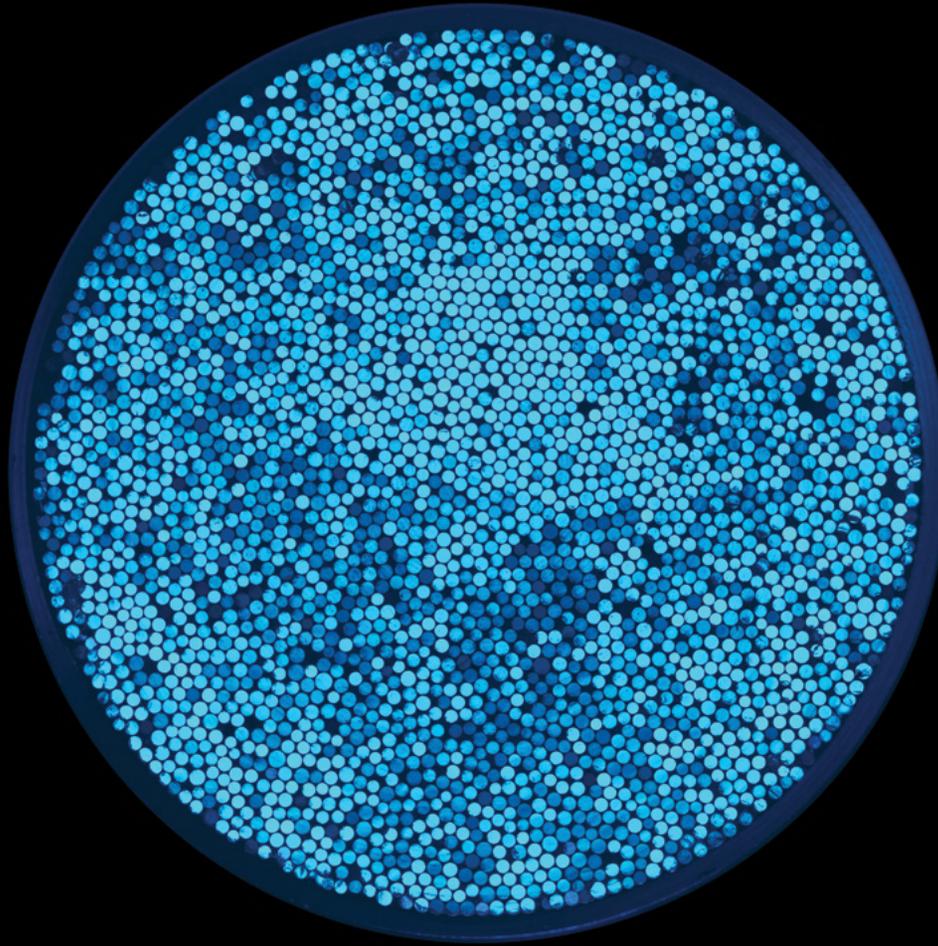


**Deloitte.**



**The big thing about big data  
and the Internet of Things**

Cutting through the chaos to get  
results that matter

# “Understanding Data is one thing. Making it work for your organization is an entirely different story.”

Data is big, and it's about to get bigger. With each new layer of interaction in today's hyperconnected business world, organizations are adding incredible amounts of structured and unstructured data. Understanding that data is one thing. Making it work for your organization is an entirely different story.

As the Internet of Things (IoT) continues to move beyond vision and toward reality, the data picture stands to get more complicated. In the emerging IoT landscape, integrated sensors and smart devices—connecting everything from household items to industrial equipment—pass along data that can trigger actions and provide a foundation for historical or predictive analytics.

