



High performance. Delivered.

Value Realization for SAP



Organizations are looking to get greater return from their investment in SAP Solutions. Get more out of what you have now.

The challenge

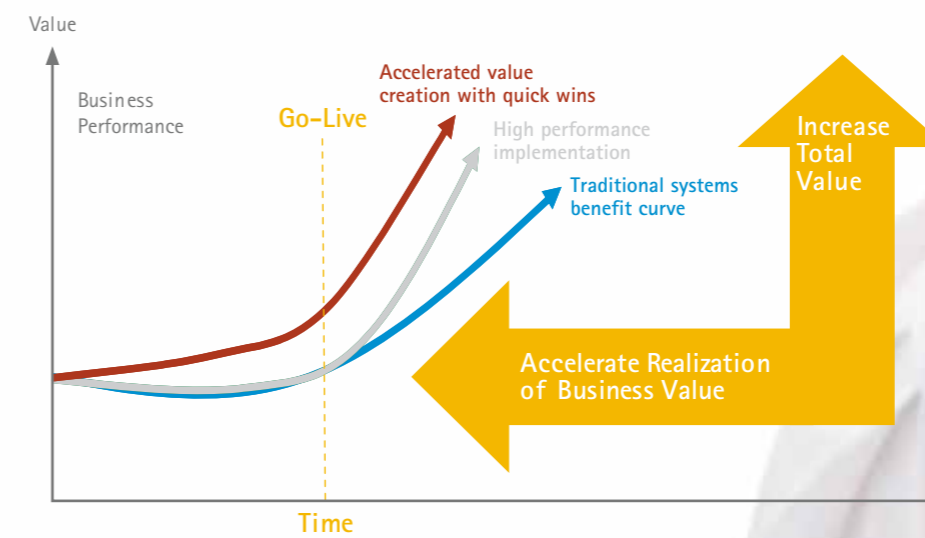
An Accenture survey shows that 55 percent of companies declare to have reached the majority of their targets, but only 6 percent get success on the benefit realization of IT projects and investments. Even in good times, organizations face challenges in achieving the full benefits of their IT investments.

Capture more business value from your IT investments

Organizations are compelled to get more value out of their enterprise systems by strengthening their business operating models, improving processes and reducing costs to:

- Develop truly "innovative" solutions that create competitive advantage and differentiated capabilities.
- Address challenges that remain after large SAP implementations.
- Gain a common view on value delivered.
- Capture business benefits (cost/revenue) in advance of end-state technology.
- Achieve quick wins that, in turn, finance the transformation process.

Figure 1. Illustrative Benefits Profiles for Systems Integration



What is Value Realization?

It is Accenture's approach to helping clients define, manage and more confidently capture the value delivered from transformation projects.

Value Realization:

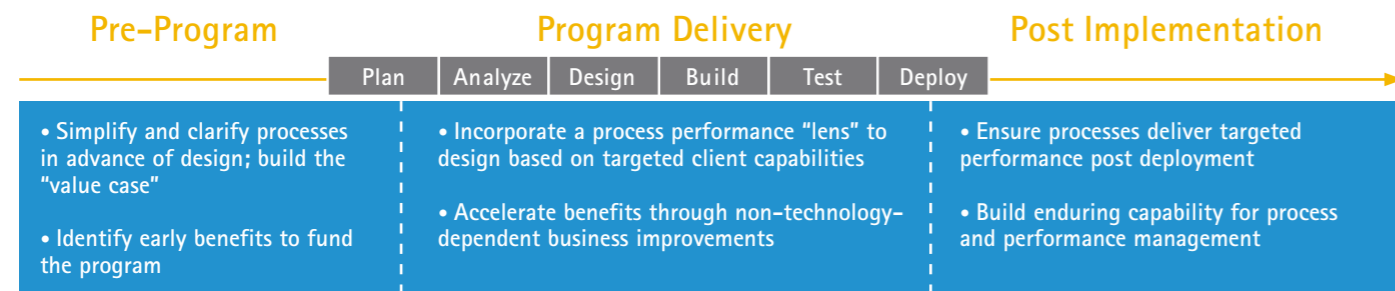
- Provides ongoing process and governance to ensure an orientation on business impact.
- Establishes and maintains linkage between the company vision, benefits case, and key process and technology capabilities delivered by the program.
- Approves and maintains a transformation road map with the timing of specific process and technology enhancements by major process area.
- Provides for ongoing tracking of process and technology decisions against strategy and benefits case assumptions.

