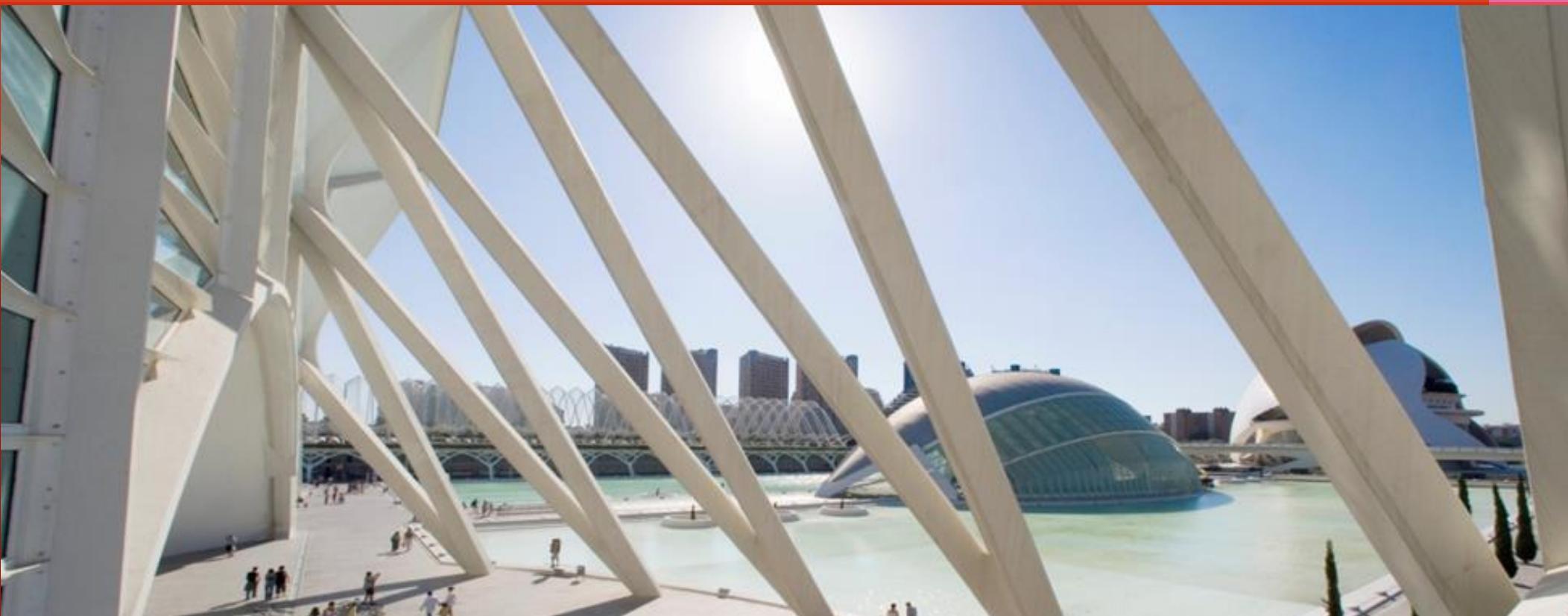


# *Transforming from Cloud Strategy to Cloud Execution*

April 2015



SPECIALIZED PARTNER OF THE YEAR:  
ORACLE CLOUD—GLOBAL

# *Digital innovation is at the top of the CEO's Agenda*

**90%** of CEOs surveyed are changing their technology investments\*

**81%** of CEOs believe technology advancement is the key global mega-trend that will transform business over the next 5 years\*

**69%** of CFOs believe the impact of digital will change the role of the CFO and finance. Less than 20% are ready to deal with this impact\*\*

