



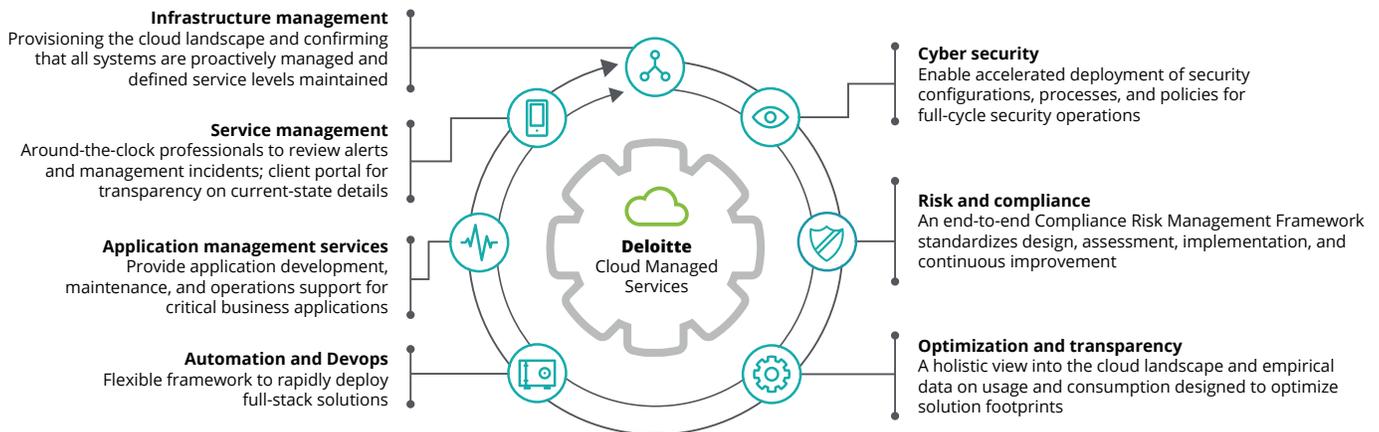
Cloud Managed Services can help Deloitte clients by simplifying the management of existing and new cloud workloads

Scalability, agility, rapid deployment, technology on-demand. These are just a few of the potential benefits companies stand to gain with a move to the cloud. However, that move doesn't end with a data migration. It's an ongoing journey. And that journey requires fresh thinking about infrastructure and management.

With traditional, non-cloud models, companies manage the entire spectrum of their IT function. Migrating data workloads to the cloud helps by enabling companies to reduce their physical IT infrastructure, but the majority of cloud providers don't offer other critical IT management services. As a result, many organizations that want to leverage the cloud find it difficult because they don't have the resources and skill sets necessary to operate effectively in a cloud-based environment.

There's a better way. Deloitte's Cloud Managed Services (CMS) can work with you to design, build, and operate end-to-end, turnkey cloud solutions, including management of cloud-based infrastructures that contain critical business applications. What's more, our OpenCloud cloud management platform can accelerate and automate our best to leading practices across seven multi-disciplinary areas, with tailored solutions that provide the scalability, agility, and rapid deployment capabilities that can help you realize the transformative value of the cloud.

Deloitte offers Cloud Managed Services across the hyper-scale cloud service providers to assist clients at every stage of their cloud journey.



Gartner has named Deloitte a worldwide Leader in its 2019 Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide*

*Gartner. (2019, February). *Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide.*

Flexible integration and delivery options:

| | Client cloud management platform | Deloitte OpenCloud management platform |
|--|---|---|
|  Build | Custom build, configuration, and deployment timelines designed to meet unique client requirements and incorporate Deloitte leading practices | Accelerated deployment and configuration of new client environments by leveraging Deloitte's library of automation and runbook templates |
|  Manage | Customized set of managed and enterprise-grade security services delivered using client's own cloud management platform and support processes | Integrated suite of managed and security services available on demand and delivered using the Deloitte OpenCloud platform and support processes |
|  Operate | Around-the-clock support and incident remediation from Deloitte's worldwide delivery team | Around-the-clock support and incident remediation from Deloitte's worldwide delivery team |

How Deloitte can help

Deloitte CMS follows a holistic, integrated approach that supports the major cloud providers such as AWS and Google Cloud. Our specialized resources have an in-depth understanding and strong track record of delivering cloud solutions to clients across a broad range of industries. Further, Deloitte is specifically positioned to design, execute, and manage a comprehensive strategy that puts cloud technologies in service of your vision for the future.

With CMS and OpenCloud, we can help you realize both short and long-term benefits with your cloud deployment such as:

- Outcomes targeted to business value and strategic objectives
- Multi rapid-cloud deployments configured and managed to your specific needs and budgetary goals
- Reduced, or restructured, costs with pay-as-you-go cost models to enable scalability and agility
- Enhanced performance enabled by freeing resources to focus on value-added activities
- Enhanced security and compliance capabilities for peace of mind
- Ongoing guidance and support from strategy, to deployment, to continued operation

Success Stories

| | | |
|--|--|--|
| <p>Large Pharmaceutical Company</p> <ul style="list-style-type: none"> • Migrated to fully-cloud-based, managed, big data and analytics platform • Automated approach to meeting regulatory requirements • Ongoing global build out with reusable automation | <p>Higher Education</p> <ul style="list-style-type: none"> • Migrated a student management system to a cloud-based infrastructure • 24x7, live support for change requests and incident management • Business transformation to achieve quicker release cycles, cost effectiveness, scalability, and agility | <p>Large Media Company</p> <ul style="list-style-type: none"> • Financial transformation with new SAP ERP landscape • Migration plan to help reduce risk for data transfer to cloud • Scalable environment, automated scripts for future builds and customized protection for PII data |
|--|--|--|

Why Deloitte

We can help you define a clear, efficient, and cost-effective business strategy that can provide your organization with a stable, scalable platform designed to support continued growth in an increasingly competitive market. Let our experienced team of professionals guide you into the cloud today and show you how the right strategies, technology, and resources can lift your business to new heights.

Start the conversation. To learn more, visit www.deloitte.com/us/cloud

| | | | |
|---|---|--|--|
| <p>Stephen Swartz Managing Director Deloitte Consulting LLP +1 612 659 2790 stswartz@deloitte.com</p> | <p>Raj Sengupta Senior Manager Deloitte Consulting LLP +1 213 996 4898 rajsengupta@deloitte.com</p> | <p>Marc Kagan Specialist Executive Deloitte Consulting LLP +1 404 631 2765 mkagan@deloitte.com</p> | <p>David Savino Public Sector Leader Deloitte Consulting LLP +1 571 858 1559 dasavino@deloitte.com</p> |
|---|---|--|--|

As used in this document, "Deloitte" means Deloitte Consulting LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.

This publication contains general information only and Deloitte is not, by means of this publication, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This publication is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this publication.