

SAP Commercial Project Management

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SAP Commercial Project Management: Business Priorities

Sell

Plan

Execute

Monitor & Control



General Manager

- Increase profitability
- Ensure consistent processes
- Scale the business



Project Director

- Detect project risks early
- Transparent and accurate status on projects



Project Manager

- Up-to-date and real-time information on project financials and project progress
- Reduce effort to manually consolidate data

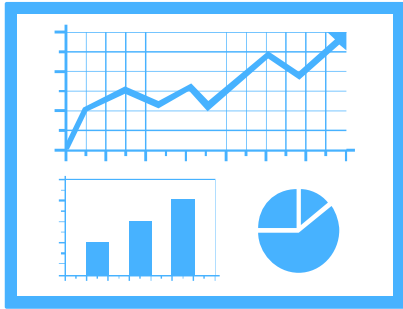
SAP Commercial Project Management: Our Solution

Sell

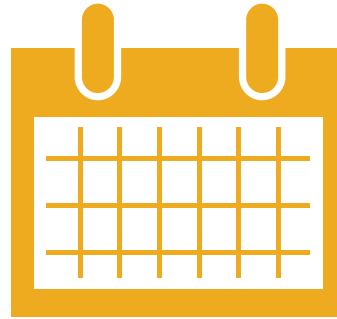
Plan

Execute

Monitor & Control



**Project Cost and
Revenue Planning**



**Project Issue and Change
Management**



Project Workspace

SAP Business Suite

Opportunity Management, Contract Management, Billing, Project Structuring, Procurement, etc.

SAP Commercial Project Management: Value Proposition

Sell

Plan

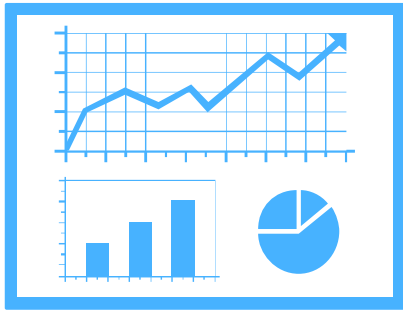
Execute

Monitor & Control

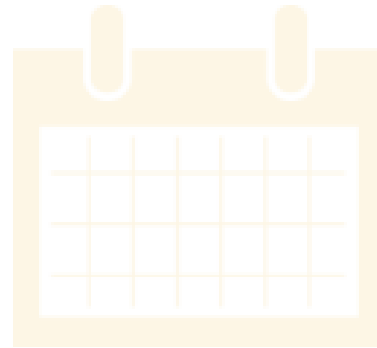
- Connect the end-to-end front-office reality to a central and fully integrated ERP solution
- Improve consistency of processes, transparency, accuracy, and control
- Highly usable and flexible User Interfaces

Opportunity Management, Contract Management, Billing, Project Structuring, Procurement, etc.

SAP Commercial Project Management: Value Proposition



Project Cost and Revenue Planning



Project Issue and Change Management



Project Workspace Management

- Create reliable bid estimates in a fast way using Excel
- Increase transparency into cost drivers, productivity and profitability

Project Structuring, Procurement, etc.

SAP Commercial Project Management: Value Proposition



Project Cost and Revenue Planning



Project Issue and Change Management



Project Workspace Management

- Decrease percentage of un-approved change requests
- Increase transparency and control of project issues and changes

Opportunity M

ment, etc.

