Deloitte and VMware Alliance
Delivering business and IT agility
Many businesses continue to rely on rigid hardware-based systems to handle core processes and information, such as HR and financial data, while using cloud solutions for less critical applications. The result is siloed data, lack of cost transparency, and slow response to market demands.

Leading companies are creating a more agile IT model by moving from a hardware-based infrastructure to a software-defined data center, which enables a flexible, reliable cloud infrastructure that can run even the most demanding, mission-critical applications. These virtualized infrastructures are helping businesses reduce costs, increase financial transparency, and deliver innovative business models, products, and services.

The Deloitte and VMware Alliance brings together the technologies and broad business knowledge required to enhance IT agility. Together, we can deliver more value to our clients by reducing implementation risk, speeding time to value, and increasing long-term strategic flexibility.
Deloitte leverages VMware solutions to add more client value

Deloitte works with clients as a trusted advisor to help assess business challenges and develop strategies to increase value. Deloitte professionals turn strategy into reality through a holistic implementation approach that spans people, processes, and technology.

When the strategy calls for a flexible software-based IT infrastructure that enables high-performance cloud applications, the Deloitte and VMware Alliance delivers leading technologies that can help increase business agility while managing implementation risk.

**Increase IT flexibility**
The VMware infrastructure-as-a-service (IaaS) platform supports many operating systems and almost any application, including open source code applications.

**Scalability**
Traditional hardware infrastructures are rigid—difficult to scale up or down to meet market demand. VMware’s virtualization and cloud technologies allow you to pay as you go, add or subtract capacity on demand, access data and insights in real time—and more.

**Improve cost efficiency**
Instead of substantial, up-front capital investments, a virtualized infrastructure enables clients to pay based on usage, which shifts fixed capital costs to variable operating expenses.
Smart solutions

As a leader in IT and business transformation, Deloitte is a trusted advisor to many of the world’s leading companies. From strategy to implementation, Deloitte delivers technology solutions that improve IT agility, enhance productivity, and streamline business operations. When a virtual infrastructure is the right solution, Deloitte joins with VMware to deliver leading-edge virtualization and cloud software.

Infrastructure as a Service (IaaS)

VMware is the recognized leader in virtualization and automation of compute, networking, and storage resources to enhance IT agility and scalability.

Deloitte works with VMware to design, integrate, and execute IaaS solutions to minimize risk, speed implementation, and increase business value.

SAP virtualization

As a SAP Global Partner, Deloitte works with clients to implement SAP through process improvement, technology innovation, and enablement of people. VMware—the primary virtualization solution certified and supported by SAP—is often the go-to solution for deploying SAP in a public or private cloud.

IT business management

Deloitte consultants help CIOs improve the cost efficiency of IT service delivery and add more business value.

Deloitte and VMware work together to deliver IT business management software that allows IT to accurately capture and report costs, and/or charge costs back to the business.

Security management

Data security is a top concern when CIOs consider moving critical applications to the cloud.

Deloitte often recommends VMware because security controls are built into VMware’s infrastructure platform, with virtualization enabling fine-grained security controls within the data center.

Accelerated IT transformation

Deloitte and VMware worked together to create the Deloitte Cloud ServiceFabric™ to simplify and speed cloud implementation.

This joint solution is an 80 percent preintegrated and preconfigured VMware vCloud Suite® that’s delivered to clients with blueprints for customized configurations.

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More about the Deloitte and VMware private cloud solution

Cloud ServiceFabric™ delivers preconfigured VMware private cloud technology that’s tested and ready to use. VMware vCloud Suite® is a comprehensive and integrated cloud infrastructure and management software that enables customers to build and operate vSphere®-based private clouds based on a software-defined data center architecture.

• Pre-configured turnkey hybrid cloud solution
• Integrated technology, processes, organization, and governance
• Jump-starts cloud deployment
• Low cost
• Minimal implementation risk
• Provides foundation for software-defined data center and ITaaS
• Supports development of 2nd and 3rd platform applications
• Supports and provides integration services to systems of record
• Integrated vendor offerings

Deloitte Cloud ServiceFabric™ offers public-cloud-like capabilities with enterprise-class quality and security
Company leaders asked for Deloitte’s help.

Using components from the Deloitte Cloud ServiceFabric™, the Deloitte team:

- Updated processes and management tools to automate the private cloud environment.
- Updated migration strategy for populating the private cloud.
- Provided new private cloud service offerings to differentiate client services and costs.
- Delivered expected savings of $5 million annually.

The Deloitte and VMware Alliance in action

Delivering the value of cloud

This national retailer had built a new cloud environment using VMware software and EMC VCE vBlock—but continued to manage the environment using obsolete processes. As a result, the company received minimal benefit from the new cloud environment.
Why the Deloitte and VMware Alliance?

**Deloitte.**

A leader in business transformation and IT transformation and architecture
With $33B annual revenue and access to a network of 200,000 professionals worldwide, Deloitte is one of the world’s largest professional services firm with practices that span consulting, audit, financial advisory, and tax. Deloitte provides a holistic view of strategic change and how it affects processes, people, and technology across an organization.

Deloitte brings hands-on experience to help clients with every step of the SAP journey: value assessment, business process optimization, technology visioning, solution delivery, and implementation.