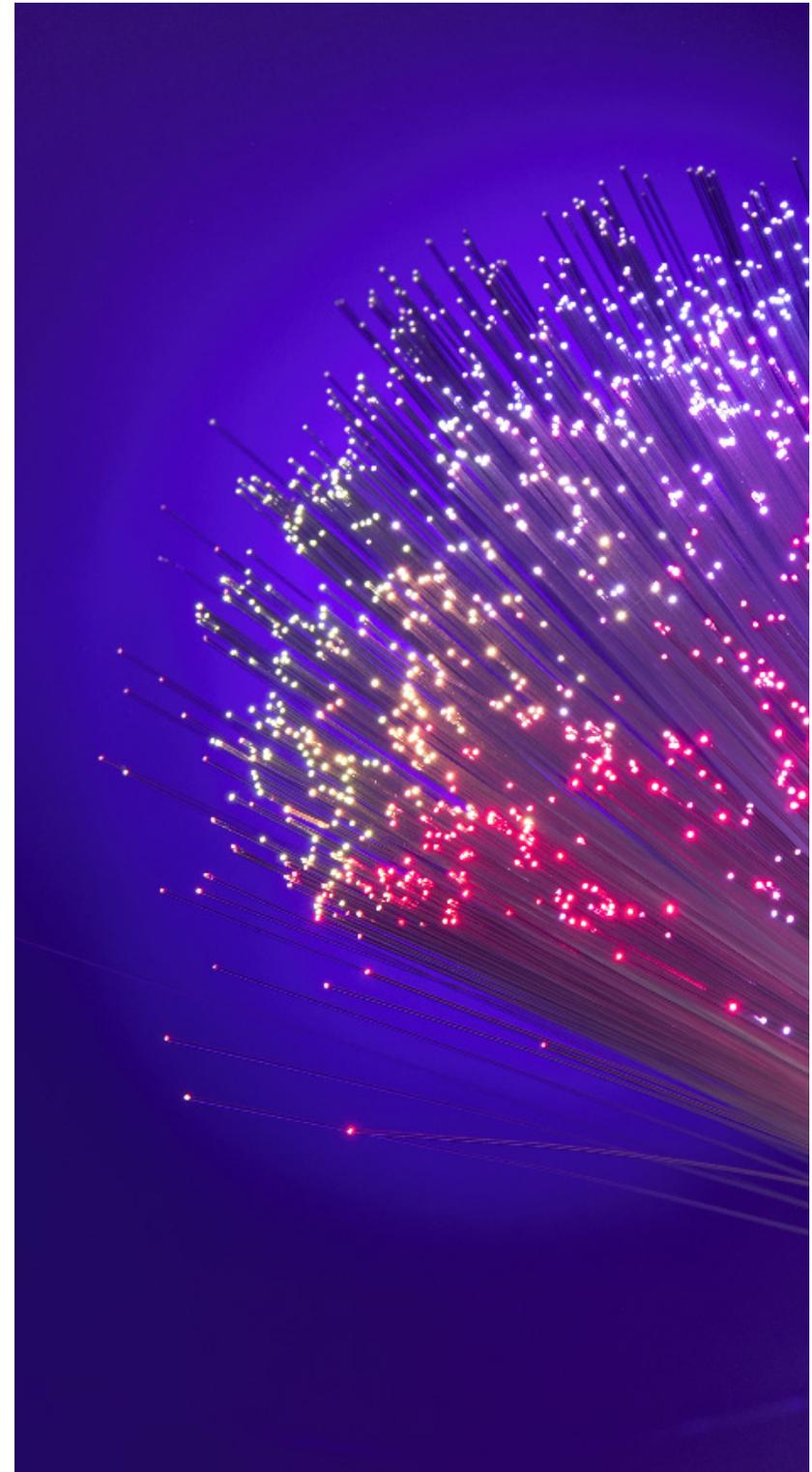
## **Making it matter**

But the data matters only if an organization can leverage it effectively, to align it with business processes or to uncover new insights that can drive strategic decision-making. As the IoT-driven data piles up, you can anticipate the challenge to grow.

How can you get ahead of the challenge? How can you respond and react effectively as the digital economy evolves? How can you transform IoT capabilities and big data into value for your organization—results that can support business objectives and offer a competitive edge? These are the types of questions that business and technology leaders face as they seek a way forward.

### **It's all connected**

Enterprises are becoming inundated with information as IoT applications and today's hyperconnected world create new layers of data. Addressing the challenge requires an ability to leverage big data and the IoT to shift from not just sensing and collecting, but to doing and creating positive business outcomes.



“Data becomes intelligent on the fly—initiating processes, taking action, and making decisions without the need for intervention by a human reviewer.”



#### How we can help

For many executives, the questions aren't easy to answer. In some cases, current technology simply cannot address the growing IoT-driven big data needs for the enterprise. In other cases, leaders are overwhelmed by the rapid pace of data growth and the broad scope of the task that lies ahead. They don't know where to start, and they don't know what solutions to deploy. We can help.

