



## The Cloud

### Enterprise Architecture

There are many different ways in which organizations can achieve superior value from their IT portfolio. Cloud computing is considered one of these ways, which will enable your organization to change the rules by facilitating new business models which are driving agility and new opportunities.

While challenges such as security, privacy, and integration with enterprise systems remain, hybrid cloud technologies and other emerging, cloud-based models offer potentially cost-effective, flexible, and rapidly deployable solutions for companies of all sizes. Deloitte Enterprise Architecture can help you in determining what is needed for your organization to enable value creation from cloud services.



“The power of cloud computing is in its agility and its capacity to provide a stable and sustainable growth platform for any business. Deloitte’s capability is not just advisory, but also delivery in leading cloud solutions. With strong partnerships and internal capabilities we help drive our clients towards greater successes.”

**Rob Cullen**

**Lead Partner, Enterprise Applications**

### Background

The concept behind cloud computing has existed for a long time. The idea is that the business outsources the day-to-day management of a resource and only buys what it needs, the quantity it needs, and when it needs that resource. In contrast to on-premises technology, the cloud computing resource is delivered over the internet with extremely rapid elasticity and provisioning that can be mostly automated.

Cloud services generally fall into one of four categories depending on who else is allowed to use the physical resources: public clouds, private clouds, community clouds, and hybrid clouds. Moreover, there are three basic uses or delivery models: Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS). Most individuals think of SaaS when they talk about cloud computing, which is the provisioning of software applications on demand. The most common examples of SaaS are (web)e-mail, file storage and backup, and business applications, such as customer relationship management and financial applications.

There are also other uses for services that are commonly known as “cloud”. For example, PaaS is often used by organizations for the development of new software applications without the need to acquire and install the hardware and operating system. IaaS is an option used to obtain hardware resources without the need to actually purchase those resources, and with the benefit of canceling the use of those resources when they are no longer needed.

### Our approach

The first question most executives ask about cloud technology is, “What is it worth to me?”. There are obvious potential impacts such as reducing technology infrastructure costs by only paying for the cloud services and resources used, or freeing up your IT employees to focus on your strategy instead of day-to-day IT management. At Deloitte, we look much closer than that—drawing on both our technical experience and our business subject matter specialists.

The culmination of this work enables your team to defend technology decisions—not on the promise of what a vendor says a new solution might do, but on a verified accounting of what each decision means to your business.

Next, we ask, “Are you ready?”. Our readiness assessment considers technical and business factors, small and large. It also accounts for the human element—aligning your executive team’s vision and understanding of the motives that drive your move to the cloud, so that your CEO’s concerns about risk mitigation don’t cross wires with your CIO’s focus on functional impacts.

Finally, we look at design and architecture. This is where our technical depth, understanding of multiple cloud solutions and vendor alliances truly make their impacts. Our team works with yours to identify the components and vendors to meet all identified requirements. In the end, you not only know which areas of your company are ready for the cloud and which are not, you will also understand how to move everyone there, together, and in what order.

### The implementation

Only by clearly understanding every dimension of the problem you seek to solve we begin to assess the best package solution. Our cloud package implementation team has planned and executed implementations for clients across industries and around the globe. We've built dedicated practices around cloud offerings from every major vendor of enterprise resource planning, customer relationship management, finance, and other mission-critical software packages. Our deep capabilities across the spectrum of cloud computing, combined with our strong industry experience, can help ensure that you get the packaged software solution that fits the needs of your business.

“Two-thirds of chief information officers (CIOs) view cloud computing as a principal disruptive force in their businesses.”

CIO Survey 2016–2017

### Our capabilities

Our cloud offerings are provided across seven capabilities. What emerges is a deep technical blueprint for your unique cloud solution, one that sets the stage for a deliberate, thoughtful transformation.

- Cloud Operating Model: Addresses changes to roles, responsibilities, and reporting structures within and across business units.
- Cloud API Management and Integration: Design and implementation services to deliver secure communications between cloud solutions and/or on-premise solutions.
- Cloud Cyber Risk: Cyber strategy, security architectural design, and implementation of cloud access security broker to mitigate and control cyber risks.
- Business-specific SaaS Solutions: Business process, technology design and implementation to support the adoption of enterprise cloud applications. These include:
  - Enterprise Resource Planning: Operating model, business process, and technology design/ implementation to support the adoption of off-premise cloud solutions.
  - Customer Relationship Management: Operating model and technology design/implementation to support the adoption of off-premise cloud solutions.
  - Human Resource Transformation: Human capital business model and technology design/implementation services to support the adoption of off-premise technologies.

## The Deloitte advantage

We bring to bear operational experience and insight from both business and technology perspectives supported by leading industry experience.

We hire people with significant vendor and downstream experience, so we know the cloud product and service marketplace from the inside out.

With our deep capabilities in all areas of planning, implementation, migration, and management, we can anticipate each step along your cloud journey.

Our strong vendor alliance relationships and technology-agnostic approach mean we can build a strategy and source solutions that fit your unique needs.

## Conclusion

Cloud is a challenging journey of persistent assessment and adoption, of looking again, and again, to ensure that every opportunity is revealed, every risk leveraged, and every decision optimized.

Having the right roadmap in place—built out by a team of experienced professionals who can think beyond the technical, draw on a gold standard of vendor alliances, and know your business, goals, and industry in detail—won't necessarily make it simple. But it will help ensure that the journey is achievable.

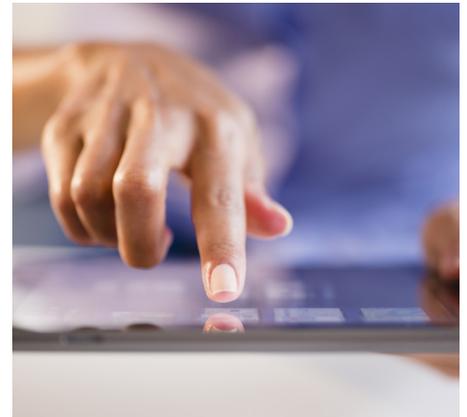
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