



## Why Deloitte?

Discover how we can help you get the most out of your SAP® investments and position your business for the evolving digital economy.

You have plenty of options when it comes to SAP® partners who can help you get the most from your SAP investments—to help position your business for the evolving digital economy. And while the alliance between Deloitte and SAP has a long history and is widely recognized for excellence, that alone is not a reason to choose to work with us.

So why Deloitte? We believe there are several relevant and timely reasons for choosing Deloitte to help you get the most out of your SAP investment—and to begin the critical digital transformation your organization will require to meet tomorrow's business needs.

### **Ease of working together**

Clients who have worked with Deloitte know that it feels like working with an extension of their own team, not just another vendor. We keep our clients current through Run SAP-certified methodologies that are aligned with the SAP Activate innovation adoption framework, coupled with practitioners who are up to speed on the latest industry and technology trends.

### **SAP S/4HANA® and analytics depth**

SAP S/4HANA raises the bar on real-time, flexible business analytics. And Deloitte's analytics innovations have translated into results for our customers—results that wouldn't be possible without SAP HANA®. We know the importance of SAP HANA in analytics—we use SAP HANA to run our own business—and we are delivering results with our clients every day, helping them make sense of big data, develop predictive analytics, and unlock instant insights. Our SAP Partner Excellence Award for SAP HANA and Database & Technology recognizes our leadership.

### **SAP S/4HANA Enterprise Management**

Deloitte is known for its leadership on finance and CFO issues, which is one reason we're so far ahead of the pack on SAP S/4HANA®. In fact, we co-innovated in the design and testing of SAP S/4HANA Finance. And with the recent release of SAP's S/4HANA Enterprise Management solution plus our focus on supply chain and customer excellence, we are already leading the market in experience and insights on how new SAP capabilities can help drive digital transformations.

### **SAP® SuccessFactors® strength**

Analysts consistently recognize Deloitte for our global human capital leadership. Our partners recognize that leadership, too. Case in point: SAP SuccessFactors presented us with its HR Excellence Award in the Partner of the Year category. What happens when you combine Deloitte's world-leading capabilities with SAP's SuccessFactors human capital management solutions? Real, lasting performance improvement, and a more intuitive approach to HR engagement.

### **Digital capabilities**

Deloitte combines deep experience with digital resources such as SAP® Hybris®, OpenText, and SAP® Ariba® with an agency approach that can help extend the usability of solutions—by leveraging SAP Fiori®, UI5, and native capabilities. And as an SAP Hybris Partner of the Year, we are recognized for seamless solutions. We understand technology capabilities, industry demands, and customer preferences for engagement. And through the discipline we bring with our Enterprise Value approach to developing business cases and benchmarking assets, we help clients prioritize their digital needs and realize new value where it counts.

## Why Deloitte?

### Cloud strength

Cloud is here to stay. The architecture model has grown to become an important consideration for any business-and-technology strategy. Our deep experience implementing effective cloud solutions—public, private, and hybrid—gives us critical insights for guiding clients through the nuances of moving to the cloud and weaving together new cloud technology with existing systems. And our focus on the SAP HANA Cloud Platform helps us deliver agility for our clients while positioning them for future needs. Whether it's purchasing licenses through Deloitte's certified SAP gVAR alliance, or gaining access to Deloitte cloud hosting experience, we make solutions seamless. We're also recognized for excellence—with SAP awarding us the Partner Excellence Award for Cloud Services.

#### Key questions for any partner

- How can you help us grow our business?
- Do you have the depth to help us beyond implementation?
- How well do you know our industry?
- Will your team include senior leadership?
- Do you have real global reach?

### Proven quality and accountable support

When it comes to implementation, we maintain an equal focus on business process excellence and technical dexterity. The result? A reputation for quality. In fact, Deloitte has won numerous SAP quality-related awards over the past few years—including the SAP Pinnacle Award for Quality Partner of the Year. Our Application Managed Service (AMS) strength extends beyond quality implementations—to work that helps our clients innovate, realize meaningful results, and transform their businesses.

### Business value

Deloitte has always led with a value-oriented approach to solve business and technology issues. That's a winning strategy—one that aligns business strategies with implementation objectives. And our Enterprise Value Delivery method and benchmarking capabilities provide early insights into the results that can come from process improvement, technology adoption, and talent transformation.

### Focus on the future

We understand that addressing today's challenges isn't enough. New solutions must be able to keep up with tomorrow's business demands. As the customer experience, the workplace, and your business practices shift sharply into the digital realm—and as new opportunities materialize around the "Internet of Things"—you'll need solutions that can deliver meaningful results well into the future.

### Preconfigured, implementation-ready SAP solutions

We have developed more than 40 preconfigured SAP-based solutions targeting a range of industry- and issue-specific challenges. Many of these solutions have been converted to the latest SAP technologies, such as SAP S/4HANA. These solutions can be easily tailored to the unique needs of individual clients. And the solutions we deliver are tangible assets paired with relevant industry know-how—representing decades of experience, as well as focused insights on leading practices and emerging trends.

### Unparalleled depth and breadth

Think for a moment about what a digital transformation of your business will require—and all the strength Deloitte can bring to any client engagement. Finance. HR transformation. SAP HANA. Analytics. Strategy. Cloud. Mobility. You name it, and we can go there. That's a big deal in a business environment that is increasingly interconnected—pull a string and there's no telling where it will lead in the business. With Deloitte, no matter where it leads, we'll have your back.

## Let's talk:

If you want to know how Deloitte can help your SAP-related business initiatives, let's start with a conversation. Contact us to schedule a meeting.

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