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Dreamforce user conference

Nov. 19, 2013

SAN FRANCISCO — [Deloitte](#) announced the launch of CloudMix, Deloitte's pre-configured, pre-integrated solution that ties together market leading cloud applications for a cohesive cloud experience. CloudMix leverages Deloitte's industry leading practices for front and back office processes, systems integration and brings together market leading cloud technology providers such as Salesforce.com, MuleSoft, Apttus and others.

“This is a breakthrough moment for Deloitte and our CloudMix partners that will change the game for how we provide value to our clients” said Paul Clemmons, principal, Deloitte Consulting LLP and Emerging Technologies Leader. “We are thrilled to be working with salesforce.com and other cloud technology providers on CloudMix.”

Deloitte's CloudMix features and capabilities include:

Pre-configured leading industry capabilities on cloud solutions including salesforce.com, Apttus and others Pre-packaged cloud integration solutions leveraging MuleSoft's Anypoint Platform to connect across SaaS applications and services, including salesforce.com, Apttus and other leading cloud companies Cloud to on-premise integration with major legacy ERP platforms Industry tailored business processes and capabilities, including Tweet to Cash Agile implementation approach for a rapid deployment

This release of Deloitte's CloudMix is the first step to create a connected cloud ecosystem, based on leading technology providers. The CloudMix vision is to deliver full visibility across both the front and back office, allowing organizations to take

advantage of a reduced cost of ownership and an integrated user experience. The

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Deloitte is currently deploying a number of CloudMix clients and continues to identify leading cloud technology providers for inclusion in the CloudMix roadmap. “Simply put, CloudMix can help our clients get to the future faster,” commented Andy Main, principal, Deloitte Consulting LLP and Global Customer Solutions Leader. “CloudMix enables our clients to innovate, be more competitive, deliver superior customer experiences and gain greater value from their end to end business operations – many times at a reduced cost of ownership.”

“Tomorrow's winning organizations are creating competitive advantage by automating business processes across SaaS applications and data sources. MuleSoft's integration platform makes it possible to connect to this explosion of cloud and on-premises endpoints,” said Chris Purpura, vice president and general manager, cloud integration at MuleSoft. “The CloudMix solution brings together the top technologies needed to take enterprises to the cloud, enabling them to improve their business and better serve their customers.”

“As CloudMix capabilities expand, we are excited to include market leading cloud providers into our pre-configured integrations. We are seeing tremendous demand for migration of legacy, on-premise software to Apttus' cloud-based solutions that automate the critical business process from buyer interest to realization of revenue,” said Kirk Krappe CEO of Apttus. “Deloitte's CloudMix leverages the collective experience of best-in-class solutions including Apttus' Quote-to-Cash, eliminating wasted evaluation and integration cycles, and providing customers accelerated time-to-value.”

Deloitte's salesforce.com Global Alliance

[Deloitte's alliance with salesforce.com](#) helps Deloitte meet the emerging needs of its clients by providing multinational and international companies with social and mobile cloud computing technologies. Global salesforce.com delivery capability is

available through the Deloitte Touche Tohmatsu Limited network of member firms,

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