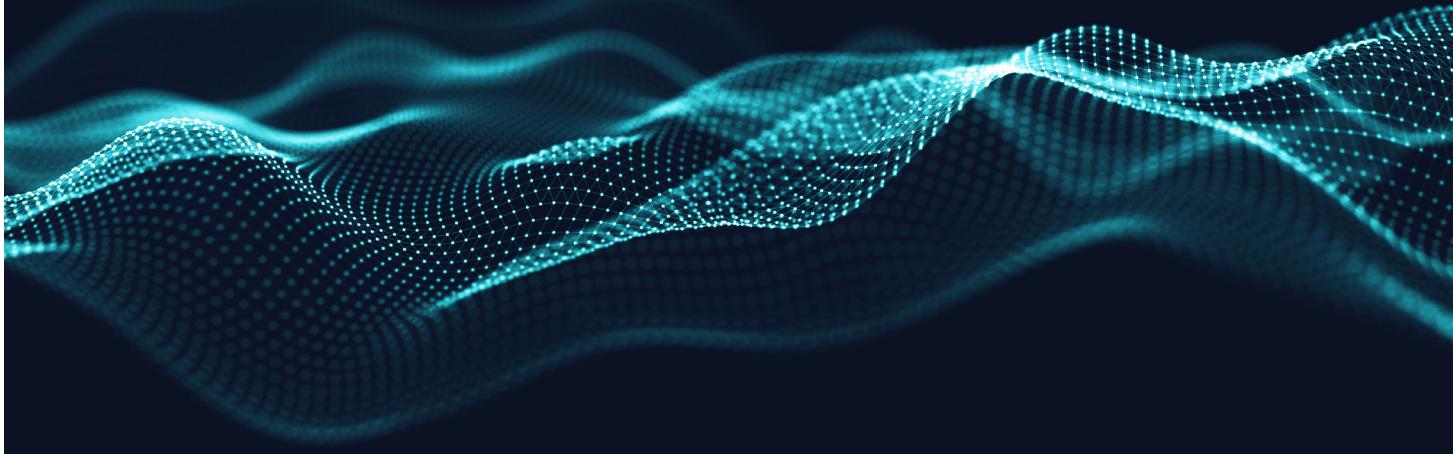


Cloud Resiliency and Growth Services



Current challenges

The COVID-19 pandemic has had a dramatic effect on people's personal and business lives. Economically, the crisis has brought with it market volatility, reduced interest rates, loss of revenue, and the urgent need for many companies to change how they engage with customers and employees.

Navigating the world remade by COVID-19 challenges business leaders to find the right path forward—one that enables their business to respond, recover, and thrive within a rapidly changing and still-uncertain future.

Having responded to the initial crisis, many organizations are now turning their attention to recovery—a phase that focuses not only on reducing costs, but on developing capabilities that will help the business thrive beyond the crisis. Building upon lessons learned over the past few months, organizations now have an opportunity to prepare for the “new normal” by:

- Recalibrating resources, expenses, and security
- Identifying savings and efficiencies within their technology portfolio
- Adopting new technologies and improved process operations

By addressing these areas, business leaders can help position their organizations to emerge stronger and more resilient throughout this period of economic instability.

Deloitte's Cloud Resiliency and Growth Services can help your organization create efficiencies and develop flexibility while driving growth via new cloud-enabled capabilities.

An approach to growth

Organizations will likely feel increased pressure in these uncertain times to lower their fixed costs and promote variable-cost models that align closely with changing revenues. Deloitte can help organizations become more effective by creating cloud- and technology-enabled efficiencies.

Beyond addressing an organization's current pain points, Deloitte can spur growth in new business circumstances by helping organizations adopt advanced technologies and improve process operations to support changing business requirements and deliver value to customers. Our team can also step in to assist organizations in building new capabilities that can potentially drive revenue and enable growth opportunities across the business.

Deloitte Cloud

Creating new efficiencies

Organizations can reallocate funding and resources to strategic priorities, such as core business operations, by identifying savings and efficiencies within their technology portfolio and redefining their operating model for the future.

