

KPMG Powered Enterprise

Driving Oracle Cloud-enabled
business transformation

kpmg.com



cutting through complexity



Introduction

Organizations generally resist changes to their enterprise systems. What often follows is a long and costly journey constrained by Enterprise Resource Planning (ERP) systems. While much is promised at the start, the reality is often a complex transition that can be late, over budget, and result in an inflexible architecture hungry for customizations and expensive ongoing upgrades. Promised efficiencies from increased process automation, integration, and faster reporting simply are not delivered. And the final result often fails to meet the demands of the business. Sound familiar?

Enter the cloud.

Despite the hype for all things cloud, flashy sales language and promises focused just on the technology can obscure the real benefits a cloud platform can deliver.

It is easy to get caught up in the promises of cloud without a clear understanding of the intersections of opportunities across the business, IT, vendors, and employees.

This clarity is necessary in order to rise above all the hoopla and leverage cloud enterprise applications for meaningful transformative change.

CLOUD ADOPTERS BENEFIT FROM:

- Modernized functionality, enhanced user experience
- Easier access to analytics
- Eliminate the need for costly and lengthy upgrades
- Standardization
- Flexibility to diversify and scale operations
- Faster responses to changing business circumstances
- Greater productivity through improved multi-device accessibility



Preparation must extend beyond simply exploring potential benefits of cloud; instead it requires a more prescriptive approach to defining enterprise wide value based on your specific business landscape. KPMG can help.

Enterprise in the cloud

Organizations often are eager to embrace cloud technologies to benefit from short-term cost-reduction opportunities. However, the most substantial benefits of the cloud are truly realized by moving to a fully integrated cloud platform. Today's enterprise typically is a hybrid ecosystem of on-premise and cloud applications. As more enterprise applications migrate to the cloud, it's critical that business processes and service delivery operating models evolve in harmony with a fully integrated cloud platform.

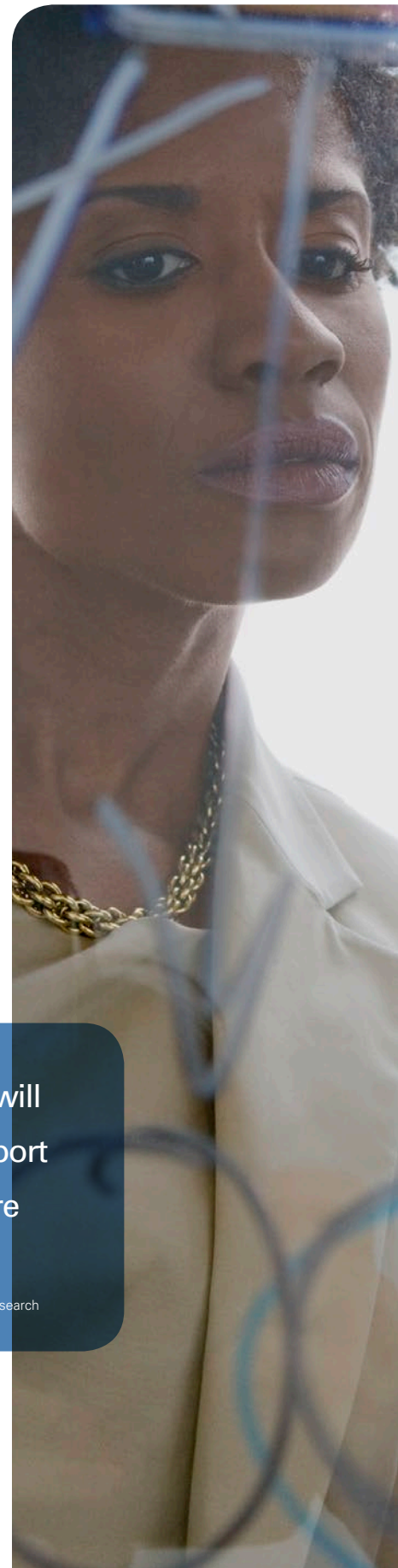
KPMG Powered Enterprise

KPMG can help eliminate the complexity of aligning your business function with Oracle Cloud Applications, allowing you to focus on more strategic value oriented activities. Oracle Cloud is an integrated, cross-functional cloud-based ERP that has the required depth of functionality and scale to operate across business functions.



51 percent of finance organizations say they will employ Software as a Service (SaaS) to support more than half of their transactions by 2016; and this figure grows to 81 percent by 2017.