Changing System Integration Philosophy

From	To
Technology Implementation	Business Outcomes
Process Design	Driven by Process
Business Outcomes	Enabled by Technology



Figure 2. Value Realization Can Be Applied at Any Stage of the SAP Transformation Life Cycle



Powerful Assets and Accelerators

Together, Accenture and SAP's powerful joint methods and assets create value by providing:

- A common framework for value identification and realization.
- Superior results grounded in high-impact business strategies and insights, and delivered by Accenture value architects certified by SAP.

Value Realization Assets	Project Phase
SAP Value Engineering Tools	Pre-Program
Value Case Development	Pre-Program
Leading Practices	All Project Phases
VR KPI & Benchmarks	All Project Phases
Value Tracking	All Project Phases
Integrated SI Methods	Program Delivery
Business Optimization Seeker for SAP	Post Implementation

Accenture Business Optimization Seeker for SAP—post implementation Value Realization asset

Accenture has built a diagnosis tool to answer clients' Value Realization questions: "Since the go-live of my SAP applications, have I been getting the best value from the implementation? Or is there still any other area for additional value to be created?"

Value Realization

Accenture BOSS (Business Optimization Seeker for SAP) is a comprehensive performance diagnosis tool that allows rapid identification of business performance improvement potential for clients with an SAP system already live. BOSS enables a first performance diagnosis within a few weeks for a complete organization (e.g., several countries, companies) and a large functional scope, with a limited client contribution and a reduced Accenture effort.

Automated Tool

BOSS is an Accenture proprietary plug-and-play tool that allows easy extraction and analysis of data out of SAP. With this tool, real-time and historical data is used to perform a bottom-up analysis on operational data through different axes (SKU level, plant, time, material group, etc.). A cross-functional SAP/Management Consulting team contributes to the data analysis and to a recommendations proposal that includes both technical and business aspects.

Potential Savings Synthesis	Action Plan Definition
Financial savings estimate	Detailed action plan to achieve savings
Bottom-up Approach	Benchmark
<ul style="list-style-type: none"> Based on SAP real transactional data Calculated at the lowest level (e.g., each stock movement/material during one year) 	Benchmark on the complete organization (e.g., comparison among several countries, companies) and on material/customer/groups

Business Area	Key Concerns Addressed by Value Realization
Inventory Management	<ul style="list-style-type: none"> Stock level optimization Logistics delays optimization
Sales & Marketing Improvement	<ul style="list-style-type: none"> Sales team operational efficiency Sales prices optimization Customer service rate improvement
Purchasing	<ul style="list-style-type: none"> Purchase prices optimization Vendor rationalization Supplier reliability analysis Purchasing team operational efficiency improvement
Finance	<ul style="list-style-type: none"> Asset optimization
Information Systems	<ul style="list-style-type: none"> Information Systems maintenance optimization Information Systems support adjustment needs Information Systems project results identification (ROI)
Transversal	<ul style="list-style-type: none"> Master data rationalization

BOSS Diagnosis Benefits

- An estimation of tangible savings associated with action plans to achieve the identified savings potential and benchmarks
- Low-cost, high value-added solution
- Directors' concerns are addressed: Inventory Management (e.g., 10 percent to 30 percent stock level reduction), Purchasing (e.g., Purchasing team operational efficiency), Marketing & Sales (e.g., sales prices optimization), as well as Finance or IT (e.g., maintenance adjustment)



About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with more than 246,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US \$25.5 billion for the fiscal year ended August 31, 2011. Its home page is www.accenture.com.

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