

Deloitte.



**Accelerating Business
Transformation in the
Public Cloud**

A solution that can grow
and evolve as business
needs change

“For organizations that seek a flexible and rapid approach to digital enterprise transformation, SAP S/4HANA® Cloud can offer a sensible way forward.”

SAP S/4HANA continues to garner a lot of attention for its ability to help transform the enterprise. As a modern digital core ERP and business transformation platform, SAP S/4HANA can help you provide real-time insights and functionality to support the heart of your business and beyond.

Deployed effectively, it can help you bring more clarity to finance, realize more value throughout the supply chain, engage customers more meaningfully, empower the workforce in new ways, and leverage new analytics capabilities to drive decision-making across the enterprise. Ultimately, it can help you develop the competitive edge you need as the digital business realm evolves.

Capturing value in the cloud

For many organizations, however, investing in SAP S/4HANA comes with questions about the various deployment options. Standing up SAP S/4HANA on-premise can represent a significant commitment

It's all connected

As the evolving digital economy drives organizations to streamline business processes and sharpen their competitive edge, many are turning their attention to public cloud offerings such as SAP S/4HANA Cloud.

in time, resources, and capital. But for organizations that seek a flexible and rapid approach to digital enterprise transformation, SAP S/4HANA Cloud can offer a sensible way forward.

Delivered as a public cloud offering, SAP S/4HANA Cloud can provide you with a modern digital core solution that blends the benefits of the cloud with the strength of the SAP S/4HANA in-memory platform. It offers the opportunity to streamline IT, lower your total cost of ownership, scale





“Getting in sync with the innovation cycle—with Deloitte providing help to manage the cycle strategically—can help your organization unlock business benefits sooner.”

infrastructure as needs evolve, and access the latest SAP applications on demand. But it also offers you a strategic platform for your evolving business needs.

For example, SAP S/4HANA Cloud provides a platform for flexibly integrating other cloud applications, especially SAP® edge solutions in the SAP® SuccessFactors®, SAP® Ariba®, and SAP® Hybris® families. SAP S/4HANA Cloud also supports your ability to connect easily with on-premise systems—whether they be instances of SAP S/4HANA at other locations, older SAP ERP solutions, or third-party systems.

As SAP takes a “cloud first” strategy and releases innovations to customers on a

quarterly basis, Deloitte can work with you to strategically manage the innovation cycles and help your organization unlock the business benefits sooner.

A solution for all sizes

SAP S/4HANA Cloud can make sense for organizations facing a number of scenarios. A major company with a small foreign subsidiary, for example, could find SAP S/4HANA Cloud to be an ideal solution for delivering and supporting standard business processes from afar—without the need to stand up and customize an on-premise solution for each of the separate small foreign subsidiaries. A large company also could leverage SAP S/4HANA Cloud to support a newly formed spinoff company and transition it away from the parent company's on-premise systems.

Medium-sized organizations, meanwhile, might find that the mature SAP S/4HANA Cloud solution provides the scalability and leading practices they will need to support growth. SAP S/4HANA also makes sense for smaller organizations just beginning their cloud journeys.

How we can help

Realizing value with SAP S/4HANA Cloud requires more than just plugging in the solution, however. You will need a vision and a strategy for getting maximum value. We can help by providing critical experience, capabilities, and resources for:

- Bringing standard SAP functions to life
- Migrating data rapidly and accurately
- Custom-development for SAP S/4HANA

Cloud to address the specific needs of your business leveraging the SAP S/4HANA Cloud Platform

- Developing apps that can extend the power of SAP S/4HANA Cloud, to deliver enhanced mobile or analytic functionality and, for example, automate standard processes using machine learning and the power of SAP S/4HANA Cloud
- Integrating SAP S/4HANA Cloud with SAP and non-SAP on-premise systems or other cloud solutions
- Managing change across the entire enterprise
- Streamlining your IT infrastructure and business processes to simplify your business

“Our global network of more than 16,000 business and technology professionals focused specifically on SAP means we can address needs across the enterprise, across industries, and across geographies.”

