

Deloitte and Sun: Innovative Solutions for Oracle Environments

With an alliance relationship that spans more than five years, Deloitte and Sun team to deliver greater value to joint clients. In addition to this highly successful alliance, both Deloitte and Sun have long-standing strategic relationships with Oracle—relationships that can add even greater value to joint clients.

Deloitte Recognition by Oracle

- Deloitte received Oracle 2007 North American Titan Awards for E-Business Suite solution and Manufacturing Industry solution—as well as honorable mentions in six categories, more than any other systems integrator
- Deloitte received Oracle 2006 North American Titan Awards for E-Business Suite solution and Siebel solution
- Oracle UK awarded Deloitte “Best Consulting Partner” of the year for 2005
- Deloitte awarded PeopleSoft “2005 Partner of the Year”
- Deloitte named #1 Service Integrator to work with Oracle Strategic Accounts FY’05
- Oracle named Deloitte the 2004 Global Systems Integrator of the year
- Deloitte received #1 FY’04 Service Integrator Oracle Channels Award
- Deloitte named #1 North America Service Integrator in influenced licenses sales FY’03, FY’04 and FY’05
- Deloitte is an Oracle Global Certified Advantage Partner and PeopleSoft Platinum Partner
- Integration of enterprise roles throughout the access management lifecycle

Deloitte as an Oracle Partner

Deloitte has one of the world’s largest Oracle practices, with over 500 implementations globally, across the range of the Oracle E-Business Suite. This experience in teaming with Oracle provides immediate value in the areas of specific product knowledge, understanding of current development status, and communication inside the Oracle organization.

Examples of this close working relationship include:

- Deloitte has developed a set of tools specifically for Oracle implementation efforts. In addition to our High Technology IndustryPrint™ for Oracle, ROI focused tools include Enterprise Value Map for Oracle, Smart Tool Accelerator and Value Driver, and Oracle ROI Tools
- Deloitte’s ERS/Sarbanes practice leverages Oracle’s Internal Control Manager (ICM) product, providing our clients with a sustainability compliance solution. The two companies have jointly developed virtual ICM Environments with ERS Risk and Controls Knowledgebase to be used in early stages of implementation

- Deloitte has access to emerging Oracle developments and actively participates in planning for changes to future releases, combining Deloitte’s deep functional knowledge of clients’ business processes and technical experience with Oracle’s software development experience

Sun as an Oracle Partner

Oracle and Sun have worked together for more than 20 years to deliver the ultimate in secure, reliable, and scalable enterprise-class data centers to hundreds of thousands of customers around the world. Evidence of this commitment includes the following:

- Oracle has recognized Sun’s technology leadership in a number of ways, including its selection of the Sun™ Solaris™ 10 OS as its preferred 64-bit development and deployment platform, its compelling structures for Sun Fire™ T1000 and Sun Fire T2000 servers, and its ongoing commitment to Java™ technology
- Sun has certified and tested its extensive storage portfolio with Oracle to ensure optimal performance, high availability, and accessibility of critical information assets for Oracle application and database environments

- Sun and Oracle have jointly developed a number of initiatives, including Business Intelligence Data Warehouse (BIDW) and the Grid RAC solution, which provides a high performance, highly available database infrastructure in a cost-effective grid environment
- Sun's Global Sun Partner Competency Center for Oracle (the SOATC) uses Oracle software to combine its own product data with data from thousands of customers into the most comprehensive sizing information available
- Oracle relies on Sun products to run many of its own mission-critical applications and Sun is one of its preferred platforms.
- Sun has been using Oracle database software in its operations for over 20 years and Oracle Applications since 1992

"Sun is our biggest partner and we are their biggest partner—I would just say simply, everything we sell runs reliably and economically on Sun. And there is no place that runs more reliably and no place that runs more economically. It is really that simple."

– Larry Ellison
Oracle Corporation

A Powerful Alliance

The alliance between Deloitte and Sun merges the complementary strengths of two industry leaders: Deloitte's deep industry experience and strategic skills and Sun's market-leading hardware and software infrastructure solutions.

Working as a team, Deloitte and Sun deliver innovative solutions and services that can help clients in their efforts to reduce implementation timeframes, better

manage risk, and improve their return on investment, leveraging a wide range of resources and capabilities, such as:

- Extensive technical resources from both companies, dedicated to supporting the development and delivery of joint solutions. Deloitte's global Solution Network (SNET) provides Sun technology to support client service and delivery, and is connected virtually with Sun's Solution Centers
- The Deloitte & Touche Tax and Audit functions, which can help clients develop a tax-aligned strategy and make sure their processes support the regulatory requirements for their particular industry
- A complete offering of ERP services and solutions to help clients in their efforts to solve complex business issues through a combination of Oracle applications (including JD Edwards, PeopleSoft, Retek and Siebel). These services and solutions leverage our respective competencies and span the full project lifecycle from up-front business analysis and business case development to ongoing system maintenance and support

Delivering Customer Value

Clients of Deloitte, Sun and Oracle can realize tangible benefits of these relationships across the enterprise:

- Flexible, scalable systems
- Improved analysis and reporting
- Empowered users
- Operational efficiencies
- Reduced risk
- Lower costs
- Increased ROI
- Positioned to better compete

To learn more about what these innovative solutions can mean in your Oracle environment, please contact us.

Deloitte

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About Sun

Since its inception in 1982, a singular vision – "The Network Is The Computer™" – has propelled Sun Microsystems, Inc. to its position as a leading provider of industrial-strength hardware, software and services that make the Net work. Sun can be found in more than 100 countries and on the World Wide Web at www.sun.com.

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