

Deloitte.

ORACLE Diamond
Partner

Deloitte *dfusion*
Re-imagining business
transformation in the cloud

Cloud technology
is everywhere. We
help your business
See through the
cloud

Why businesses are considering the cloud

The challenges

Modern-day CFOs and CIOs are seeking to take advantage of the re-imagining of traditional ERP approaches in the cloud. On an increasing basis, CFOs and CIOs are demanding more from their business systems and their ability to deliver information to support decision making.



Analytics

Only 44% of companies have the analytical tools they need to support decision making, improve execution efficiency, comply with regulation and identify growth opportunities.



Collaboration

Social networks are influencing the collaboration that occurs within the enterprise. These networks, empowered by new tools within the ERP, will change the way employees work together, driving new efficiencies.



Mobility

88% of CFOs and IT executives believe mobility, the use of mobile devices, will be the most important technology for their companies' success in the next three years.



Agility and Scalability

In today's dynamic business environment, it is no longer acceptable to take 2-3 years to implement a system. Businesses need systems to scale and flex on demand and within much shorter timeframes.



Lower cost

All of the above must be achieved at a lower cost of ownership, with the ability to pay as you go, using an agile, cheaper approach to implementation.

Why Oracle Cloud?

Oracle's Cloud applications offer broad, rich and proven functionality across the core finance, projects and procurement business processes.

The suite has an optimised user experience that, combined with integrated analytics and reporting, allows business users to rapidly familiarise themselves with the new systems and improve productivity.

The flexibility to choose public, private or hybrid deployment options caters to a variety of strategies and changing business requirements.

Beyond the applications themselves, Oracle provides:

- A community of more than 15,000 Oracle experts to support your business;
- The latest security and performance technology to satisfy even the most demanding requirements; and
- Proven processes to allow your cloud application investment to scale and flex with your business.

Deloitte have compiled 'how-to' guides with hundreds of practical lessons learnt from our implementation experience.

Oracle Cloud, designed to be implemented in the cloud

Oracle Cloud Financials, Projects and Procurement is an integrated solution of best of breed products designed to be implemented in the cloud.

Oracle's Cloud applications can be implemented in a number of different ways; in public, private or hybrid cloud.

The products come with global enterprise-grade security and performance to allay two of the most common concerns clients face when considering a cloud implementation.

Our solution for cloud

Why dfusion?

dfusion is an out-of-the-box, good-practice solution for implementing Oracle Cloud Financials, Projects and Procurement.

It is based on 30 years experience of implementing Oracle Applications for some of the UK's biggest companies and Deloitte's heritage in Finance practices and processes.

dfusion covers the following process areas:

- **Account to Report** – general ledger, fixed assets, cash management and allocations;
- **Purchase to Pay** – requisition to payment including intelligent invoice scanning, supplier portal and expense management;
- **Invoice to Cash** – invoicing and advanced collections;
- **Tax management**; and
- **Best of breed financial reporting and analytics** with flexible, user-amendable cubic, business intelligence and financial statement reporting.

“Oracle is tremendously excited about the dfusion solution. What we can see is the skills, capabilities and experience of Deloitte being brought together with the new capabilities of Oracle's ERP Cloud, to deliver outstanding new capability to our customers.”

Mark Newton, VP of Applications, Oracle UK

dfusion contains the following components:

- **Out-of-the-box, good-practice configuration** to allow businesses to deploy globally – delivered by functional setup manager;
- **Shared-service-ready process design documentation** in ARIS;
- **CRP-ready financial statements and reports** delivered by OTBI and Financial Report Center;
- **Comprehensive test scripts** to reduce implementation risk;
- **Demo-ready system** with materials covering the best of Oracle Cloud Financials, Projects and Procurement;
- **Interfacing materials** that enable businesses to get the system operating in their application landscape with the minimum investment; and
- A full suite of good practice **Project Management materials** to allow rapid delivery at high quality and reduced risk.