Source: Gartner Research







KPMG Powered Enterprise defined

The KPMG Powered Enterprise is the harmonization of our human resources, finance and sales optimization capabilities with our market-leading Oracle Cloud Applications deployment experience through:

- Pre-built operating models for HR, finance and sales business functions
- Optimized reference business processes designed to realize the full benefits of Oracle Cloud Applications

- Accelerated implementation of Oracle Cloud apps through our RapidSolutionSM methodology and pre-configured Oracle Cloud Applications
- Fully integrated solution supported by our joint KPMG and Oracle Cloud Integration Framework

KPMG's Oracle Cloud Solution Center in Denver provides the RapidSolutionSM delivery framework and assets needed for companies of all sizes to realize the benefits of the KPMG Powered Enterprise.

KPMG's pre-built operating models and process flows

Our clients benefit from our pre-built systems in the cloud. Based on our extensive cloud transformation experience, we employ Oracle technology to construct pre-configured systems to deliver the best possible systems, in the best possible way.

We offer pre-built reference solutions optimized on leading-practices to drive toward a high degree of standardization across the enterprise.

Rather than redesigning your enterprise processes and technology from scratch, our prescriptive approach gets you focused on the most impactful process and technology alignment decisions immediately, simplifying the transformation process.

The benefits are clear:



Higher certainty of outcome:

From day one you know what the pre-built system will entail and how it will integrate with your requirements



Lower risk:

The core system has been successfully tested and deployed, unlike implementations started from scratch



Faster process:

Adapting a small portion of the system is faster and less disruptive to the business



Experience and insight:

Our systems combine the proven insight from KPMG's finance, technology, tax, and industry practices with the technology expertise of Oracle



Lower cost:

You benefit from cost savings, both at implementation and in the longer term

“By aligning operating model and process efficiencies prescriptively, based on Oracle's Cloud Application Enterprise Suite, we can provide our clients a simplified way to adopt cloud-based technologies and help them achieve real business value, not only cost savings.”

— John Doel, KPMG's Oracle Cloud Technology Leader

The right team

As the cloud market matures, KPMG is at the forefront and well positioned to share our lessons learned, leading practices from our client experience, and the challenges we have helped companies overcome.

Our Oracle Cloud experience offers our clients the benefits they expect from the cloud and enable the use of real-time multidimensional analytics, collaboration via social media, and mobile access.

KPMG's Oracle Cloud Applications delivery teams bring:

- Largest Oracle Cloud deployments to date, including Fortune 100 clients
- More than 500 accredited Oracle Cloud resources
- A global Oracle dedicated consulting business of more than 2,000 professionals
- Live customers spanning Industrial Manufacturing, Technology, Financial Services, Healthcare, Consumer, Services and other key industries
- Project delivery across more than 30 countries and 5 continents
- Global Oracle Cloud Solutions Center based in Denver



“Together, KPMG and Siemens are setting the standard for driving business value through adopting Oracle Cloud applications.”

– **Margarita Gosheva**, CIO and VP IT, Siemens
Global Shared Services North America



A man with short brown hair and glasses, wearing a dark suit jacket over a white shirt, is shown in profile from the chest up. He is looking out a large window towards an airport tarmac where several airplanes are visible under a bright, cloudy sky. The lighting is natural, coming from the window, casting soft shadows on his face and suit.

“ Oracle is excited to partner with KPMG in developing and delivering leading cloud-based enterprise integration solutions through Oracle Cloud. KPMG’s Oracle Cloud applications experience combined with their leading Oracle Cloud integration expertise can benefit customers of all sizes. ”

— **Chris Leone**, Oracle SVP HCM Cloud Development

As a Platinum Partner, KPMG has extensive experience developing solutions in the Oracle Cloud space.



1st Full Suite Oracle Cloud

KPMG implemented the first full suite Oracle Cloud customer in 2011, the catalyst for developing our Global Oracle Cloud Network.

Largest Enterprise Clients

KPMG is responsible for some of the largest Oracle Cloud engagements to date, including Fortune 100 Global Clients

