

**Deloitte.**



**Activating the digital  
core for utilities**

Reimagine the enterprise, position  
your organization for the future

# Activating the digital core for utilities

Reimagine the enterprise, position your organization for the future

Whether you are a new SAP® customer or have been running SAP software for years, potentially big changes lie ahead. Digitalization across the entire global business landscape brings major challenges for utilities. Disruptive forces are reshaping the traditional value chain as utilities find themselves operating in an environment dramatically different from just a few years ago.

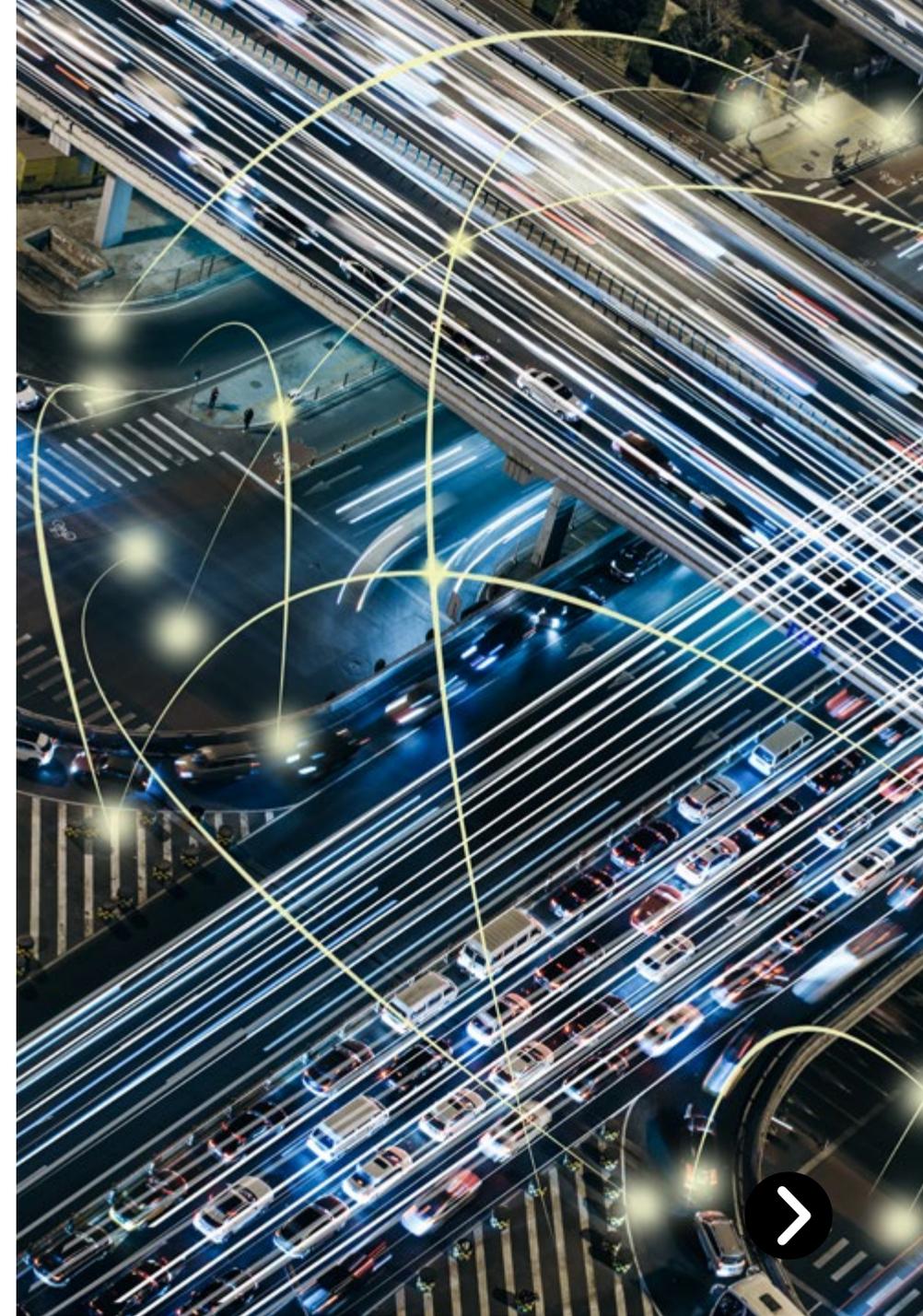
Ongoing decarbonization trends, nonstop innovation, and shifting regulatory demands are pushing utility leaders to reimagine their core business operations and respond to new operating models. For today's utility, "business as usual" is becoming less of an option. Digital transformation can no longer wait. Get started at the core.