The Deloitte IoT & Big Data Digital Industrial Transformation solution—a set of core capabilities enabled by cognitive applications and Deloitte services—supports the collection of sensor data, using a smart data fabric that can effectively integrate with business processes, SAP S/4HANA® transactional systems, and SAP S/4HANA analytics.

By leveraging a cognitive data fabric, SAP analytics, and machine learning capabilities, our solution can help organizations standardize, integrate, and use big data generated by their IoT applications to *automatically* trigger business scenarios and processes. Data becomes intelligent on the fly—initiating processes, taking action, and making decisions without the need for intervention by a human reviewer. The Deloitte IoT & Big Data Digital Industrial Transformation solution can support your ability to leverage, understand, process streaming data, or “data in motion.”

For example, a machine, system, or “thing” that detects a suspicious transaction or activity can instantly forward data to your fraud team without the data being first reviewed by a manager. Pending transactions such as routine orders for

replacement parts—launched at the device or “thing” level—can be executed immediately, without getting dumped into an approval queue for human review. It's an automated “approve it and move it” approach that can help you run simpler and faster. And the solution can continue to learn, improve, and adapt based on enterprise-tailored algorithms and the new data your IoT applications generate daily.

To deliver a modern, adaptable solution for IoT and big data challenges, the solution leverages SAP S/4HANA workflow capabilities to support strategic decision-making and operational needs in a way that goes far beyond traditional business intelligence capabilities. Organizations can run the Deloitte IoT & Big Data Digital Industrial Transformation solution as a comprehensive application onsite, or it can be provided as a service via the cloud.

The Deloitte IoT & Big Data Digital Industrial Transformation solution comes backed by extensive Deloitte IoT and big data capabilities, as well as deep SAP experience and business know-how. Here's a look at what we bring to the table.

#### The big idea

The Deloitte IoT & Big Data Digital Industrial Transformation solution can help you use big data generated by IoT applications to make data intelligent on the fly and automatically trigger business processes—delivering new efficiencies and unlocking new opportunities for value.

### **Vision and strategy**

What will your IoT and big data picture look like tomorrow? What do you want it to look like? We can help you build a vision, develop a strategy, and make the business case for investing in SAP-centric solutions to help transform that vision into reality.

### **A “business first” approach and design thinking**

We do more than provide technology as an SAP value-added reseller. We first strive to understand how your organization works, how it can work more effectively, and what it takes to realign business processes to deliver results with the Internet of Things and big data. It's about designing and developing an industry-specific, enterprise-class solution that meets your unique needs.

### **SAP leadership**

We have extensive experience in systems integration, with a long track record of delivering projects on time and on budget. In fact, we're recognized for our SAP leadership, winning the 2016 SAP® Pinnacle Award as the SAP S/4HANA Adoption Partner of the Year. 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.

