabilities and tools that address sector and domain specific issues



Some key AI credentials

We deliver innovative engagements to help our clients incorporate Artificial Intelligence in their respective industries and business domain



Advancing AI and Fintech Capabilities in Financial Institutions

Central Banks and Large Banks across Africa

Deloitte conducted workshops and masterclasses for African financial institutions to enhance their understanding of FinTech and AI. Key sessions covered:

- Overview of Fintech.
- Board-level understanding of AI technologies.
- AI applications in banking.



AI Governance

Large bank in West Africa

Deloitte collaborated with a leading bank to develop a comprehensive AI Policy:

- Incorporated global best practices, including guidance from the EU AI Act, to ensure robust AI governance.
- Integrated key elements such as: Ethical AI principle, Regulatory compliance, Strategic oversight.
- This policy ensured the client is well-positioned to adopt AI responsibly.



Adoption and Change Management (ACM)

Financial Holding Company in Africa

Deloitte facilitated a training for the employees explaining in detail the following:

- The AI Ecosystem - Creating an ecosystem of talent with the right balance of business and technical skills.
- The Journey to AI Maturity.
- Risks and Ethical Considerations while using AI.



Digital Banking Assistant (DBA)

Large banks across Africa

Deloitte developed an AI Banking Assistant solution to transform financial services in Africa by offering a virtual assistant which can provide end-to-end banking services and accessible through Website, WhatsApp, and other digital channels. Capabilities include:

- Personalised 24/7 customer support availability.
- Efficient transaction handling.
- Comprehensive account management.
- Card and loan management services.



AI Strategy

Organisations across various sectors

Deloitte has been instrumental in advancing AI strategy across various sectors. For these engagements, we took a comprehensive approach and:

- Evaluated existing AI capabilities to establish a baseline for strategic development.
- Identified and prioritised AI use cases that align with organisational goals for focused impact.
- Crafted tailored strategies and roadmaps to guide organisations towards sustainable growth and innovation.



Board-Level Capacity Building in Data Analytics and AI for Anti-Money Laundering (AML) Compliance

Large banks across Africa

Deloitte delivered board-level trainings with the following objectives and outcomes;

- Delivered a tailored training session for board members on the strategic role of Data Analytics and AI in combating money laundering.
- Explored real-world use cases of AI in transaction monitoring, risk detection, and regulatory compliance.
- Strengthened board oversight by highlighting governance, ethical, and regulatory considerations in AI adoption for AML.

Some key AI credentials

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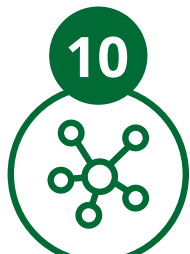


Enhancing Safety with Computer Vision

Multinational mining and metals processing company

Deloitte partnered with a mining client to explore the use of computer vision for safety and operational improvements. Some key activities included:

- Co-developing nine safety use cases with engineering and health and safety teams.
- Analysing 30+ days of footage from 11 cameras to build a unified user interface for incident review and action.



AI Center of Excellence (CoE)

Large Oilfield services provider

Deloitte established an AI Center of Excellence (CoE) to drive value across the client's organisation by:

- Setting up enterprise AI governance and delivering forecasting models for finance operations.
- Educating leadership and expanding AI/ML use cases through workshops and a structured intake process.
- Scaling GenAI adoption with ongoing implementation, user testing, and robust MLOps support.



AI Innovation Lab Implementation

International Government Organisation

Deloitte advanced the client's AI Innovation Lab by:

- Delivering an AI Act regulatory outlook and establishing a governance framework for compliance.
- Implementing a GenAI assistant using Azure resources to enhance productivity and security.
- Driving organisation-wide AI enablement through targeted workshops and educational content.



Integrated System Model

Multinational mining and metals company

Deloitte supported an iron ore mining client to assess supply chain strategies and throughput using an Integrated System Model. Some key activities included:

- Built a model to assess supply chain, maintenance, and decarbonisation strategies.
- Delivered a self-service simulation app, cutting maintenance scheduling from 6 weeks to 24 hours.
- Trained client teams and centralised project resources.



Controlled Document AI Assistant

Large oil and gas exploration and production company

Deloitte enhanced controlled document management for the client by:

- Integrating a Generative AI accelerator to improve search across ~600,000 operational and engineering documents.
- Delivering a chat-based AI solution for over 1,000 users, boosting search accuracy and user experience.
- Streamlining information retrieval, reducing manual effort and decision-making time.