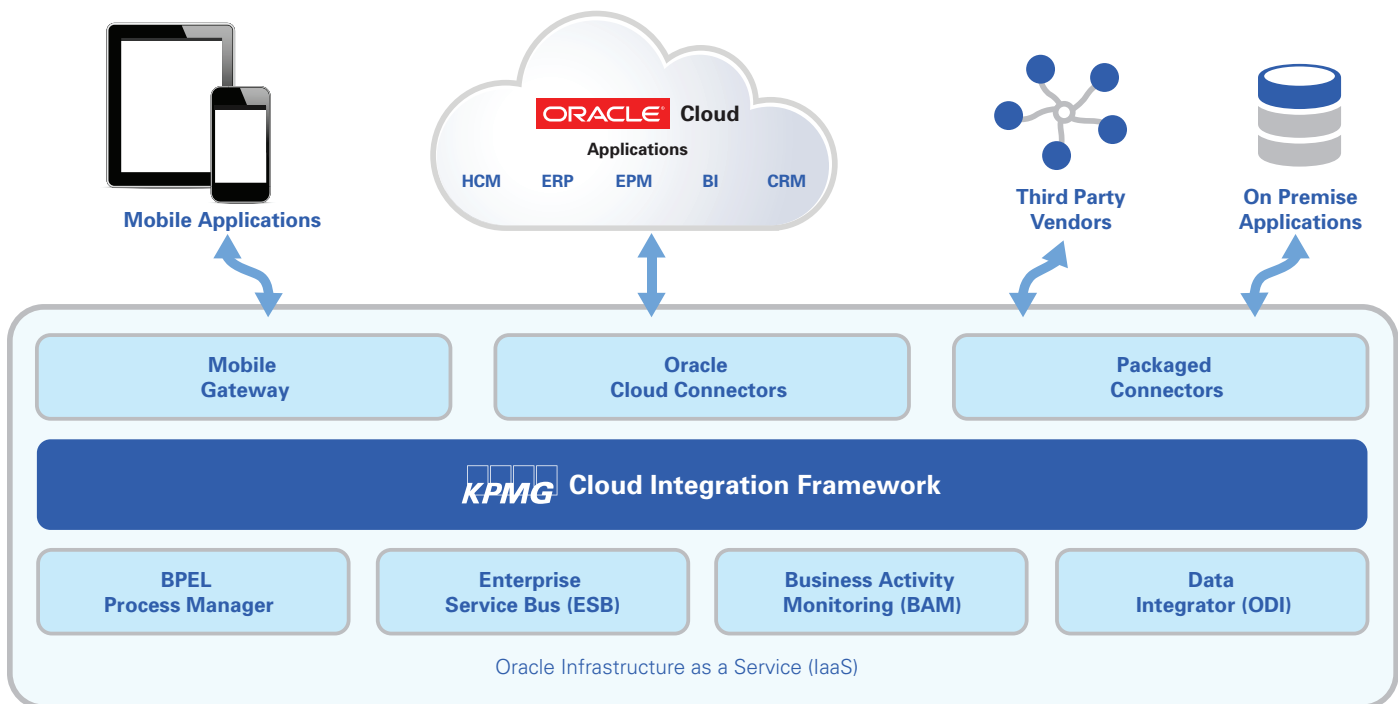
25+ Oracle Cloud Clients

KPMG has engaged with more than 25 clients on their Oracle Cloud HCM, Finance, and CRM initiatives across 8 industries

KPMG cloud integration framework

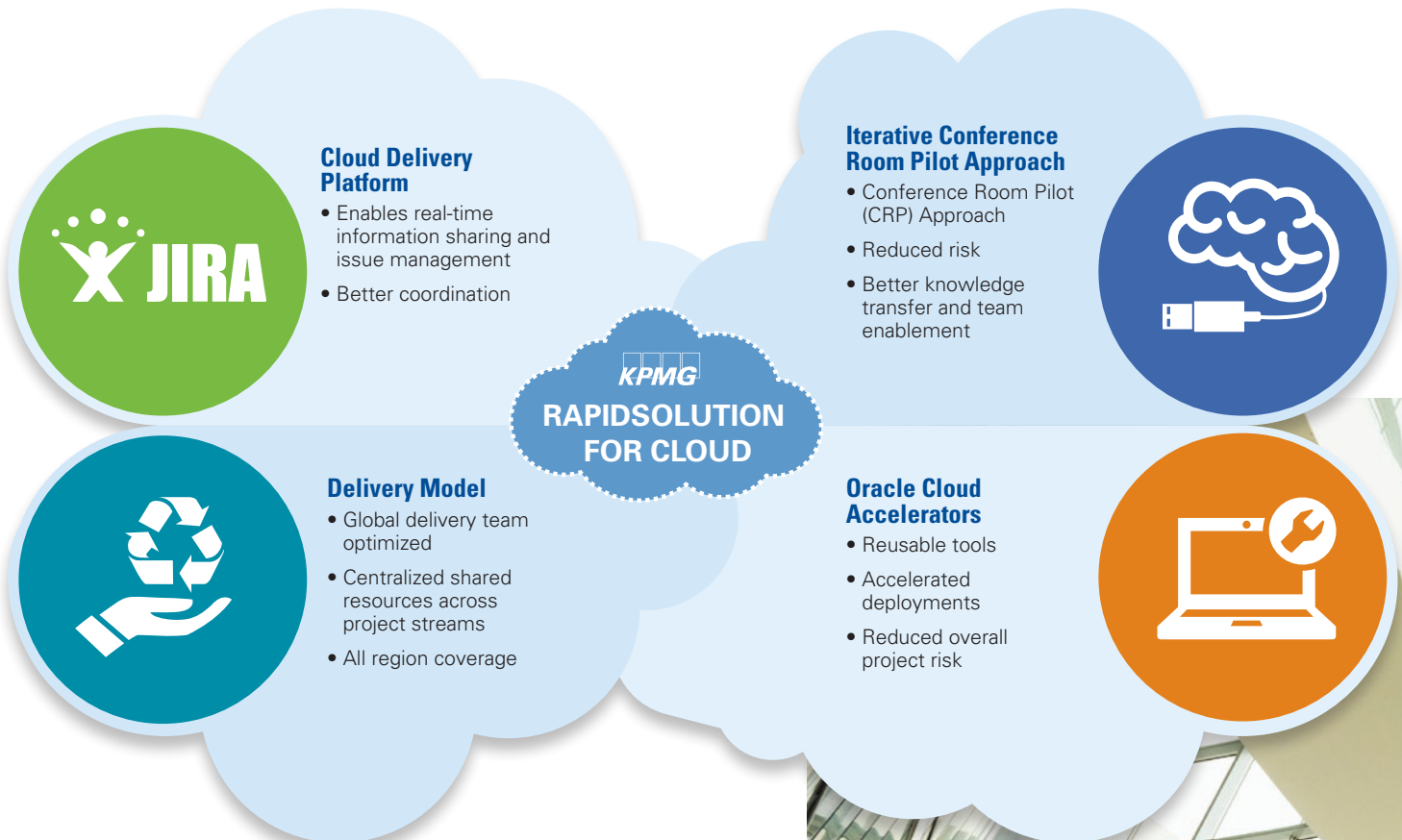
KPMG provides an enterprise solution for cross-platform cloud integration that is:

