Deloitte.

Anything as a service makes everything possible

Accelerate your XaaS transformation with Deloitte's pre-configured offering for Oracle

The "as a service" model of cloud computing continues to gain traction around the world. Originating with software as a service, the concept of delivering services, products and tools on-demand has expanded so much that it has spawned a new term: "Anything as a Service," or XaaS for short. By leveraging cloud applications, companies can now enable new business models and transform existing ones in ways that were previously unimaginable. While the benefits of XaaS-enablement are attractive,

they don't accrue automatically. The transition to "as a service models" is a complex, far-reaching endeavor that touches nearly every aspect of a business, ranging from the business strategy itself to technology platforms and operating models. That's where Deloitte comes in. We offer a framework, a demonstrated methodology, and a pre-configured solution for driving end-to-end XaaS-enabled transformation with Oracle Cloud offerings.

About Deloitte XaaS offering for Oracle

While the term "XaaS" is relatively new, the idea is not. Software vendors are moving to flexible consumption models en masse, providing a broader range of XaaS solutions from which to choose. This gives organizations the chance to purchase everything from platforms and infrastructure to billing and maintenance on a subscription basis. At the same time, companies across sectors are asking: How can we become XaaS providers ourselves by making our products and services available on demand? And how can we grow revenue, better serve our customers, and attain greater agility through XaaS enablement? To take advantage of these opportunities, organizations will first need to shift from a product-centric to a customer-centric culture by addressing capability gaps, and transforming their operations.

The Deloitte XaaS Offering for Oracle provides a demonstrated framework for navigating this transition. Backed by a dedicated XaaS practice, the Offering includes a broad range of services to help organizations formulate their business strategies as well as to put in place key capabilities and foundational platforms for enabling their new business models. It includes pre-built integrations, pre-defined templates, and standardized data structures designed to accelerate the implementation timeline, reduce risk, and minimize resource requirements.

Deloitte XaaS practice

Overview

Dedicated XaaS community of practice global team across three continents
Cross-functional skill set across all facets of business transformation from customer to finance functions

Assets and accelerators built through 5+ years of investments
- Financial modeling solution
- Pre-configured Lead-to-Cash platforms
- XaaS insights platform

Growing GTM alliances and partnerships
Teaming with traditional enterprise software partners and market leaders in cloud billing, customer success etc.

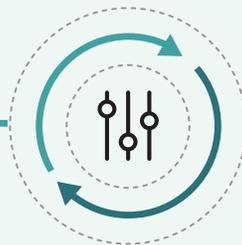## Project archetypes and representative clients

Public cloud driven shifts to XaaS

Large scale transformations

New business models and offerings

Get aligned, get focused and get moving

XaaS Transformation is different for everyone. Deloitte can help you develop the key capabilities and IT foundation needed to deliver your specific, long-term ambitions. Our goal is to assist you in designing and implementing an architecture, either hybrid or cloud, that is supported with the applications, data, infrastructure, integrations and security necessary to support your cloud-enabled business models.

To assist your organization in developing a shared vision and to orchestrate the many "moving parts" needed to attain it, we have developed an XaaS transformation lab. Through the lab, you can:

- Gain clarity on what you're trying to achieve and articulate a shared transformation ambition.

- Work with you to identify initial offering archetypes that might serve as a pilot for the transformation. For instance, some of the most common subscription scenarios include:

    - Subscription only (e.g., online streaming service).

    - Product/hardware with subscription (e.g., smartphone with cloud storage).

    - Product/hardware leasing as a subscription (e.g., fitness equipment).

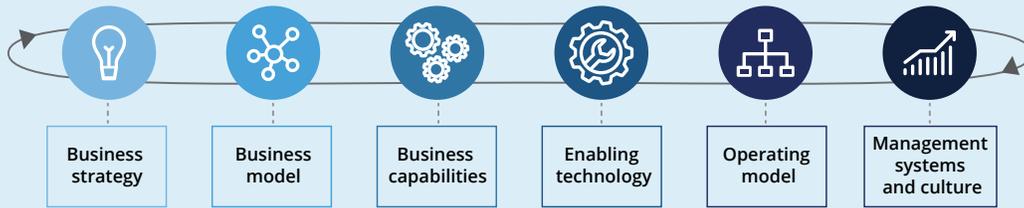- Build confidence in your ability to execute change by identifying actions needed to move forward.

At the end of the day, the lab is designed to support executives in organizing and executing the transformation. The Lab environment, exercises and facilitators can help almost any business to get aligned, get focused and get moving.

Scaling your business growth and recurring revenue with our Oracle XaaS capability

Subscription models are profoundly different from traditional capital purchase business models and require the enablement of customer centric business capabilities
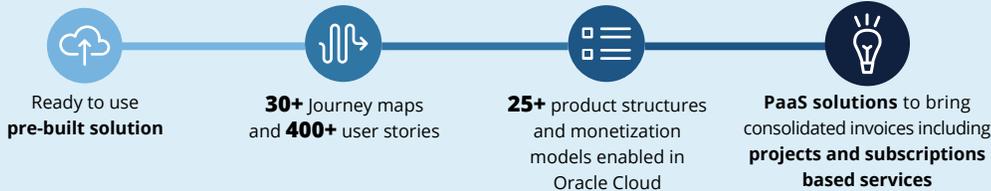
Our approach to subscription-based business model enablement and delivering digital transformation

Our XaaS capability provides a holistic and integrated approach for enabling subscription billing models, that includes definition of the business model, supporting capabilities, and enabling Oracle Cloud technology

- Business strategy
- Business model
- Business capabilities
- Enabling technology
- Operating model
- Management systems and culture

Deloitte XaaS transformation SolutionPrint value proposition

Our pre-configured solution enables end-to-end offer to cash process leveraging Oracle CX and ERP Cloud, and accelerates the shift to subscription based business models

- Ready to use **pre-built solution**
- **30+** Journey maps and **400+** user stories
- **25+** product structures and monetization models enabled in Oracle Cloud
- **PaaS solutions** to bring consolidated invoices including **projects and subscriptions based services**

Business outcomes

- **Rapid and frictionless** introduction of new offerings with **attributed based SKUs**
- **Intuitive user experience** to quickly configure quotes involving complex bundles
- **Feature based pricing** allowing customers to pay only for what is consumed
- **Automated order management and orchestration** for HW, SW and services
- **Automated usage data mediation** and aggregation to optimize billing
- **Recurring revenue recognition** processes and policies; **automation of rules** and systematic calculation

Contact us

Deloitte has the experience, pre-configured assets, and the relationship with Oracle to accelerate your XaaS transformation. For more information on how we can help your organization shift to a new subscription-based business model and bring it to life with Oracle Cloud technology, please contact:

Chirag Jariwala
Principal
Deloitte Consulting LLP
cjariwala@deloitte.com

Kamlesh Meshram
Specialist Leader
Deloitte Consulting LLP
kmeshram@deloitte.com

Sarvesh Dalal
Specialist Leader
Deloitte Consulting LLP
sardalal@deloitte.com

About Deloitte