AI Governance and AI Risk Management Advisory

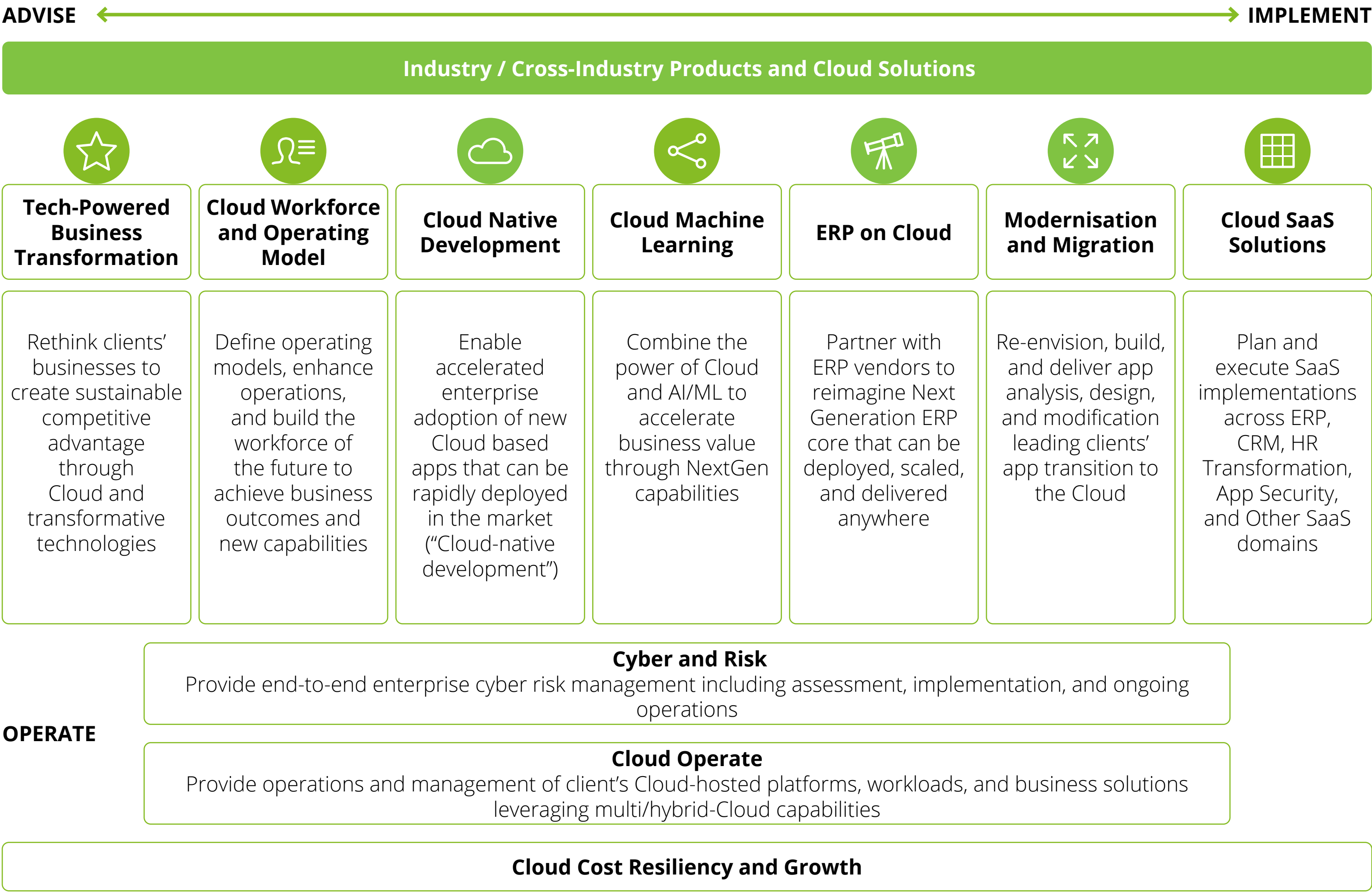
Large bank in Europe

Deloitte enhanced the client's AI governance and risk management by:

- Assessing and strengthening organisational and technical AI governance structures in line with EU AI Act requirements.
- Developing a comprehensive AI risk management process, including risk identification tools, controls, and a prototype for model monitoring.
- Delivering training, best practice research, and practical frameworks to ensure compliance and build internal capability.