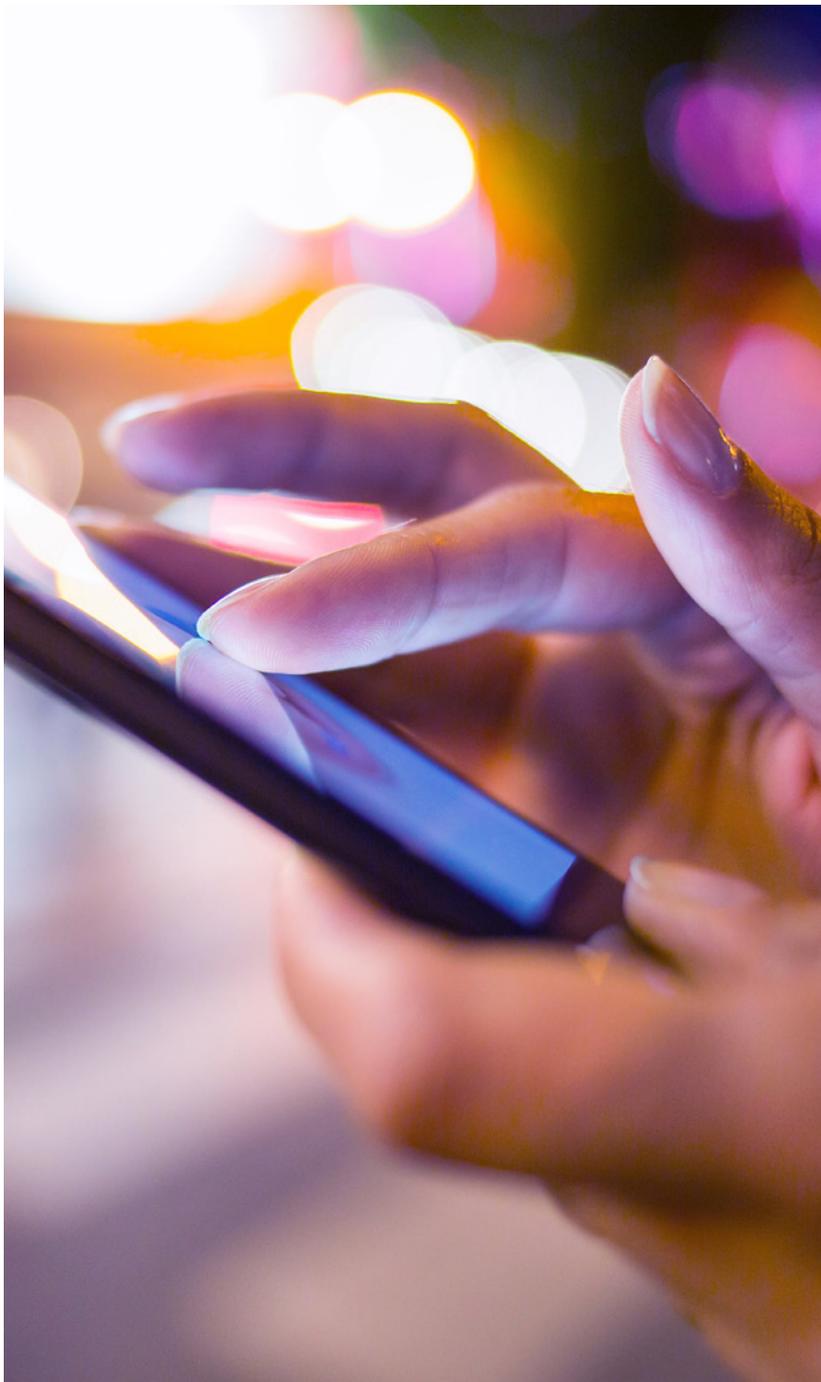
### **Insights on customers and the supply chain**

With strength in SAP solutions such as SAP® Hybris® for e-commerce and customer engagement, as well as SAP® Ariba® for the supply chain, we can help integrate your IoT/big data solution with a larger SAP ecosystem that can provide you visibility that spans from sourcing and procurement all the way to your end customer. When processes extend smoothly from sensor to business network, you can achieve significant and previously unimagined results. Our experience with the broad SAP digital framework helps us deliver end-to-end value and new outcomes that align with your business objectives.

### **Comprehensive capabilities**

We can deliver more than SAP leadership. With our Deloitte Digital consultancy as well as a dedicated IoT practice, we can deliver a wide range of leading products and services that can help you leverage the Deloitte IoT & Big Data Digital Industrial Transformation solution to the fullest.





“Simplifying and automating business processes with the Internet of Things and big data provides a path to new value.”

#### Potential bottom-line benefits

The Deloitte IoT & Big Data Digital Industrial Transformation solution plus Deloitte core capabilities can help you start realizing new results with IoT applications. What kind of value can you expect? Here are some potential benefits.

- Simplify, automate, and accelerate transactions throughout your IoT landscape and enterprise
- Deliver new efficiencies that can help boost productivity, save time, increase profits, and reduce costs, including costs for maintenance and inventory
- Integrate IoT applications, big data, cognitive capabilities and SAP S/4HANA applications in real time
- Get a better view of opportunities for value by using built-in simulation and scenario-building capabilities
- Lay the foundation for a larger transformation of big data, cognitive, and SAP S/4HANA applications—extending to business functions such as sales, marketing, production, planning, and logistics

# Let's talk

Simplifying and automating business processes with the Internet of Things and big data provides a path to new value. It can move your enterprise from *sensing* to *doing* and help you develop an insight-driven advantage. But getting to that value requires more than a vision. It requires strategy and planning. Deloitte can help. Our deep experience in SAP solutions, our global network of professionals, and our focused industry know-how allows us to get you moving swiftly toward value. If gaining an edge in the evolving IoT landscape is a priority for your organization, we should talk. Contact us to get the conversation started.