**81%** of CEOs think mobile technologies are strategically important to their business\*\*\*

**86%** of CEOs feel a clear vision of how digital technologies can help achieve competitive advantage \*\*\*

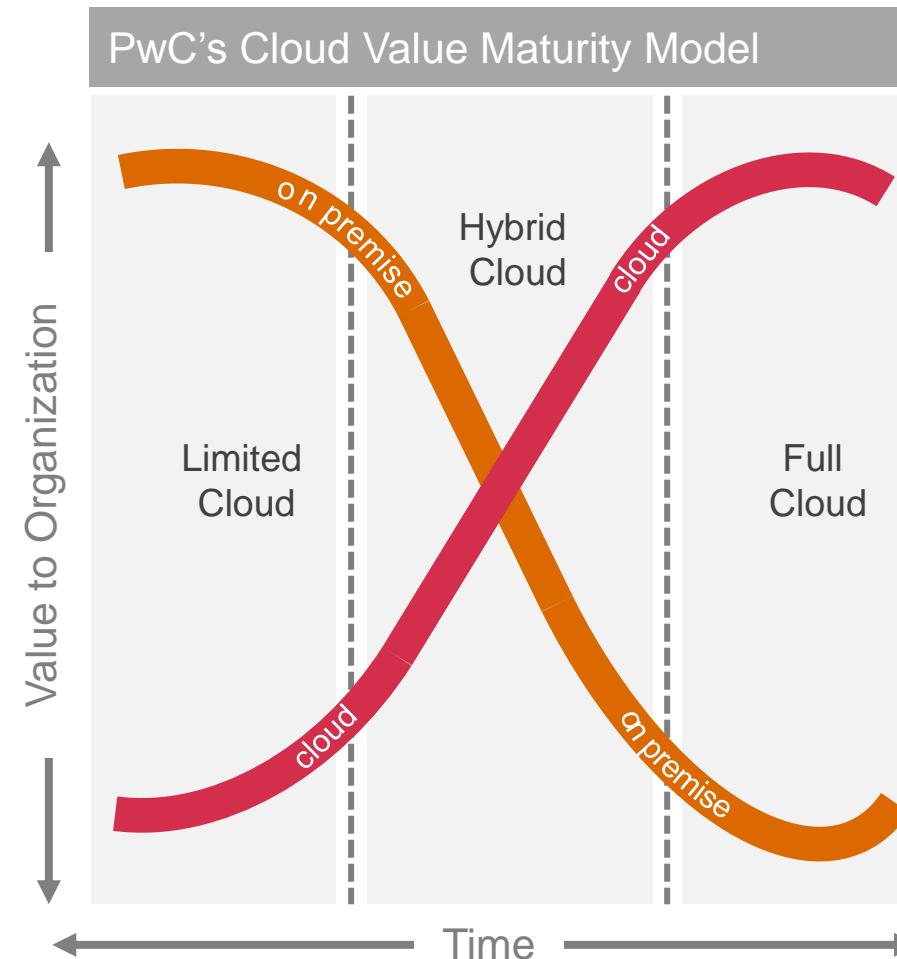
*Driving the migration to the cloud...*

\*Source: PwC 17<sup>th</sup> Annual Global CEO Survey

\*\*Source: PwC Finance Leaders summit 2014

\*\*\*Source PwC 18<sup>th</sup> Annual Global CDO Survey

# *Transition to the Cloud will accelerate as Cloud solutions mature*



Today's on premise-centric solutions will eventually shift to greater cloud-centric solutions with fewer niche on premise apps

However the speed of this transition will vary by industry

**By 2020, “hybrid” ERP environments will be the norm, combining on premise and cloud based solutions\***

# *While some organizations are following the “wait and see” tactic, many are beginning the cloud journey*

Actively champion digital as an Enterprise imperative

Establish strong IT and business partnership to define a cloud vision

Evaluate your organization's risk tolerance

Assess your apps footprint's “fit” to available cloud solutions

Prioritize technology investments that can be truly transformational

*What you can do now to make an impact on your organization's shift along the curve to a robust cloud*

# ***Our clients who have begun the shift along the curve are seeing real benefits from the Cloud***

Cloud can provide the opportunity to rethink business transformation and adopt cultural changes to make cloud a reality

Better use of critical resources' time	Power in the end user hands	Flexibility and scalability	Reduced cost	Updated technologies	Catalyst for transformation	Risk reduction
Enhanced governance instead of compiling and reconciling data; more informed and intelligent decisions	More configuration by the business, less by IT can result in greater sense of ownership and more skilled staffs	Shorter implementation time frames & agile application changes as business evolves	Quicker deployment and upgrade time, options for license support cost conversion to cloud subscriptions	Lengthy upgrades replaced with regular updates to keep systems and functionality current	Process shifts and improvements often considered with cloud implementation rather than upgrading existing	Improved disaster and recovery coverage with cloud reducing overall risk

# ***However our experience has shown the deployment of Cloud solutions is unlike previous generations of technology***

Five key differences with cloud and legacy applications

## **Role Shifts**

Major shift in the role of business and IT in the design, deployment and maintenance of Cloud

## **Reduced customization**

Willingness to 'give up' customizations and adopt standard business processes to improve process efficiency

## **Perceived data & security risks**

Must overcome initial concerns over cloud-hosted data as vendor cloud solutions have demonstrated superior security

## **Effective change management**

Moving functionality to the cloud can create significant organizational disruptions

## **Regular application updates**

Need to be prepared to receive and test regular application updates to keep current; no longer able to postpone updates for long periods of time

# *Top Lessons Learned from our cloud engagements*

## Design

- Adapt standard processes; explore workarounds vs changes
- Robust application features require strong configuration knowledge
- Jointly design foundational elements for HCM and ERP deployments
- Allocate sufficient time for data mapping and cleansing for conversion and coexistence

## Testing

- Test, test, test ... application continues to evolve with rich features
- Performance testing is still critical to tune the application
- Prepare for regression testing of patches and regular application updates

## Infrastructure

- Less direct control of infrastructure requires upfront planning & role definitions
- Adapt approach to manage with two instances
- Embrace Oracle's maintenance & patch windows

## Change Management

- Fully understand change impacts upfront; don't underestimate effort
- Focus on training and change management with adoption of new processes
- Embrace role changes and align key staff to serve as change agents

## Post Go-Live Support

- Accept higher tolerance for post go-live issues; everything is new
- Plan for a post go-live hypercare period as the organization adapts and accept the new app
- Consider longer term external support services to fill in as workforce transitions