Cloud Expertise | Our Capabilities

Deloitte is driving a differentiated business-first approach through Integrated Offerings bringing together Cloud, transformative technologies and business insights to deliver value.



ADVISE ← → IMPLEMENT

Industry / Cross-Industry Products and Cloud Solutions

						
Tech-Powered Business Transformation	Cloud Workforce and Operating Model	Cloud Native Development	Cloud Machine Learning	ERP on Cloud	Modernisation and Migration	Cloud SaaS Solutions
Rethink clients' businesses to create sustainable competitive advantage through Cloud and transformative technologies	Define operating models, enhance operations, and build the workforce of the future to achieve business outcomes and new capabilities	Enable accelerated enterprise adoption of new Cloud based apps that can be rapidly deployed in the market ("Cloud-native development")	Combine the power of Cloud and AI/ML to accelerate business value through NextGen capabilities	Partner with ERP vendors to reimagine Next Generation ERP core that can be deployed, scaled, and delivered anywhere	Re-envision, build, and deliver app analysis, design, and modification leading clients' app transition to the Cloud	Plan and execute SaaS implementations across ERP, CRM, HR Transformation, App Security, and Other SaaS domains

OPERATE

Cyber and Risk
Provide end-to-end enterprise cyber risk management including assessment, implementation, and ongoing operations

Cloud Operate
Provide operations and management of client's Cloud-hosted platforms, workloads, and business solutions leveraging multi/hybrid-Cloud capabilities

Cloud Cost Resiliency and Growth

Some key cloud credentials

We assist in our client’s cloud transformation journey in their respective industries and business domain ensuring they can adopt and scale in the cloud.



Cloud Migration Strategy and Modernisation Roadmap project

Leading Financial Institution in West Africa

The client intended to evaluate its on-premises application landscape and prioritise its migration to the public cloud. Deloitte conducted a thorough assessment and generated recommendations for workload/cost optimisation opportunities.



Landing Zone Deployment Project

Leading Financial Institution in West Africa

The primary objective of the project was to design and build a secure, scalable and well-architected multi-account landing zone on Amazon Web Services (AWS) to enhance the client’s service delivery to the public and drive process efficiencies by leveraging modern cloud technologies. Deloitte was able to develop a fully functional, Enterprise grade Landing Zone using AWS Control Tower.



Cloud Readiness and Migration Strategy Project

Leading Insurance Institution in West Africa

The client engaged Deloitte for the evaluation of its on-premises applications and corresponding infrastructure landscape with the aim of improving their customer service delivery. Deloitte employed a comprehensive assessment methodology, combining automated tools like AWS Migration Evaluator with manual discovery techniques like stakeholder interviews and workshops.



AWS Backup and Restore Leveraging AWS S3 (Cloud) and Commvault (On-Prem)

Leading oil and gas institution in Africa

The client’s impressive growth in users and data has driven significant operational expansion. However, this expansion necessitated a more efficient and effective approach to managing infrastructure, particularly regarding data backup and recovery. Deloitte was able to create more robust, efficient, and effective backup and restore solution using AWS S3 thereby minimizing downtime and ensuring business continuity.



Data Center Application and Infrastructure Assessment, Vendor Selection and Project Management

Financial Institution in West Africa

The client required assistance with the migration of their data center operations to the cloud and reached out to Deloitte to provide support with the revalidation of their cloud readiness, their vendor selection process, and overall project delivery management to enable them achieve a seamless, efficient and scalable cloud infrastructure for their business needs.