SAP Commercial Project Management: Value Proposition



Project Cost and Revenue Planning



Project Issue and Change Management



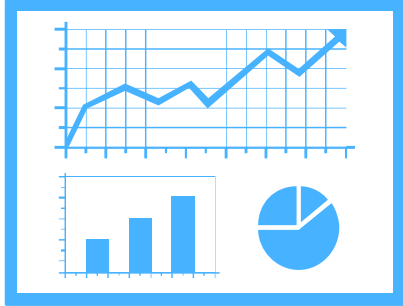
Project Workspace

SAP Business S

Opportunity Management, Contract Management, Billing

- Better decision making
- Reduce project risks
- Higher employee productivity

SAP for Commercial Project Management



**Project Financial
Planning**



**Project Issue and Change
Management**

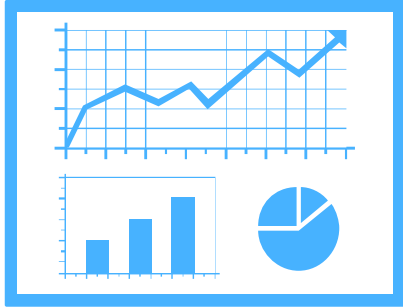


Project Workspace

Demonstration

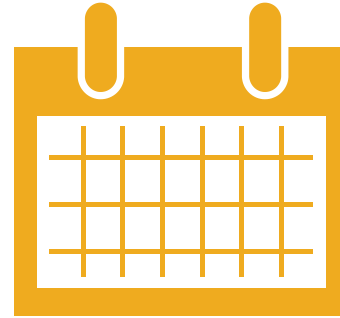
SAP Commercial Project Management: Summary

Maximize Profit Throughout The Project Lifecycle



Increase reliability of bids, track plan against actuals and forecast effectively

Improve Decision Making



Increase transparency and control of project issues and changes

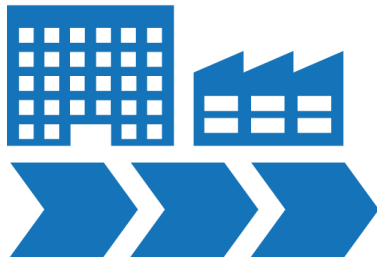
Reduce Cost Over-runs and Lost Revenues



Increase visibility of cost drivers, productivity and profitability of projects

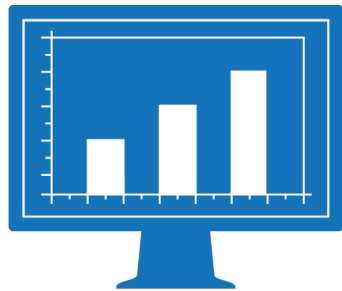
Maximize Project Profitability

SAP Commercial Project Management: Outlook



Applications

Continued solution
enhancements



Analytics

New Analytical
Views



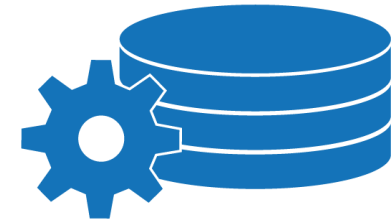
Mobile

Mobile
Applications



Cloud

Collaboration /
JAM Integration



Database and
Technology

CPM on HANA

SAP Commercial Project Management: Outlook

TURMARIC Inc.

Index Commercial Project Management

Search...

Welcome Monica Alango

CROSS PROJECT FINANCIALS

Cost	Revenue
▲ 5%	▼ 10%
1.5 MM	2.5 MM
WIP	Debt
0.5 MM	0.5 MM

PROJECTS ALERTS

- 2 Budgets Overrun**
Projects over 20% of the planned cost
- 5 Review due**
- 5 Customer Invoice due**

CROSS PROJECT TASKS

My Tasks

- Project 1
Need to include the landscaping of park in the execution
[Edit](#)
- Project 1
Need to include the landscaping of park in the execution
[Edit](#)
- Project 1
Need to include the landscaping of park in the execution
[Edit](#)
- Project 1
Need to include the landscaping of park in the execution
[Edit](#)

Overdue tasks

- Project 1
Need to include the landscaping of park in the execution
[Edit](#)
- Project 1
Need to include the landscaping of park in the execution
[Edit](#)
- Project 1
Need to include the landscaping of park in the execution
[Edit](#)

[Show all](#)

MOST INTERACTED PEOPLE

[Search](#)

