



## Clear insights ahead

Deloitte introduces industry-specific accelerators for cloud-based Oracle analytics solutions; clarifies “cloudy expectations” along the way.

Cloud-based solutions are sweeping across the business landscape. Many companies are already benefiting from the greater agility and cost-effectiveness offered by these solutions in areas such as HCM, CRM, SCM and ERP. But, some organizations are beginning to feel like something is missing from their emerging cloudscape. That “something” may very well be insight.

Oracle recognizes this void and recently released several solutions to address this analytic need. Many companies running the Oracle HCM Cloud, Oracle CX Cloud or other Oracle Cloud services have yet to take the next logical step of deploying cloud-based solutions for delivering timely insightful information to inform decision-making and business leaders. However, moving

analytics, or any business capability, to the cloud involves more than just technology know-how. It also involves industry experience as well as multi-disciplinary skills across performance management, predictive modeling, business intelligence, big data, and more. And that’s where Deloitte comes in. ➤

### Cloudy expectations

A common perception in the marketplace is that cloud-based solutions are better, faster, and cheaper versions of traditional on-premise applications. While this is sometimes the case, the cost, speed, and functional advantages of the cloud are not automatic. In order to realize them, companies should have practical notions about what the cloud can do as well as how they will need to adjust their processes, often with the support of industry-specific accelerators, in order to work in harmony with their new solution(s). Here are three basic principles that should help to clear up “cloudy expectations” about cloud-based solutions:

01. Despite the hype, the cloud is just like many other technologies. It accomplishes little unless it is tied to an overarching strategy and aligned with the company’s business objectives. This overarching strategy should be holistic, meaning it allows for transitioning to the cloud across multiple solution areas and the integration of the cloud solution with other solutions — when necessary.
02. Many of the cost advantages associated with the cloud are predicated on minimal configuration changes and little-to-no true customization. Organizations should aim to leverage cloud technology as defined by the vendor in order to get the most value out of it.
03. Think beyond Corporate requirements — solicit requirements from operating business units, geographies and from organizations outside of the traditional finance functions. Cloud technologies are well suited to provide solutions that are tailored to varied business requirements given its minimal IT overhead and operating expense model.

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### Deloitte analytics accelerators

Effective application of these principles requires knowledge of industry-leading practices, technical experience, and change management capabilities. Deloitte is one of the few professional services firms possessing these qualifications. And, perhaps of even greater value, we have incorporated our learnings in each of these areas into industry-specific accelerators to help fast track your cloud-based analytics and planning implementations. Our accelerators can provide:

- Client-tested tools and pre-configured solution templates based on leading practices for your industry and performance management
- Guidance in developing an industry specific information management strategy that addresses the analytics needs of C-level executives, managers, and individual contributors.
- A repository of pre-built, industry specific key performance indicators (KPIs), reports, and dashboards along with calculations, data collection forms and process management workflows.
- A value-driven approach to implementing Oracle cloud services that takes your overarching IT strategy and business objectives into account.

Many companies are already benefiting from the greater agility and cost-effectiveness offered by these solutions

## The Deloitte difference

In addition to accelerators, Deloitte has the business analytics experience and the industry-specific knowledge needed to assist you in your efforts to obtain intelligent answers about what drives performance in your organization. Our industry specialists and Oracle practitioners work together on business analytics engagements to leverage leading-practice deliverables, KPIs, and metrics that are anchored in your industry and that are aligned with your business goals. Through these capabilities, we can assist you in your efforts to:

- Determine which performance metrics you need to track and why
- Surface the necessary data from throughout the enterprise; regardless of where it originates
- Create and/or Strengthen data governance processes across the enterprise
- Develop a holistic strategy for evolving your business through the use of cloud-based analytics solutions
- Provide the right information, with the right level of detail, to the right people at the right time
- Reduce total cost of ownership of your portfolio of analytics applications

## Our Oracle capabilities

As Oracle's first Global Cloud Elite, Diamond-level partner, Deloitte has been at the highest alliance level for more than two decades. More than just a designation, our status shows that Deloitte has made—and continues to make—significant investments in growing its Oracle delivery capabilities.

Deloitte provides access to more than 17,300 professionals globally who possess deep knowledge across Oracle applications and technology. These capabilities enable your company to implement solutions that can help drive revenue growth and improve operating margins.

Taking your organization somewhere it's never been before? Get there faster. Get there with experience. Get there with confidence. Get There with Deloitte + Oracle.

## For more information

From data management to strategic planning, a company's ability to obtain insight — and ultimately foresight — from enterprise data, is fast-becoming a prerequisite for strategic competitiveness. Therefore, it is time for cloud-based analytics solutions to assume their proper place alongside cloud-based ERP applications in companies' overall cloud migration strategies.

To find out more about how Deloitte can assist you in leveraging the latest Oracle tools to analyze information across the enterprise to improve performance, please contact:

### Brian Ginsberg Director

Deloitte Consulting LLP  
bginsberg@deloitte.com  
+1 914 589 2017

### John Parisi Sr Manager, Business Development

Deloitte Services LP  
joparisi@deloitte.com  
+1 203 253 9204

### Jim Webb Specialist Leader

Deloitte Consulting LLP  
jiwebb@deloitte.com  
+1 832 205 1596

### About Deloitte and Oracle

Deloitte is a Diamond-level, Global Cloud Elite member of the Oracle PartnerNetwork (OPN) and has held a relationship with Oracle for more than two decades. Deloitte member firms throughout the world provide access to over 17,300 professionals who collectively possess deep industry and functional knowledge across Oracle's line of applications and technology. Reflecting its commitment to addressing client requirements, Deloitte has been consistently recognized by analysts as a leader in Oracle implementation-related services.

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