



Simplify your cloud transformation while leveraging your existing ERP investment

Companies heavily rely on their enterprise resource planning (ERP) systems to manage their finances and business operations, although management typically takes a hands-off approach as long as the system is working. But for those who are still depending on legacy ERP, the “if it isn’t broken, don’t fix it” approach may not cut it for much longer.

With Oracle’s significant investment in both its Oracle Fusion Cloud Applications Suite and Apps Unlimited program, the company is now able to provide its clients with two viable and flexible options to support their evolving business needs without a firm product end-of-life date. But by moving to Oracle Cloud—a modern, secured, cloud-based ERP—in a way that minimizes risks and costs, cloud adopters can quickly expand their benefits: automation and analytics.

Companies should start their transition planning now. And there are good reasons to do so. Transitioning to a modern, cloud-based ERP that adapts to your changing needs can improve your business performance and give your team the ERP experience they deserve.

Time is of the essence. Although companies can be reluctant to take on such a major project, deferring a move to the cloud will have consequences. If they sit on the sidelines, their existing ERP becomes a stranded asset, receiving only mandatory updates from the vendor. They'll be forced to work around their core systems or to custom-develop their capabilities to meet business needs—only to end up throwing away those investments when they're left with no choice but to move to the cloud. To make things worse, poorly managed cloud migrations can take years to complete and be fraught with cost overruns, causing opportunities to “do things differently this time” to be missed. And, of course, these all contribute to a negative employee experience.

We think there's a better way. As one of Oracle's leading global systems integrators for cloud application services, Deloitte can show you how to free up your team's capacity, support your team's growth, design a new solution, execute a high-impact plan for your cloud transition, provide a sustainment model to reduce costs and increase adaptability, and preserve the investment value of your ERP platform over the long term.

To achieve these objectives, Deloitte is pleased to introduce the **Deloitte's Oracle Operate to Transform** program. It incorporates 3 phases of execution on your digital transformation journey:



Legacy ERP takeover

Deloitte will take ownership of support for your legacy ERP platform to enable your team's capacity to upskill, address foundational issues, and prepare for the planning and execution of a successful cloud migration.

ERP cloud modernization

We'll engage our proven cloud migration methodology and work with you to modernize your platform, focusing on the changes that meet your current business priorities. Our approach will be tailored to the urgency of your needs, availability of resources, and ability to adopt change.

Sustainment model

We will use our proven Operate methodology to stabilize the application and work with you to drive continuous improvements and innovations. We'll manage the Oracle releases and use automation to perform regression testing so that you can focus on trying new release features.



Deloitte's Oracle Operate to Transform

Companies that migrate to Oracle Cloud ERP using this approach could see an estimated 20% in savings vs. the traditional approach.

Cost reductions

Lower risk

Best-in-class ERP

Lines up to implementation

Your digital transformation journey with Deloitte's Oracle Operate to Transform



Operate legacy ERP

- Data cleanup
- Cybersecurity
- Cloud assessment
- Process improvements
- Tax services
- Analytics and automation
- Onboarding transformation team
- ESG Lab

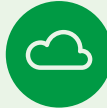
2-4 years



Implementation

- User stories
- Design and development
- Testing
- Training
- Conversion and deployment
- Hypercare

1-2 years



Operate in cloud

- Cloud incident and problem management enhancements
- Application monitoring and analytics
- Service reporting
- Continual improvement
- Faster stabilization and value realization via greater user adoption

4-8 years

Operate legacy ERP



Key activities

- Onboard support services of the legacy ERP
- Incorporate best practices and processes to elevate service levels
- Assess and cleanse baseline data
- Conduct a cloud migration review to assess the benefits of your environment and develop a business case and road map
- Perform a cyber-risk assessment of your current environment
- Review payroll optimization
- Examine existing configuration and business processes to identify potential short-term areas for improvement
- Provide a tax evaluation of current IT budget allocation
- Attend an ESG education and strategy session

Challenges we help you address

- Management of existing resources and capacity for a complex migration project while sustaining the current platform
- Forecast and budget for the capital cost investment for the ERP modernization
- Lack of an integrated improvement and innovation program tailored to your unique business needs
- Need for an education program about the complexities of cloud implementation

Opportunities we help you uncover

- Identification of areas for business process optimization
- Leveraging synergies between business units
- Knowledge of automation and industry best practices
- Evaluation and modernization of your current cybersecurity infrastructure
- Value maximization of the latest features relevant to your business

Benefits for you

- Improved planning, scheduling, and forecasting for the business
- Recruitment of high-demand talent with a global network
- Increased cybersecurity awareness and protocols
- Upskilling for your current workforce to become Oracle Cloud-certified as well as experienced subject-matter professionals and champions of assigned functional areas
- Flexible fee structure
- Enhanced cash flow by maximizing tax benefits between operational and capital expenditures
- Access to a global community of Deloitte clients on similar journeys

Proposed duration of Operate Legacy ERP phase: 2-4 years
(execution time tailored to your needs based on your custom path to cloud)