IT Due Diligence

Organisations across various sectors

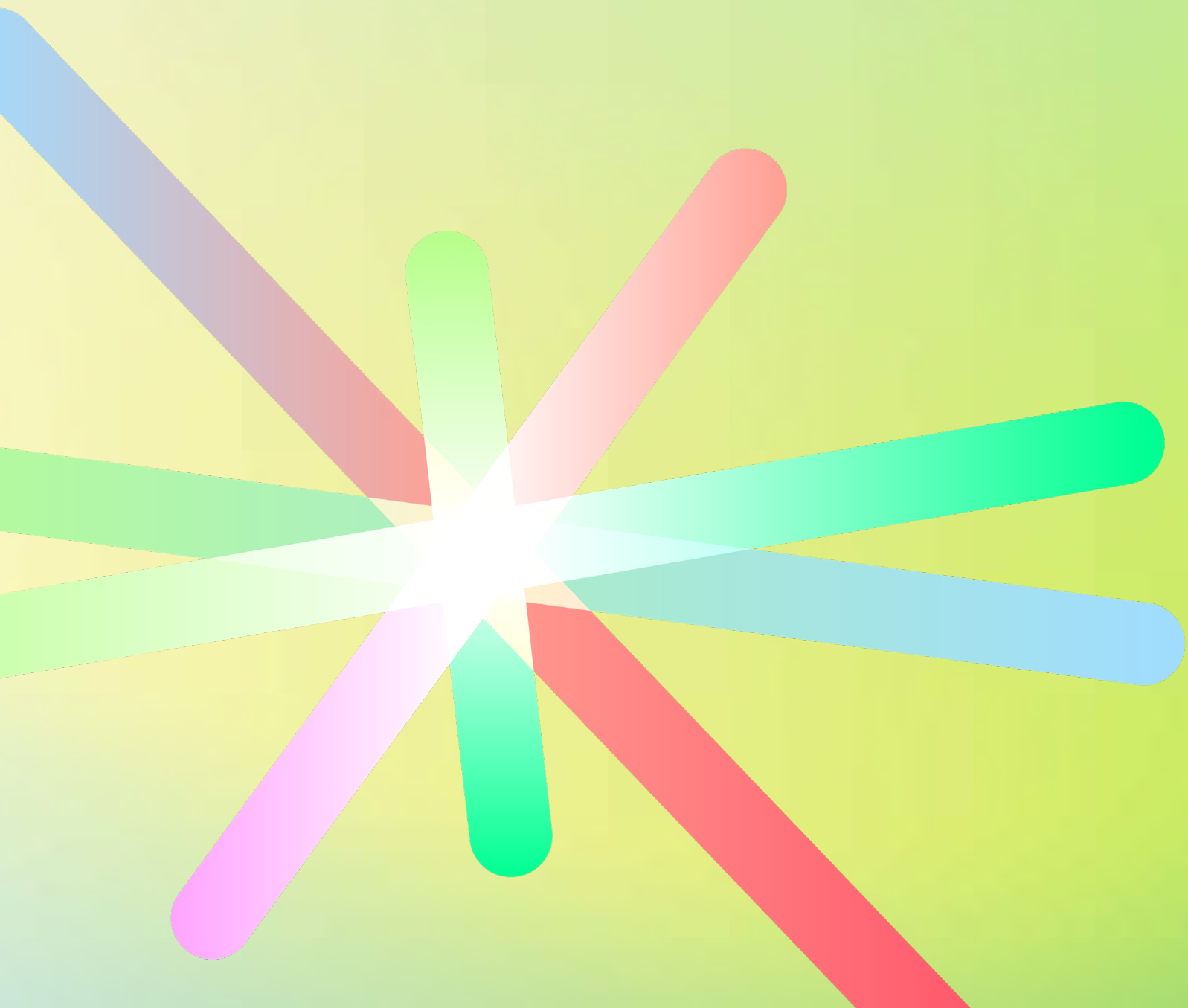
Deloitte evaluated various organisation’s digital landscape, encompassing both its technology infrastructure and information security posture. The IT Due diligence analysed the functionality and scalability of the client’s technology, examined the adequacy of security policies, procedures, hardware, software and human capital and provided recommendations to improve the client’s IT capabilities across technology infrastructure, system security and digital capacities.

Deloitte – AI and Cloud Leaders in Africa and Beyond

Being global is important but, it is through local relationships, knowledge, and experience – including culture, language, and understanding of the regulatory and compliance landscape – that Deloitte delivers value to clients.

Our African footprint

On the African continent, Deloitte has a physical presence in 34 of the 51 countries that it services. Our vast footprint of the integrated Deloitte Africa spans 15 countries, including Botswana, Burundi, Ethiopia, Ghana, Kenya, Malawi, Mozambique, Namibia, Nigeria, Rwanda, South Africa, Tanzania, Uganda, Zambia and Zimbabwe, across 27 offices and cities.