# Solutions in sight

Using disruptive technologies such as the SAP S/4HANA® digital core ERP, leaders can begin to transform utilities into truly digital organizations—with streamlined and automated processes, real-time data-driven insights, and a digital platform to support rapid innovation. Whether deployed on-premise or in the cloud, SAP S/4HANA helps support an anywhere, any-device, role-based user experience that can simplify and enhance employee engagement and productivity, transforming the way business gets done. With SAP S/4HANA Enterprise Management, your organization can start reimagining business models and processes, and support every link in the digital value chain—including the workforce, supplier relationships, assets, and customers.

Given the wide array of available and planned SAP innovations now focused on SAP S/4HANA—and given the support and maintenance plans for previous SAP versions—the decision to move to SAP S/4HANA can be a simple one. Many organizations running earlier versions of SAP software realize that if they want to benefit from SAP innovations, the question is not if they should migrate, but when and how they should migrate. But there is no “one size fits all” solution for moving to SAP S/4HANA.



# Reimagine everything with Deloitte

Deloitte can help you enable SAP S/4HANA in a way that aligns with your specific business processes and your vision for the future. Our team brings a host of industry-specific capabilities for transforming the way tomorrow's digital utilities will run.

## We can help you:



Define the drivers of new value and build the business case for investing in SAP technologies—whether you are a new or existing SAP customer



Identify potential new business models and growth opportunities, as well as opportunities to improve the customer experience



Develop a detailed end-state vision and a roadmap for your SAP-enabled digital transformation journey



Assess and select a complete portfolio of solutions to support transformation



Determine which data-driven insights matter—and how you can act on them



Identify areas where you can automate processes and put new technologies such as machine learning to work



Deploy and integrate SAP and non-SAP systems from end to end, and retool your business processes—to help you get maximum value from new capabilities



Manage change and address transformation-related issues across an entire spectrum of needs—such as tax, finance, human resources, assurance, and risk



# Potential results when you work with Deloitte

What kind of outcomes can you get when you collaborate with Deloitte to transform your digital core? Here's a look at some of the things we can help you do.



Deliver a modern digital experience that your workforce and your customers expect



Operate more efficiently and productively, with the possibility for 8-20 percent reduction in overall work management spending



Explore new business models and opportunities for growth



Get a single source of the truth to support information transparency, enable real-time reporting, and improve your ability to respond to regulatory demands



Innovate with machine learning, IoT, and other emerging technologies



Build a digital platform that can support instant insights, predictive asset maintenance, streamlined operations, and a flexible supply chain



Give the finance function tools to help generate new value, such as real-time close capabilities



# Digital core transformation for utilities

Why sit idle and watch as the whole world changes around you? Digital transformation. Decarbonization trends. Disruptive new business models in the energy space. Growing expectations from customers and regulators. They all are combining to radically reshape the landscape for utilities providers today. How can you respond? Start by reimagining your core, your processes, your opportunities, and reimagine everything. Deloitte can help you enable the SAP S/4HANA digital core ERP—on-premise or in the cloud—to provide a platform for improved operations and innovation. With SAP S/4HANA and help from Deloitte, you can begin to build the intelligent enterprise—to tap new sources of revenue, automate processes, generate new efficiencies, enhance your supply chain, empower the workforce, and deliver the type of experience customers expect today.



# The Deloitte difference

Deloitte, a recognized leader in SAP technology enablement and utilities transformation, brings a powerful set of skills and capabilities for helping you reimagine everything—an entire universe of opportunities for new value.

To help you adopt SAP S/4HANA effectively, Deloitte brings experience that is specific to your business, digging deep to understand what differentiates you and how you might improve your business. We cast a critical eye on your business processes and their impact on your organization, focusing on customers, employees, customers, suppliers, and other stakeholders. Based on that understanding, we can tailor our approach to help you reimagine your business processes, simplify the user experience, accelerate value, and develop a compelling business case for migrating to SAP S/4HANA.

Here's a look at some of the things that set Deloitte apart.



A “business first” approach to help ensure that technologies meet your business objectives



Industry-specific experience, templates, and proprietary accelerators to help you realize value sooner—including our preconfigured Utilities Reimagined solution built on SAP S/4HANA



Global reach, with 18,500 professionals focused on SAP solutions



Highest recognition from SAP with four 2019 SAP Pinnacle Awards, including Purpose Driven Partner Application of the Year, Digital Partner of the Year, Customer Experience Partner of the Year – Large Enterprise, and SAP® SuccessFactors® Partner of the Year – Large Enterprise.