FEEDS

- Name Random**
Ipsum ipsum ipsum ipsum ipsum ipsum
- Name Random**
Ipsum ipsum ipsum ipsum ipsum ipsum
- Name Random**
Ipsum ipsum ipsum ipsum ipsum ipsum
- Name Random**
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[Show all](#)

Lab Preview

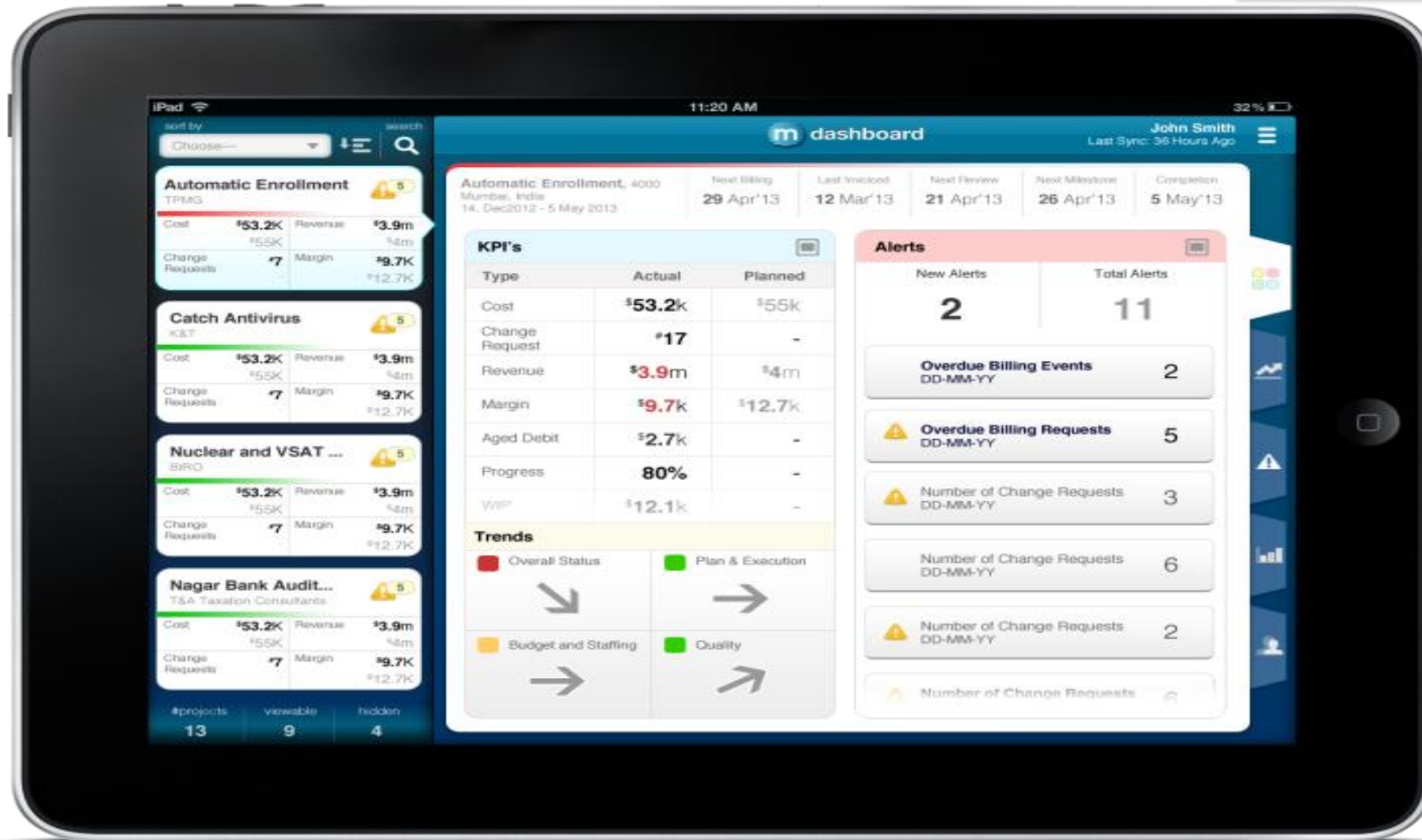
FUTURE DIRECTION

Mobile Project Dashboard by Mindtree

Based on SAP Commercial Project Management 1.0

Availability

- Preview May 2013
- SAP Store July 2013



Mobile Project Dashboard by Mindtree

Based on SAP Commercial Project Management 1.0

Availability

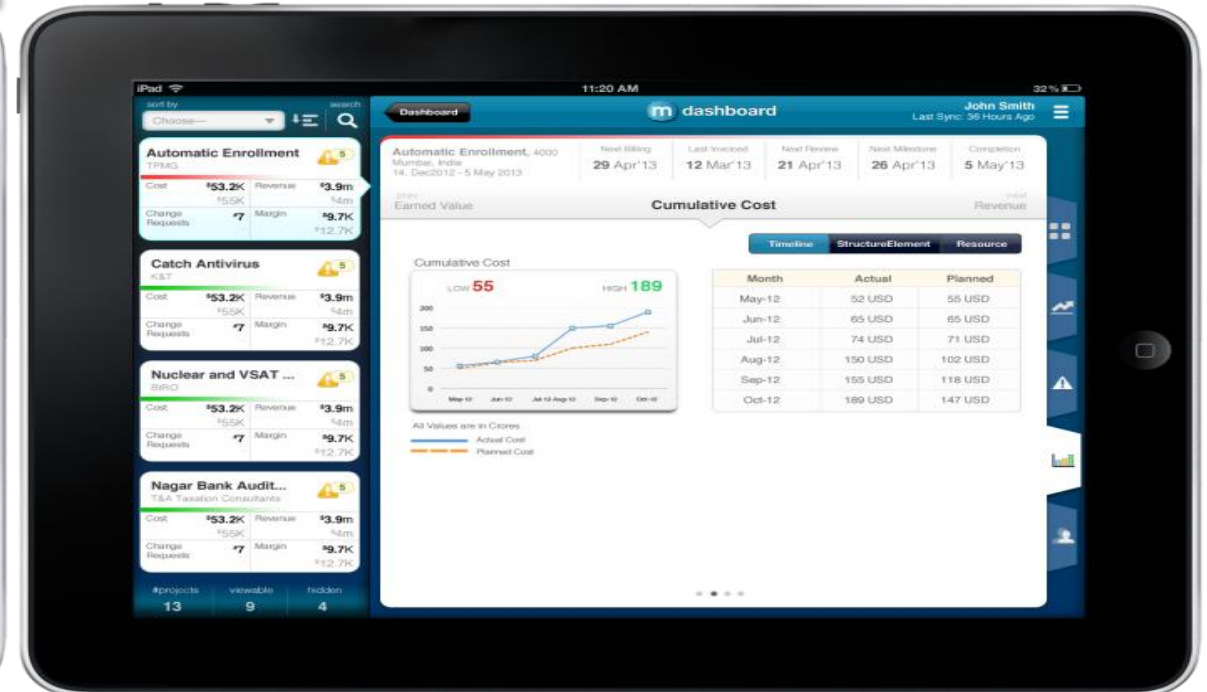
- Preview May 2013
- SAP Store July 2013

Business Value

- Provides Project managers and Execs real time data of key project parameters
- Draws manager attention to any critical project related event providing alerts and trends and take actions on them.
- Access pre-built analytics for costs & revenue, Work in Progress, Earned Value etc

Use Cases

- Browse all management related information of multiple projects
- Get KPI values, alerts & trends of your projects
- Act on alerts & trends
- Deep dive into project analytics





Learn more at the Services Industries Demo Pod and Demo Theatre

Thank You!

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