The dfusion Difference

Deloitte's dfusion solution provides a radical way to implement financial, projects and procurement systems. The benefits of the dfusion solution are numerous.

With dfusion, it is possible to have a market-leading finance system at a predictable, all-inclusive price. dfusion offers the deepest and widest-ranging preconfigured solution available today.

dfusion provides businesses with out-of-the-box, good-practice system and process designs to allow business users to perform tasks efficiently and for Finance, Projects and Procurement functions to operate more effectively.

Deloitte have compiled 'how-to' guides with hundreds of practical lessons learnt from our implementation experience. This helps project teams to avoid potential pitfalls and reduces the risk of implementation.

dfusion can be deployed rapidly. Upon acquiring the licences from Oracle, dfusion can be implemented to pilot target processes in just a few weeks.

Out-of-the-box, good-practice analytics is provided: dfusion contains the analytics needed to run a business based on the principles of 'what I need to know' and 'what I need to do'.

How Deloitte can deliver

Recognising that not all businesses are the same, Deloitte has created three implementation options for dfusion so that clients can choose the solution that best fits their needs and ambitions.

 <p>PREMIER</p>	<p>Premier is the entry level of dfusion offering, it comprises a rapid implementation timeline and an attractive price-point at which to enter the cloud market.</p> <p>Suitable for clients who want good practice business processes and an industry standard set of business requirements. Our processes and system design can be based on a shared services organisational model or not depending on your requirements.</p> <p>The Premier package provides coverage for core finance processes and included in the price is support for common data conversions and training.</p>	<p>Process Scope</p> <p>General Ledger, Payables, Invoice Scanning, Expenses, Assets, Cash Management, Receivables, Tax & Collections</p>
	<p>Key Changes</p> <p>Design based on dfusion design with some client personalisation. Financial Statements with 5 simple custom reports for go live</p>	<p>Data Conversion</p> <p>Open suppliers, customers and fixed assets. 1 year's GL balances and employees needed as users. All loaded via Excel</p>
	<p>Integration</p> <p>Standard file based loaders, plus BACS payment file output</p>	<p>Timeline</p> <p>100 days</p>
	<p>Support</p> <p>Post go-live support for 2 months</p>	<p>Training Approach</p> <p>1 week training session covering functionality. dfusion Training Material Provided</p>
	<p>Price</p> <p>Price on application</p>	

 <p>ENHANCED</p>	<p>The Enhanced version of dfusion is suitable for businesses with more complex requirements. In addition to the functionality and support provided in Premier, this option provides coverage for standard procurement and project accounting processes.</p> <p>As well as extended process coverage, the Enhanced package also provides additional design flexibility, data conversion support and integrations.</p> <p>Still offering rapid implementation timelines, the inclusion of extended training and a year of upgrade support makes this option great value-for-money.</p>	<p>Process Scope</p> <p>Premier + Purchasing, Self Service Purchasing, Supplier Portal, Enterprise Contract Mgmt, Projects Foundation, Project Billing & Project Costing</p>
	<p>Key Changes</p> <p>Design based on dfusion design with additional client personalisation. Financial Statements with 10 simple custom reports for go live</p>	<p>Data Conversion</p> <p>Premier + open purchase orders and projects</p>
	<p>Integration</p> <p>Premier + 2 Web Services based integrations</p>	<p>Timeline</p> <p>120 days</p>
	<p>Support</p> <p>Premier + upgrade support provided for 1 year</p>	<p>Training Approach</p> <p>3 weeks of training session covering functionality. dfusion Training Material Provided</p>
	<p>Price</p> <p>Price on application</p>	