- Embedding analytics into processes and gaining an insight-driven advantage
- Identifying and adopting leading practices that can help you stay at the front of the pack

What can we bring to the SAP S/4HANA Cloud journey? Plenty. Here’s a look at a few things that set us apart.

A “business first” approach. We do more than provide technology as an SAP value-added reseller. We put strategy first. The approach means we focus on understanding how your organization works, how it can work more effectively, and what it takes to align business processes to deliver results with SAP S/4HANA Cloud, additional SAP solutions,

and other technologies—all to address the unique needs of your business.

Deep SAP know-how. We have extensive experience in systems integration, with a long track record of delivering projects

The big idea

Teaming with Deloitte to deploy SAP S/4HANA Cloud can help organizations unlock value across the entire enterprise while also tapping the power of the cloud to deliver scalability and new efficiencies.

on time and on budget. In fact, we’re recognized for our SAP leadership, winning 2016 and 2017 SAP® Pinnacle Awards for SAP S/4HANA. Our global network of more than 16,000 business and technology professionals focused specifically on SAP means we can address needs across the enterprise, across industries, and across geographies. And our alliance with SAP extends back nearly three decades.

Resources at the ready. No matter what industry you’re in, we understand the challenges. And when you work with Deloitte, you get speed as well as strategy. Our industry-specific templates, preconfigured solutions, and proprietary accelerators can help you get up and

running fast—so you can start seeing value sooner. We can also help you make the business case for investing in SAP S/4HANA Cloud, using our Enterprise Value Map, a tool for linking activities with business results—not simply technical requirements. It’s an approach that involves deeply analyzing layers of your activities, your opportunities, and the possible impact across the entire spectrum of value—from revenue growth to operating margin to asset efficiency to fundamental expectations for how your business should run.

Potential bottom-line benefits

With SAP S/4HANA Cloud and help from Deloitte, you can start moving toward new

“Accelerate the transformation of your enterprise to meet evolving business goals.”

value in a rapidly evolving digital economy. What kind of value can you realize by tapping the power of SAP S/4HANA in the cloud? Here are some possibilities.

- Operate more efficiently by developing a tightly integrated, end-to-end view of your supply chain
- Deeply explore and disseminate data-driven insights that can support new digital processes and enable more effective decision-making
- Enhance customer engagement, service, sales, commerce, and marketing functions to grow revenue
- Gain greater visibility into your finance picture, accelerate a close, and gain a “single source of the truth” to support strategic decision-making as well as daily needs
- Deliver new tools that can enhance the productivity of your workforce and meet employees’ modern expectations
- Identify opportunities for savings and efficiencies across all of your sourcing and procurement activities

- Bring new digital capabilities to your manufacturing operations and make them more responsive to shifting demands
- Manage assets more proactively and predictively, to realize new efficiencies and identify issues before they become problems
- Lower your total cost of IT ownership
- Move away from a capital-expense model and toward an operating-expense model
- Accelerate the transformation of your enterprise to meet evolving business goals
- Scale readily to meet shifting demands
- Simplify IT so you can spend less time on maintenance and more time on innovation
- Dynamically access the latest SAP applications on demand



Let's talk

How can you begin the journey to transform your digital core with SAP S/4HANA Cloud? A great place to start is with a conversation. We have more insights at the ready to help you understand how SAP S/4HANA Cloud and the Deloitte team can address some of your most pressing IT and business challenges. Contact us to get the conversation started, to schedule a demo, or to learn more about the SAP solutions in the cloud.