- A leader in SAP Services Providers, Q1 2014 (Forrester 2014)
- Global Visionary in Gartner’s SAP Application Management Service Providers (Gartner 2014)
- A global leader in SAP Implementation Services (Gartner 2015)
- A leader in Business Technology Transformation (Forrester 2014) and global leader in Business Transformation Consultancies (Forrester 2015)

**VMware.**

A global leader in virtualization and cloud software solutions
VMware is a recognized leader in virtualization and automation of compute, networking, and storage resources from the desktop to the data center and to the cloud. VMware is also the primary virtualization solution certified and supported by SAP.

More than 500,000 customers of all sizes, including the entire Fortune 500, have selected VMware as the platform that can deliver unified hybrid cloud and business mobility to reduce IT costs and increase agility.

- SAP’s preferred virtualization platform
- Leading virtualization provider in the marketplace
- One of the most robust hybrid cloud solutions for on-premise enterprise deployments
Deloitte and VMware collective strengths

The Deloitte and VMware strategic alliance creates a highly competitive force that offers complementary strengths, bringing together the leader in business advisory services and the global leader in virtualization and cloud software solutions.

**VMware benefits**
- **Increased customer relevance** through tight alignment with a business consultancy
- **Larger deal sizes** and sustained revenue streams
- **Greater understanding** of clients’ strategic goals and organization dynamics
- **Increased C-suite credibility and access** through Deloitte’s trusted advisory status
- **Improved competitive positioning**

**Deloitte and VMware collective strengths**
- **End-to-end experience** in business-led IT transformation
- **Integrated** services, teams, methodology, and tools
- **Industry-leading** infrastructure hardware and software solutions
- **Greater value and business impact** with VMware solutions directly tied to client strategy
- **Ability to articulate business case and value** delivered to internal stakeholders and leadership
- **Smooth execution** due to team continuity from strategy through implementation
Alliance benefits

Deloitte and VMware have been working together for more than seven years. Through our alliance, we can deliver business and technology prowess to our clients without competing for revenue.

Benefits to Deloitte
- Helps practitioners leverage the right virtualization and cloud technologies to help clients reduce costs and increase agility.
- Reduces implementation risk by providing direct access to VMware’s development resources to quickly resolve complex delivery or configuration issues.
- Receives sales support and just-in-time product training and other education on VMware technologies.
- Enables creation of methodologies and accelerators that speed implementation time and ensure quality delivery.

Benefits to VMware
- Enhances customer satisfaction.
- Increases sales opportunities and follow-on purchases.
- Gains access to C-suite decision-makers.
- Increases professional services leaders’ awareness of VMware solutions.
- Helps rationalize IaaS and cloud technology investments by building business case ROI and NPV.

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Deloitte and VMware Alliance: Go-to-market allies and mutual clients

**Deloitte uses these VMware products:**

- **vCloud Suite** to reduce app deployment time and allow any app to be provisioned into any destination.
- **vSphere and NSX** to provide a foundation for any cloud environment.
- **vRealize** for hybrid cloud management.

**VMware uses these Deloitte services:**

- **Business Transformation** to support profitable growth.
- **SAP Implementation** (Project Ascend) to enhance finance operations.
- **Sales Transformation** (Project Sagitta) to enhance sales forecasting and management.
- **Software license compliance** to evaluate customers’ adherence.
- **Application development and integration services** for VMware internal technologies and business processes.

**Deloitte and VMware joint solutions:**

- **The Deloitte Cloud ServiceFabric™** delivers a fully integrated private cloud solution for an on-premise deployment in 10 weeks or less.
- **VMware on SAP Powered by Deloitte** offers 42+ variations of industry-specific SAP running on vCloud-based software.
- **IT Transformation** utilizes services from both companies to deliver rapid value-based cloud transformation.
## Our alliance team at a glance

### Deloitte

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<tr>
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<tr>
<td><strong>Steve Lemelin</strong></td>
<td>Principal/LCSP for VMware</td>
<td>Deloitte Consulting LLP</td>
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<tr>
<td><strong>Rick Clark</strong></td>
<td>Director, VMware Alliance Lead</td>
<td>Deloitte Consulting LLP</td>
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<tr>
<td><strong>Raj Sengupta</strong></td>
<td>Senior Manager, VMware Alliance Lead</td>
<td>Deloitte Consulting LLP</td>
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<tr>
<td><strong>Kurt Scherer</strong></td>
<td>Senior Manager</td>
<td>Deloitte Consulting LLP</td>
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<tr>
<td><strong>Claire Melvin</strong></td>
<td>Manager</td>
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<td><strong>David Parsons</strong></td>
<td>Vice President, Systems Integrators &amp; Systems Outsourcers</td>
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<td><strong>Joe DiLaura</strong></td>
<td>Global Alliance Director</td>
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<td><strong>Joe Ruggiero</strong></td>
<td>Global Technical Alliance Manager</td>
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<td><strong>Matt Zucker</strong></td>
<td>National Partner Manager</td>
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<td><strong>Jan Klincewicz</strong></td>
<td>Regional Technical Alliance Manager</td>
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<tr>
<td><strong>Mitch Gomulinski</strong></td>
<td>Manager, Marketing</td>
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If you’re ready to explore how the Deloitte and VMware Alliance can help enhance business agility and manage risk, we should talk.

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