 <p>UNLIMITED</p>	<p>If your business has complex requirements, multiple business processes or a greater appetite for business change then Unlimited is the version for you.</p> <p>Our Oracle Cloud specialists will work with you to understand your challenges and aspirations in order to provide a comprehensive proposal to meet your business needs.</p> <p>While this option may not provide a fixed timeline and cost, you will be provided with the same expertise and collateral available in the core dfusion solution.</p>	<p>Process Scope</p> <p>Pick any combination of Oracle Cloud products</p>
	<p>Key Changes</p> <p>Configure the solution based on your requirements</p>	<p>Data Conversion</p> <p>Data conversion based on your needs</p>
	<p>Integration</p> <p>Integrations based on your needs</p>	<p>Timeline</p> <p>Based on your requirements</p>
	<p>Support</p> <p>Support based on your needs</p>	<p>Training Approach</p> <p>Training based on your needs</p>
	<p>Price</p> <p>Price based on your requirements</p>	

The Deloitte difference

Deloitte's range of experience means that we can support you to achieve your goals at every layer of your organisation. We don't just offer a comprehensive solution to deliver Oracle Cloud, we have the breadth of capability that can:

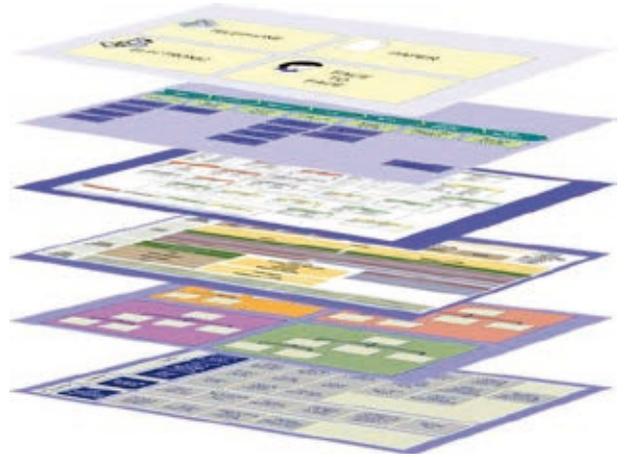
- Embed the change into your people and processes;
- Develop the right organisational model for your Finance and IT functions in the new cloud environment; and
- Leave you with meaningful management information to support decision making and provide you with an appropriate ongoing support model.

This insight just can't be provided by a niche consultancy.

The conclusion

If you want the deepest, most wide-ranging pre-configured Oracle Cloud solution available in the market, delivered with 'Big 4' quality at a niche provider price, then Deloitte dfusion is the best solution to implement cloud Financials, Projects and Procurement for your business.

People
Processes
Organisation
Information
Technology
Support organisation



Contacts

For more information contact

Mark Hulyer

Partner

UK Oracle Practice Lead

Deloitte MCS Limited

+44 (0) 20 7007 8038

mhulyer@deloitte.co.uk

Simon James

Senior Manager

dfusion Proposition Lead

Deloitte MCS Limited

+44 (0) 20 7303 8386

sijames@deloitte.co.uk

David Stutters

Senior Manager

dfusion Proposition Lead

Deloitte MCS Limited

+44 (0) 20 7303 2406

dstutters@deloitte.co.uk

Other than as stated below, this document is confidential and prepared solely for your information and that of other beneficiaries of our advice listed in our engagement letter. Therefore you should not refer to or use our name or this document for any other purpose, disclose them or refer to them in any prospectus or other document, or make them available or communicate them to any other party. If this document contains details of an arrangement that could result in a tax or National Insurance saving, no such conditions of confidentiality apply to the details of that arrangement (for example, for the purpose of discussion with tax authorities). In any event, no other party is entitled to rely on our document for any purpose whatsoever and thus we accept no liability to any other party who is shown or gains access to this document.

© 2015 Deloitte MCS Limited. All rights reserved.

Deloitte MCS Limited. Registered office: Hill House, 1 Little New Street, London EC4A 3TR, United Kingdom. Registered in England and Wales No 3311052.

Deloitte MCS Limited is a subsidiary of Deloitte LLP, the United Kingdom member firm of Deloitte Touche Tohmatsu Limited ("DTTL"), a UK private company limited by guarantee, whose member firms are legally separate and independent entities. Please see www.deloitte.co.uk/about for a detailed description of the legal structure of DTTL and its member firms.

Designed and produced by The Creative Studio at Deloitte, London. J1555