Cloud technologies are accelerating the pace of change and facilitating entirely new ways of doing business. In order to build competitive advantage, you can't start with technology. You must start with you. Your cloud strategy must address business imperatives and opportunities that are specific to your industry, your business, and your team's requirements. It's about mapping a path of continuous transformation that is as singular as your company—and that sets the stage for the company you intend to become.

Our cloud strategy and readiness services help you identify the challenges you face in your cloud journey—from regulatory compliance to internal integration to adoption barriers. We also focus on uncovering opportunities afforded by cloud technologies—reduced costs, new ways of working, the ability to sunset sluggish legacy systems. We do this across four capabilities: business model disruption, cloud strategy & business case development, readiness assessment & preparation, and cloud native process and organization.

As needs are identified, we draw from a deep bench of domain specialists who advise beyond the technical, enabling your team to see possible solutions through the lenses of finance, risk, marketing, human capital, procurement—you name it. What's born from the process is a cloud strategy that accounts for a full range of variables, and then helps solve for you.

"The global leader in Business Transformation Consulting based on strategy and current offering."

— Forrester¹
The first question most executives ask about cloud technology is, “What’s it worth to me?” There are obvious impacts, such as reducing technology infrastructure costs or freeing up your IT employees to focus on your strategy instead of on 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. If we can better account for inventory in real time how might that shape warehousing and manufacturing investments? If we reduce technology infrastructure capital expense, how will that alter tax depreciation schedules?

The culmination of this work helps enable 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.

Once the pathways are mapped, our team works with yours to map your current and future states, and identify the components and vendors to meet all identified requirements—database, security, finance, operations, and more. What emerges is a deep technical blueprint for your cloud solution, one that sets the stage for a deliberate, thoughtful, orderly transformation.

Cloud is a challenging journey of persistent assessment and adoption, of looking again and again to ensure that every opportunity is revealed, every decision optimized, and every risk turned to your advantage. Having the right road map in place won’t necessarily make it simple. But it will help ensure that the journey is achievable.

— Kennedy

Our cloud strategy and readiness offering involves four key capabilities

**Business model disruption**
Perspective and strategic advisory on how new technologies such as cloud create opportunities to fundamentally impact both current and future-state business models.

**Cloud strategy & business case**
Detailed strategy and risk assessment for cloud (e.g., business models, applications, infrastructure); target-state cloud road map, architecture, and vision definition; target application platform identification; and articulation of the road map, business case, and financial benefit / impact for cloud adoption.

**Readiness assessment & preparation**
Current-state workload analysis, technical requirement identification, business and technology process assessment, cyber security evaluation, employee skills assessment, and road map development to prepare the people, processes, and technology to adopt cloud.

**Cloud native process and organization**
Full process re-engineering leveraging agile, DevOps, infrastructure as code, and IT automation to create a new model for delivering technology to clients.

“**A global leader in Operating Model Strategy & Organization Design Consulting based on capabilities.”**

— Kennedy
The you\textsuperscript{5} advantage

The value you derive from cloud depends on five factors. The first two—your \textbf{project parameters} and the \textbf{technology}—are givens. True transformation comes when your advisor has deep understanding of the other three—your \textbf{business}, \textbf{industry}, and \textbf{cultural dynamics}. Deloitte applies that understanding relentlessly to create exponential value at every turn and address the key issues that motivate your stakeholders.

“It’s critical that I understand the broad impacts—on my balance sheet, on work flows, on my people—so that we can plan and budget our move to the cloud appropriately.”

— Business executive

“The thing is, we rely on hundreds of legacy applications. We need to look at each one to make sure that they are optimized for the cloud and moved in the right order.”

— IT executive

“All of those applications have interdependencies. We need a plan that ensures that those connections aren’t broken and new vulnerabilities aren’t introduced.”

— Security executive

Remapping the customer journey through cloud

\textbf{Optimized digital strategy from Deloitte helps global firm grow commercial payments business}

The payments industry is becoming increasingly commoditized due to emerging financial technologies and new competition. A global financial institution asked Deloitte to look again at its commercial payments business strategy and identify opportunities to drive efficiency and scaled growth. We took a journey-based approach to identify key “moments of truth” and pain points in its then-existing customer experience. Through a deep understanding of the company’s products, customers, engagement model, capabilities, and systems, we were able to map a new digital engagement strategy that amplified the power of cloud-based marketing automation, sales and client management capabilities, reporting and analytics, cognitive automation, and other technologies. Our efforts helped the company optimize the end-user experience, unlock value through data-driven insights, improve sales and productivity, share leads across business units, and, ultimately grow revenues.
Disrupt
Transform
Repeat

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 orchestrate solutions that fit your unique needs.

Cloud strategy & readiness is one component of Deloitte’s end-to-end cloud services. For more insights and information across the cloud journey, please visit deloitte.com/us/cloud.

“The worldwide leader in Change Consulting Services based on capability and strategy.”

— IDC

Get in touch

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Footnotes:

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