We can help organizations drive these outcomes by pulling several of the following levers:

Rationalizing demand



Simplifying the organization and operating model to adapt to the new normal



TTA



CTA



RRR

Transforming to X-as-a-service



Provide commodity technologies, such as mainframe, storage, network, and end-user, on a consumption basis



TTA



CTA



RRR

Monetizing captives and assets



Sale and leaseback of IT captives and assets and monetization of differentiating intellectual property



TTA



CTA



RRR

Lean IT



Deliver enhanced self-service capabilities and automate IT operations



TTA



CTA



RRR

Streamline applications



Simplify application portfolio and migrate good candidates to public cloud



TTA



CTA



RRR

Surgical sourcing



Vendor consolidation, contract review, and outcome-based contracts



TTA



CTA



RRR

Key: TTA = time to achieve, CTA = cost to achieve, RRR = run rate reduction

Potential business outcomes



Targeted and effective management of expenses during a downturn



Reduced cost of redundant footprints and redeployed IT operations resources



Reduced risk associated with a shift to a highly variable-spend model that adjusts based on consumption



Increased cost transparency, driving greater accountability and revealing new cost reduction opportunities



Reduced nonessential IT expenditures

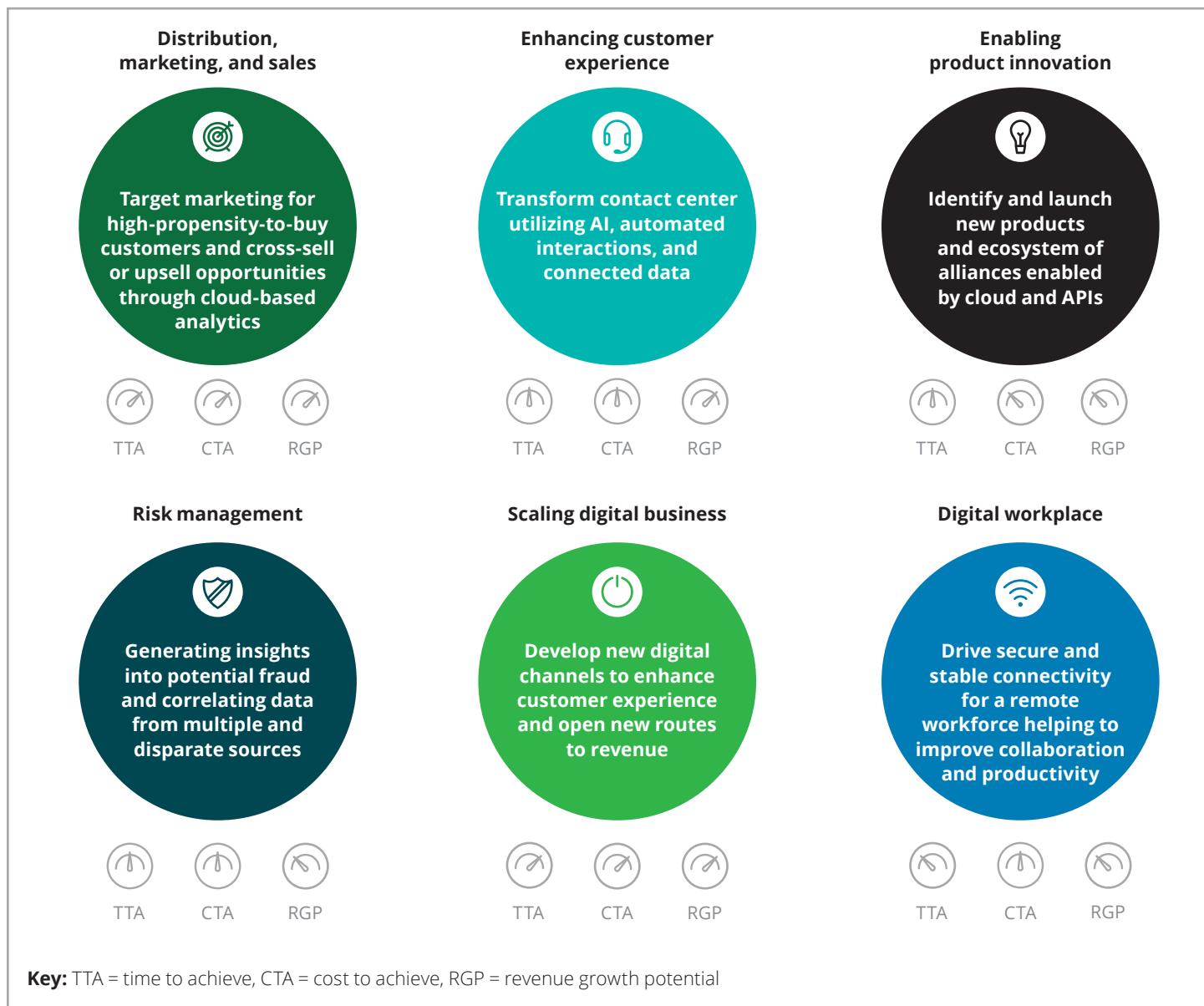


Reduced cyber and infrastructure patching risk inherent in the cloud through the implementation of automated security controls

Developing new growth capabilities

Adoption of new technologies and improved process operations is critical to recovery, facilitating new ways of working, creating agility and guarding against future crisis. It is paramount that technology organizations continue to address changing business requirements and enable new growth opportunities to deliver value to customers.