Operate legacy ERP



Implementation



Operate in cloud

Implementation



Key activities

- Collaborate with business stakeholders to uncover their needs and business problems
- Bridge the gap between the IT and business units
- Provide a business assessment, project blueprint, implementation road map, risk assessment, and resource and budget plan
- Plan scenarios that align with desirable business outcomes
- Assign project management teams with recurring status reports

Challenges we address

- Transparent understanding of current enterprise IT environment
- Current application support landscape and health assessment
- Budget overruns and fluctuating costs
- Business stakeholders' expectations

Opportunities we help you uncover

- Business process optimization
- Robotics process and automation
- Growth and innovation
- Support to upskill and train existing team members on Oracle Cloud

Benefits for you

- Top Canadian talent skilled in cyber, tax, and ESG matters working with your teams
- Centralized and dedicated team in a talent-constrained market assigned to your project
- Continual improvement through leveraging global client and industry best practices for R&D
- Cloud application learning and development opportunities provided for your current workforce
- Integrated innovation plan for modernizing your current ERP system
- The Deloitte and Oracle Alliance relationship
- Contract and renewal support from Deloitte, a leading reseller of Oracle
- Dedicated, skilled, and experienced Canadian team to plan, implement, and sustain a complex ERP platform with a single source of truth for data
- In-house finance, supply chain, HR, and IT teams enabled to focus on core business functions and the end-user experience
- De-risking of key aspects of large technology transformation programs (e.g., data, custom development, integration) with the support of global resources
- Use of Deloitte assets such as Ascend and Command Center

Proposed duration of Implementation phase: 1-2 years
 (execution time tailored to your needs based on your custom path to cloud)



Operate in Cloud - Cloud Sustainment Centre of Excellence



Key activities

- Provide extended hours of support in more than 13 languages
- Share an on-demand cloud environment that will align your ESG initiatives and sustainable development goals (SDGs)
- Onboard and train a dedicated business support team

Opportunities we help you uncover

- Short, effortless procurement process
- Reliable and sustainable end-user service
- Global network of experienced and skilled talent
- Identification of areas for improvement, automation, and innovation
- Best practices, industry blueprints, and cases for solution development

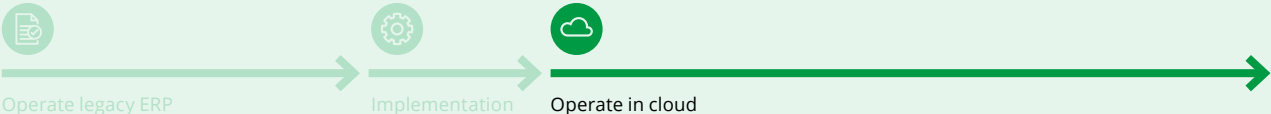
Challenges we address

- Rising costs of licensing and maintenance
- Impact of supply shortages in hardware products and IT equipment
- Finding and retaining top talent who will maintain service quality
- Business planning, scheduling, and forecasting

Benefits for you

- Agile, secure, and sustainable hybrid work model
- Opportunities for continual improvement through tax benefit programs
- Identification of key differentiators in your organization to create a competitive advantage
- Release Management planning
- Automated Regression Testing
- Continuous improvements
- Environment planning and management
- Deloitte's proprietary OperateEdge™ tool that provides operational insights, and automates critical workflows
- Rated by analysts as leader of managed services

Proposed duration of Operate to Cloud - Cloud Sustainment Centre of Excellence phase: 4-8 years
 (execution time tailored to your needs based on your custom path to cloud)



Deloitte
is a leader
in delivering
Oracle Fusion
Cloud Applications
Suite services

29 years
of experience
with Oracle

40,000+
Oracle Cloud
certifications

Meet the team



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D'Arcy is the Global Oracle Offering Leader and leads the Canadian Operate and Alliance team, overseeing all Deloitte Global Oracle delivery excellence. In this role, he brings extensive advisory, implementation and Operate experience with Oracle products across the major pillars, including Oracle Cloud and On-Premise ERP, HCM, NetSuite, EPM, Analytics and Technology. His experience spans multiple industry sectors, including FSI, Public Sector, TMT and Consumer Business. His overall objective is to bring the best leading-edge, innovative solutions from the Global Deloitte Oracle and Cross-Service teams working on Operate and implementation projects to enhance our client success.

D'Arcy brings over 20 years of global consulting experience and has helped multiple clients with their transformation and Operate journeys.



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Shashank is a proven leader with experience in implementing, upgrading and supporting Oracle applications across multiple industry verticals. He has led engagements for Oracle Cloud and on-premises applications. He has delivered client-specific technology roadmaps, conducted cloud assessment workshops, and driven transformation initiatives, leveraging Oracle Cloud solutions. His vast Oracle knowledge has supported clients to adopt leading application practices and yield business benefits. An innovation champion with more than 17 years of working with Oracle applications, Shashank has delivered multiple innovative solutions for clients across various industries.