Faster cloud deployments are achievable with good project principles but a mind set to adopt cloud may require compromise

# *Ovation Brands' Story*



**Patrick Benson**  
**CIO, Ovation Brands**

# *Ovation Brand's Background*

- Overcome significant ***business challenges*** over the past several years
- Took a ***deeper look at our business and operating model***
- Launched important business transformational campaigns
- ***Focused on changing how we fundamentally do business***, including re-vamping our technology footprint and streamlining finance back office operations
- Worked with PwC to explored our finance and technology challenges, and ***created a solution framework and roadmap to address them***



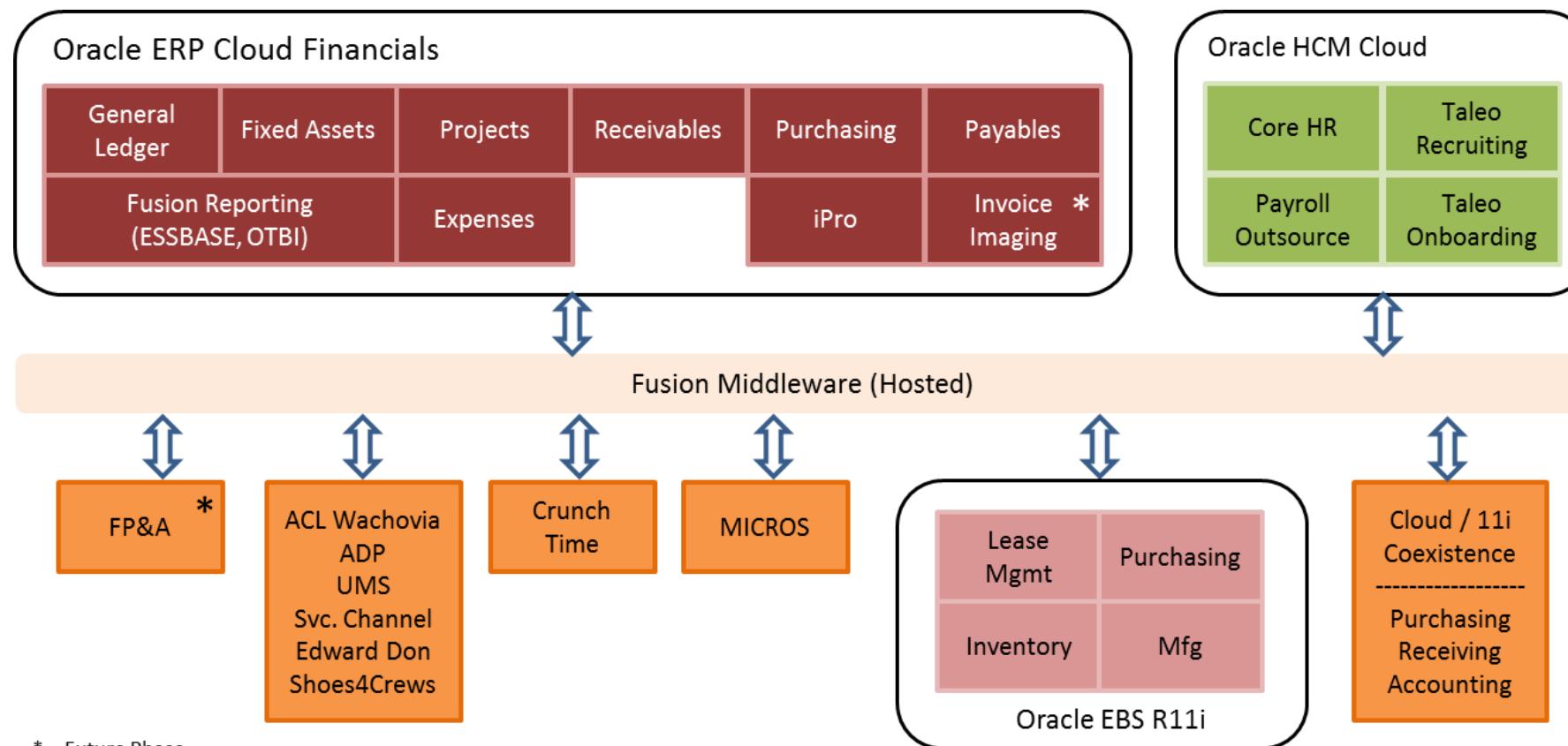
# *Ovation Brand's Application Challenges*

- Outdated restaurant systems with no BI capabilities or business insight
- Point to point integrations creating complex technology matrix
- Unsupported platforms lacking data integrity and visibility
- Static reporting model with no self service or query abilities and limited analytics
- Manual processes, modeling and reporting
- Near end of life ERP with limited functionality
- On premise infrastructure that requires significant support and updates



# Ovation Brand's New Application Footprint

Oracle ERP Cloud, legacy and third party applications integration using a SaaS platform and Fusion Middleware to lower cost of ownership while deploying state of the art technology



Greater data integration, advanced reporting and querying capabilities to allow for faster, more confident business insight

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***Thank you!***

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