The following cloud-enabled approaches are designed to build new capabilities that can potentially drive revenue growth across the business:



Potential business outcomes



Drive growth leveraging targeted and agile capabilities



Increased productivity and collaboration between teams resulting from improved technology deployments



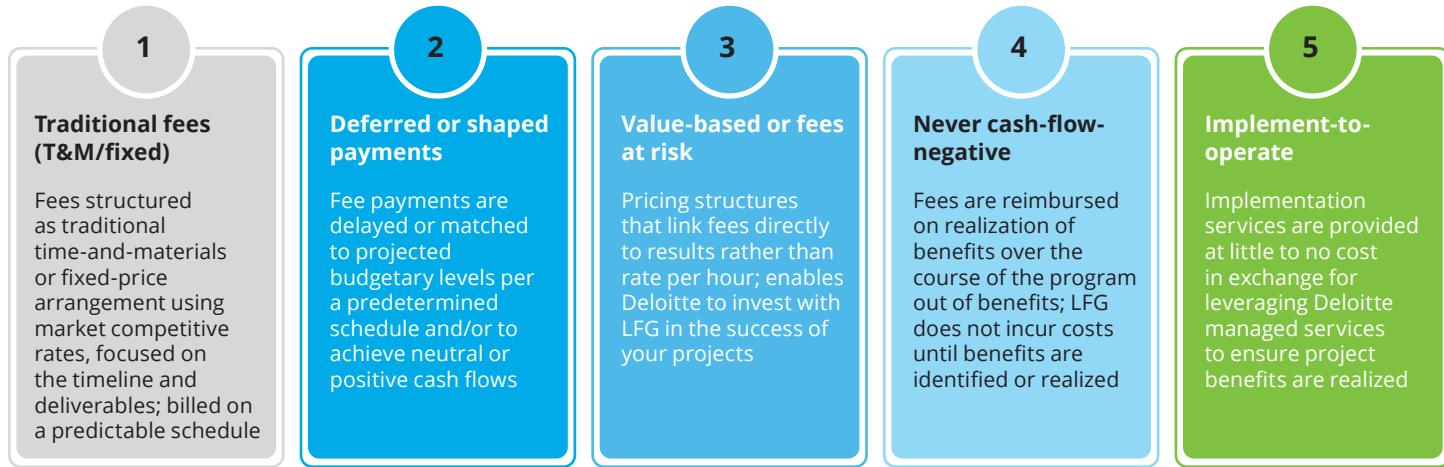
Stability and security of technology and infrastructure operations

The Deloitte difference: Self-funded technology modernization

We understand the decision to invest in change and transformation in uncertain times can be difficult. Yet, by implementing stability and optimization initiatives, your organization can potentially generate cost savings and revenue to fund transformative initiatives, enabling greater resilience and ability to compete in the modern age. This initial investment can provide greater, long-term benefits.

Deloitte can help by offering alternative engagement models, including outcome-based fees, deferred billing, sale and leaseback, asset purchase, managed-service, consumption-based, value-based billing, and ecosystem alliance credits and investments. By linking fees to realized savings, our team can design engagements that are mindful of taxes and expenses with minimal up-front investment. We can then immediately bring to bear an ecosystem of mature offerings, collaborations, and the implementation experience to affect meaningful change for your organization and your customers.

Deal structure and terms can be aligned to meet your needs and may include:



Why Deloitte

Our services are based on your business environment and designed to fit your organization. We are here to help address your pressing issues in real time, working alongside your team every step of the way. We bring significant industry and risk experience; deep relationships with cloud providers and leading cybersecurity vendors; years of working with cloud environments, technologies, and architectures; and experience working with enterprises across stages of their cloud journeys. As a leading cyber consultancy, our cyber services are embedded in our DNA—as more than a technology and security challenge; this mentality, combined with our cloud acumen enables us to help build more resilient organizations poised for sustained success.

Let's talk

Interested in learning more about moving from response to recovery—and positioning your organization to thrive in this time of historic change? Contact us.

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