Award-winning cloud capabilities plus comprehensive application management services (AMS), to help support the full spectrum of transformation needs



A dedicated SAP utilities transformation team employing industry-leading practices



A decades-long relationship with SAP, including a lengthy history of co-innovation



# Let's talk

If getting ahead of disruption and activating the digital utility is a priority for your organization, we should talk. Contact us to schedule a demo of our capabilities with SAP S/4HANA for utilities, get additional insights on transformation, or discuss a specific challenge your organization faces.

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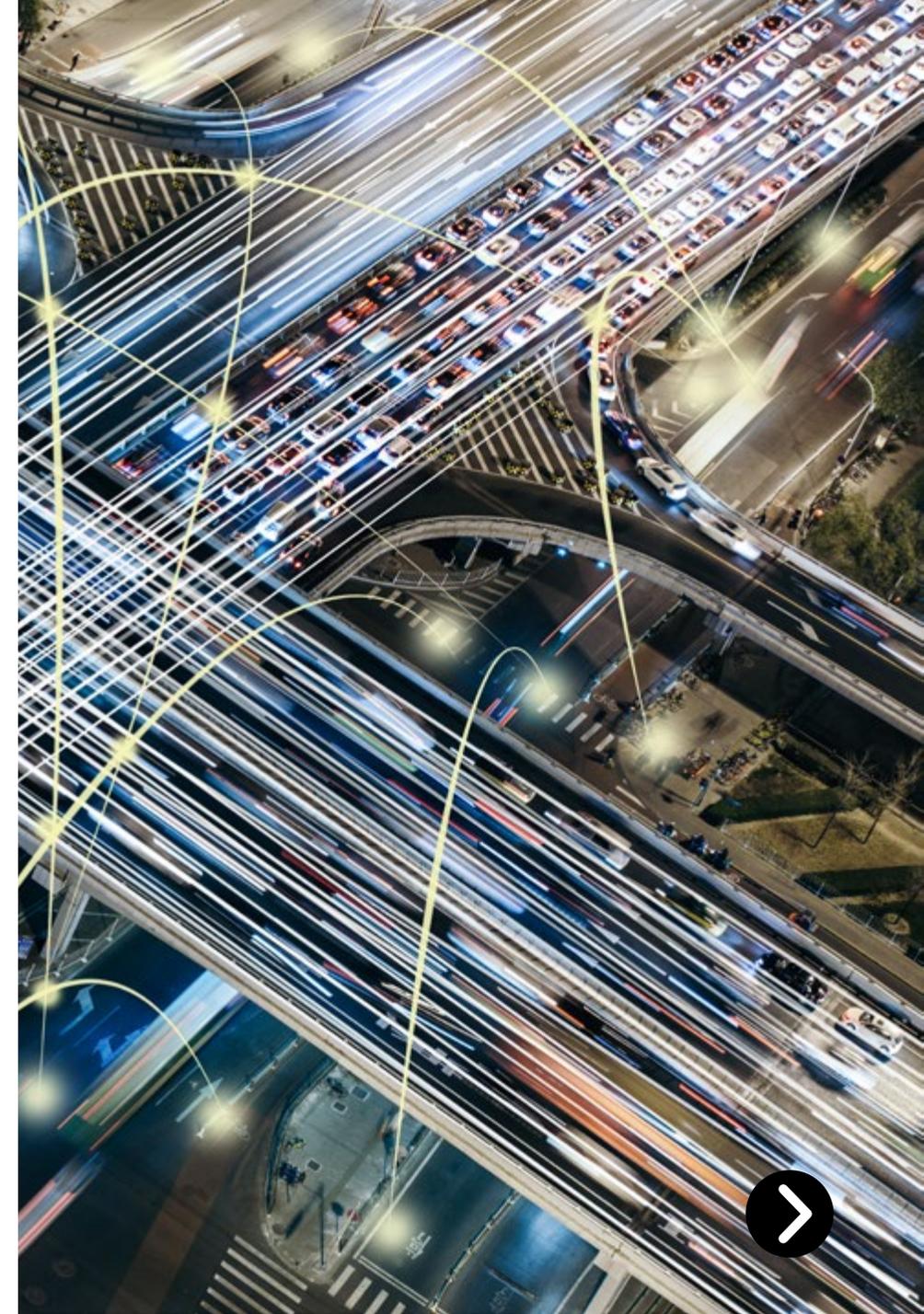
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