



# Illuminating the way to better business outcomes

## Accelerated consulting engagements to address your biggest transformation challenges

**Deloitte.**



### A Lighthouse assessment can define a path to transformation in under 8 weeks



#### Why Deloitte?

- Recognized as #1 in Technology-enabled Business Transformation
- #1 in Outsourcing Advisory
- #1 in HR, Finance, Customer Management, Business Operations, and Global Strategy

\* Based on 2013 and 2014 reports from Kennedy, IAOP/Forbes, IDC, Forrester and Gartner.

#### The Engagement

Client identifies a burning issue.

Team translates root cause into a scope statement.

The engagement team utilizes demonstrated methods and frameworks to conduct a 6-8 week assessment.



Discovery/ interviews



Evaluation and analysis



Recommendations and business case

#### Potential Results

Client gains a deeper understanding of the current state and receives prioritized recommendations with business case and implementation timeline.



### Deloitte's broad IT transformation capabilities can enable clients to navigate disruptive change and potentially gain a competitive edge



#### IT Transformation

- Infrastructure Optimization
- Operating Model & Architecture Management
- Application Optimization
- Service Management
- Business Model Transformation
- Business Demand Management
- Global Delivery Model & Outsourcing
- Workforce Management
- IT Business Performance
- Security and Regulatory Compliance



#### Cloud Strategy

- Cloud Operating Model
- Integrated Cloud Roadmap
- Organizational Alignment
- Migration Sequencing
- Cloud Economics
- Business Case/ROI
- Workload Placement
- Benchmarking
- Cyber Risk Readiness



#### Cloud Execution

- Workload & Portability Analysis
- Migration Oversight & Management
- Governance Framework
- Change Management
- Hybrid Cloud Accelerator: HP Helion, OpenStack, AWS, VMWare, Mulesoft
- Organization Skills Assessment
- Best Practice Packages

### Lighthouse can help deliver value across industries — sample client outcomes



Defined capabilities maturity roadmap to deliver cloud services for large financial services provider.



Refined operating model for a healthcare technology provider to efficiently deliver SaaS solutions.



Streamlined provisioning processes for a large discount retailer.



Created a hybrid cloud strategy and target state architecture blueprint for one of the world's largest pharmaceutical companies.

# Deloitte brings deep cloud and IT transformation experience

## Leveraging a cross-industry community of thought leaders

### Deloitte's technology transformation framework

Area	Description
 Business Demand	Optimize capital allocations to meet demand
 Operating Model & Architecture	Optimize operating model for target state
 Application Optimization	Rationalize application portfolio
 Infrastructure Optimization	Consolidate and standardize; adopt cloud
 Service Management	Improve SLAs and standardize service catalog
 Workforce Management	Establish the full lifecycle for talent mgmt.
 Sourcing & Procurement	Maximize IT value through labor arbitrage
 IT Business Performance Mgmt.	Increase financial transparency
 Security / Cyber	Risk ready IT posture

### Thought leadership

Deloitte shares our perspective on 10 trends that offer CIOs the opportunity to shape tomorrow and to transform "business as usual."

- CIO as chief integration officer
- API economy
- Ambient computing
- Dimensional marketing
- Software-defined everything
- Core renaissance
- Amplified intelligence
- IT worker of the future
- Exponentials



**Tech Trends 2015**  
The fusion of business and IT

### Meet the Project Lighthouse leadership team



**Peter Vanderslice, Principal, Deloitte Consulting LLP**

Peter has over 25 years of experience in technology and strategic IT management consulting, including the alignment of business and IT strategy and the structuring of large-scale IT transformation programs. He has worked with leaders of many of the world's largest companies. He helped develop Deloitte's IT Transformation offering and currently leads the CIO program for Deloitte.



**John Tweardy, Principal, Deloitte Consulting LLP**

John is an advisor on IT Strategy and ITO Led Transformation with over 15 years of global cross industry experience. He is the US National Practice Leader for IT Outsourcing (ITO) and IT Shared Services (ITSS) and a Deloitte CIO Fellow. His recent focus is on SMAC and how to best balance emerging and disruptive technologies into the IT Service Delivery Model.



**John Keffer, Director, Deloitte Consulting LLP**

John is the global Director for Deloitte's HP relationship and one of the original creators of the Lighthouse program. During his 11 years at Deloitte, John has developed deep experience in aligning client teams around strategic initiatives.



**Amit Desai, Senior Manager, Deloitte Consulting LLP**

Amit is a Senior Manager in Deloitte's Strategy and Operations practice. He brings 10+ years of cross-sector experience in all aspects of IT Transformation with deep experience in IT Operating Models, IT Shared Services and Outsourcing, and post M&A IT integration.



**Manoj Mehta, Senior Manager, Deloitte Consulting LLP**

Manoj leads engagement delivery for Project Lighthouse. He has defined the cloud adoption strategy, implementation roadmap and identified gaps in current state IT capabilities of Deloitte's top clients.



**Matt Wood, Specialist Master, Deloitte Consulting LLP**

Matt is a technology leader with 10 years of experience in aligning business models with enabling technology. As an IT application and solution specialist, Matt leverages a multidisciplinary background to identify integration, efficiencies and process improvements across IT functions.