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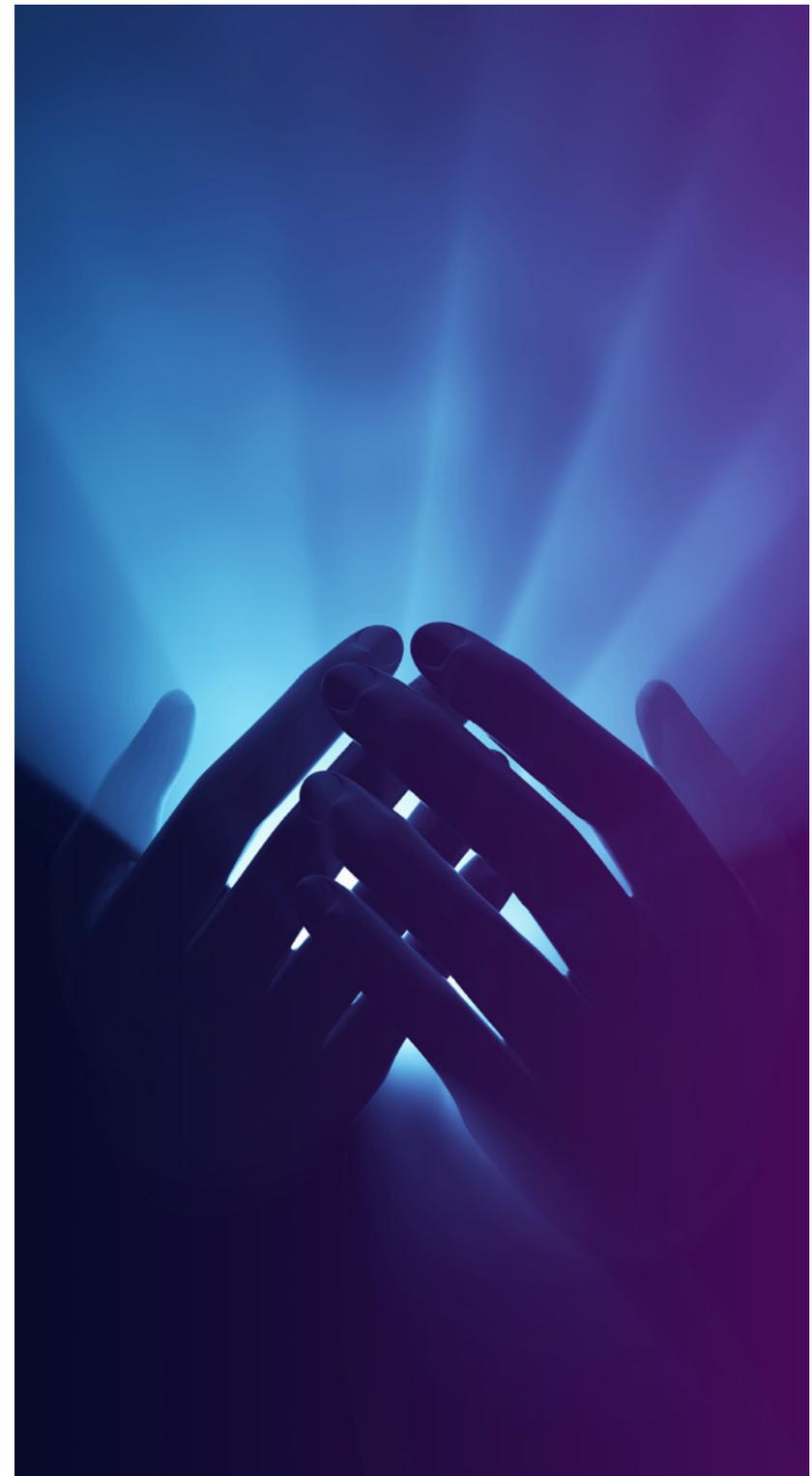
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