- Architected to handle cross-platform integration (cloud, client-service, mainframe, third-party vendor)
- Extends integration capabilities delivered within cloud toolsets
- Provides a consistent platform as Cloud tools evolve
- Integrated across Oracle's cloud application suite



A leading approach to cloud transformation

KPMG has developed leading solution approaches for tackling the most critical aspects of cloud transformations. Cloud-based projects are fundamentally different than the ERP projects of the past, requiring a holistically different approach and set of tools to drive a successful transformation. Our decision-oriented framework for adopting Oracle Cloud Applications drives clarity at the earliest stage in the project, enables effective collaboration, and uncovers and addresses the business impacts that will define success for your program.



Oracle Cloud Solution Center – powered by genuine collaboration across KPMG – fuses innovative thinking with technology to create better business solutions.

Oracle Cloud Solution Center

Our Oracle Cloud Solution Center in Denver centralizes KPMG's cloud resources to better serve our clients. We create synergies for accelerated solution development and can scale to meet the needs of any size engagement. Our highly trained and experienced team of functional and technical experts earned their reputation for delivering quality and innovative solutions that offer:

- All-inclusive services for Oracle Cloud
- A streamlined, cost effective approach
- Enhanced overall experience with 24x7 delivery support
- Scalable cloud deployments for organizations of all sizes
- The advantage of our market-leading services, delivered on-demand
- Predictable costs before, during, and after your cloud project
- Ongoing Oracle Cloud Management and Optimization Services

By combining proven best practices, experienced consultants and an unwavering commitment to excellence, we deliver exceptional customer satisfaction.



Cloud-enabled transformation at a glance



Business Trends

- Increased adoption of cloud-based enterprise applications
- Integrated technology enablement is business critical
- Desire to harness Big Data Analytics
- Driving process alignment with system leading practices
- Blending/integrating SaaS, private cloud, and on-premise applications with core functions across the enterprise



Challenges and Opportunities

- Outdated and highly customized legacy systems
- Disparate systems across the enterprise
- Lack of enterprise-wide intelligence and analytics
- Technology misaligned with critical business function imperatives
- Lack of leading capabilities
- High cost of IT Infrastructure
- Integration challenges
- Risk of compliance with regulated security/data and related business processes



Commonly Misunderstood Cloud Adoption Impact Areas

- Enterprise Cloud Integration
- Impacts to Enterprise Analytics
- Change Management
- Mobile User Interface Unification
- Complexity of ongoing “updates”

Key Questions



- **Are your technology initiatives aligned** with business goals and objectives?
- **Where are you investing** in new technology?
- **Do you know which technology** upgrades will accomplish your objectives?
- **Does your technology roadmap support** your organization's strategic priorities?
- **How does cloud factor into your** current environment and long-term strategy?
- **Does your ERP support** compliance with external legislation and regulations, efficiently and on time?





Where to begin Need help answering these questions?
Not sure where to begin? **KPMG's Oracle Technology Assessment and Roadmaps** highlight both internal and external value opportunities. Our recommendations will be aligned with driving business value across each layer of the business function.

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