Krishnakant (KK) Dave

Principal, Deloitte Consulting LLP

Email: kdave@deloitte.com

[@kkdave](#)

Misa Rawlins

Specialist Leader, Deloitte Consulting LLP

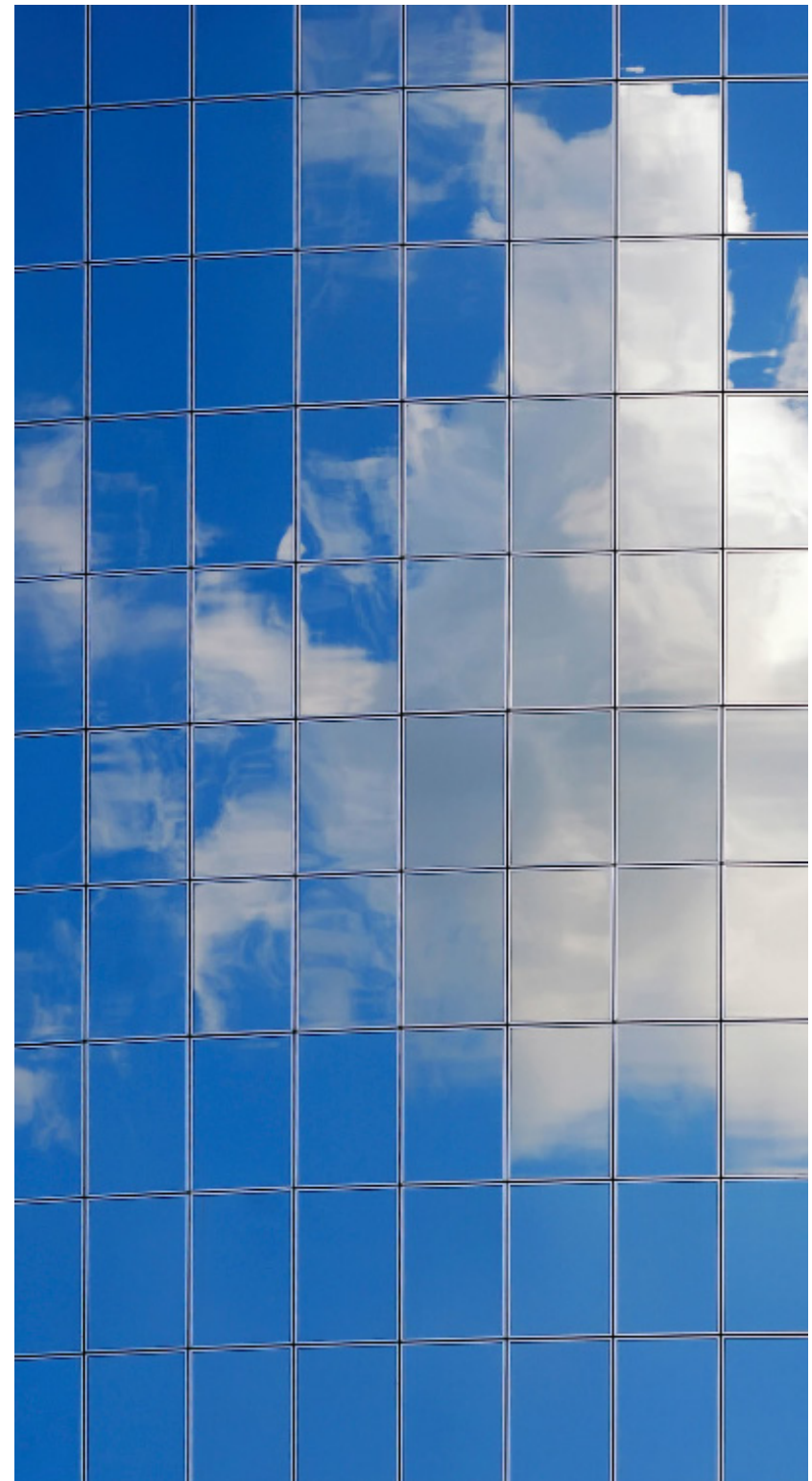
Email: mrawlins@deloitte.com

[@misa_rawlins](#)

SAP@deloitte.com

www.deloitte.com/SAP

[@DeloitteSAP](#)





As used in this document, "Deloitte" means Deloitte Consulting LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms or their related entities (collectively, the "Deloitte Network") is, by means of this communication, rendering professional advice or services. Before making any decisions or taking any action that may affect your finances, or your business, you should consult a qualified professional adviser. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.