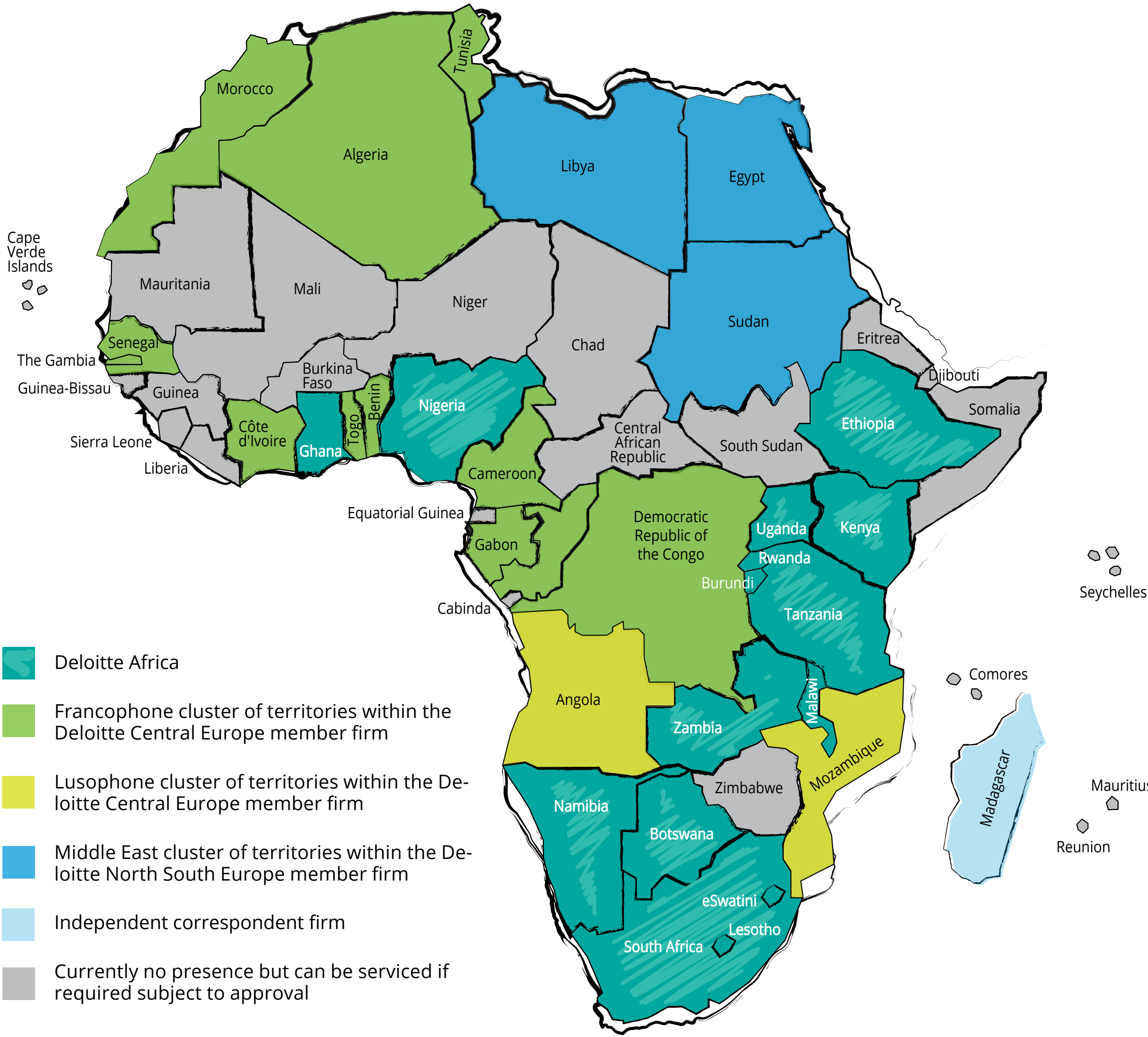


10K+
Global AI, Data and Automation Professionals

\$2.2B
Global AI, Data and Automation Revenue

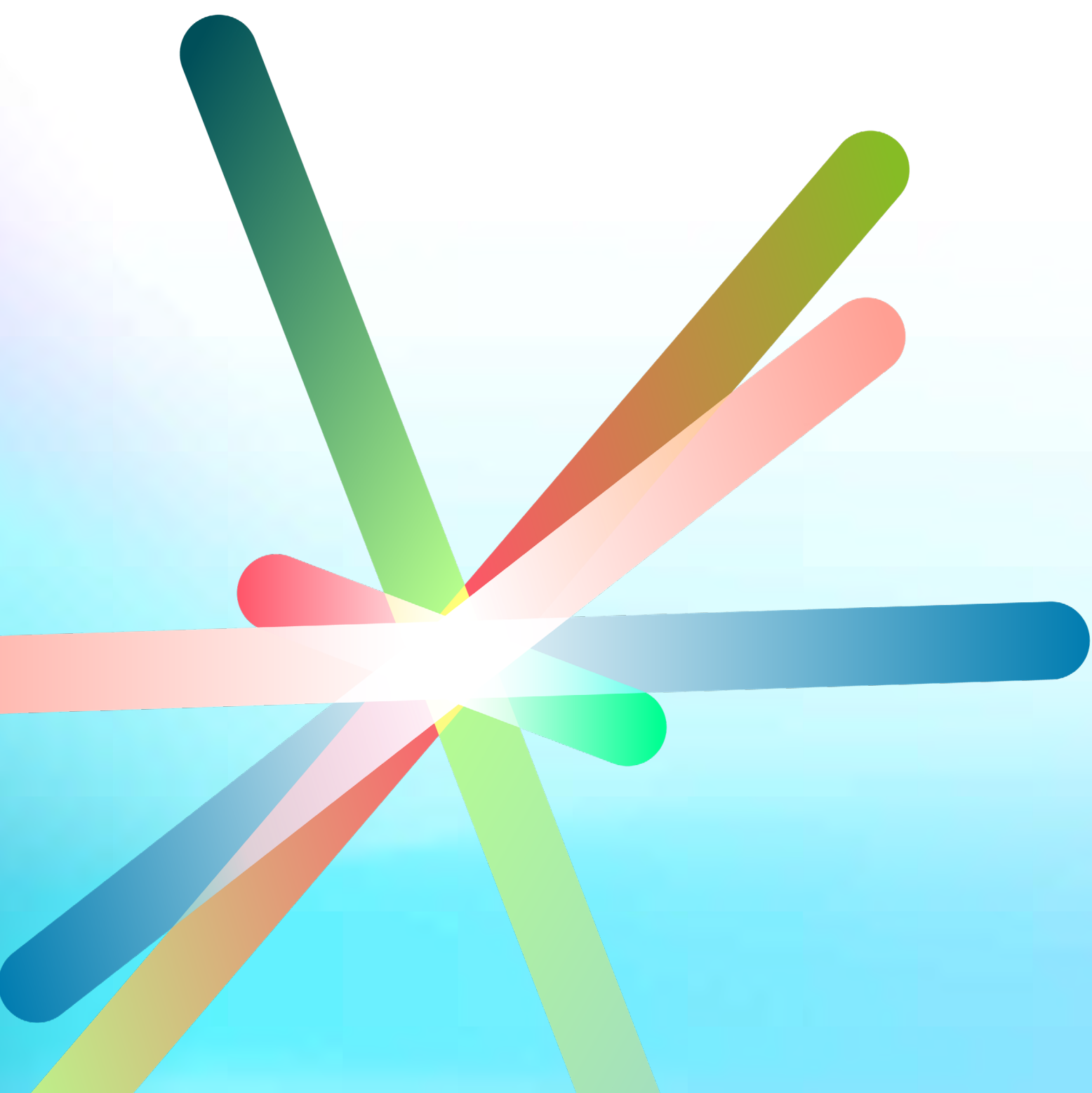
22
Delivery Centers in Global Delivery Network

\$4.0B
Global Investment in AI, Data, Automation, Cloud, and Cyber



Why partner with us?

We are uniquely positioned to partner with you to accelerate your AI and Cloud ambitions. By combining our knowledge, leading accelerators, deep industry expertise, thought leadership, and well-established partnerships we can help you deliver on your FY26 goals and beyond.



AI Experience and Delivery Capability

We have successfully implemented 1,000+ Generative AI implementations globally and have access to global team of 37,000+ AI practitioners to help implement and roll-out use cases across all your operations.



Industry Expertise

Our capability is powered by professionals with deep operational experience across diverse industries. Their expertise spans core systems, business processes, and the full value chain, including supporting and enabling functions.



Thought Leaders in AI and Cloud

Deloitte's innovative thought leadership will provide you with access to market-leading research into the current state and future of industries, sectors, markets and client issues, to solve the most technological problems of tomorrow.



Assets and Accelerators

Our Software, Architecture Patterns and Approaches are tried and tested to support you in accelerating delivery without starting from scratch or overlooking good foundations around responsible guardrails and scalability.



Investments and Value-adds

Together with our commercial offer, we have a range of value adds that we believe are purposefully aligned with your needs and the opportunity to support you in achieving objectives with AI and Cloud.



Get in touch



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