

DEPARTMENT OF DEFENSE ACQUISITION INSIGHT



Industry

U.S. Department of Defense

Why Business Objects?

Business Objects helps the following Department of Defense organizations:

- Office of the Secretary of Defense
- U.S. Air Force
- U.S. Army
- U.S. Navy
- Defense Logistics Agency
- Missile Defense Agency
- Defense Information Systems Agency
- Commissary Agency
- Military Health System

ACQUISITION VISIBILITY AND COMMON SUPPLIER ENGAGEMENT CHALLENGES

The Department of Defense (DoD) could lose millions of dollars in discounts otherwise available through bulk purchasing and standardized products because it lacks adequate data management tools. Without these tools, contracting officers cannot perform the spend analysis needed to leverage buying power by aggregating information about buyers, suppliers, and money spent on procurement from hundreds of different systems and databases. In addition, because acquisition specialists face a growing workload and review a large number of contracts and orders, they are less likely to discover problems.

The DoD must provide timely access to accurate and reliable information supporting acquisition oversight, accountability, and decision-making for the effective delivery of warfighter capabilities. The Armed Services also must integrate its policies, processes, data, and technology to ensure reliable and accurate delivery of acceptable goods and services to support the warfighter. If your organization needs answers to challenges like the ones below, then read how Business Objects, an SAP company, can help you accomplish your mission.

- How do you track, measure, and analyze suppliers, pricing, and products to reduce acquisition costs, increase quality, and improve delivery performance?
- Can you track all suppliers and the status of a contractor's relationship across all agencies, programs, and Armed Services?
- Do contracting professionals perform spend analysis to leverage buying power by aggregating data about buyers, suppliers, and funds spent on procurement?
- How do you evaluate which competitive sourcing programs are most successful?

TRANSFORMING ACQUISITION DATA INTO VALUABLE INFORMATION

Business Objects provides business intelligence (BI) solutions that allow your organization to access and analyze data from multiple sources, including contract writing systems, Defense Finance and Accounting Service (DFAS), Defense Logistics Agency (DLA), Standard Procurement System (SPS), Defense Contract Management Agency (DCMA), enterprise

resource planning (ERP), property management, enterprise data warehouses, and other systems. Contracting, financial, budget and logistics reports that used to take months to produce can now be generated in hours. You can forecast, analyze, and report how all your suppliers compare in terms of sourcing performance and efficiency by major



command. Our analytical applications allow acquisition and supply chain specialists to conduct trend analysis with current, accurate information.

BusinessObjects™ XI software provides reports and analysis tools that enable acquisition staff to perform spend analysis and enforce procurement policies (including FAR, DFAR), business rules, and data standards with daily detailed reports and dashboards. Users refresh these reports and distribute them through email or via secure Web access. You can track supplier delivery reliability and analyze the cost of non-conformance. Business Objects provides a powerful and intuitive Web-based system that allows users to create custom reports without assistance from IT. The system pushes near real-time procurement and logistics data close to the warfighter. Our solution also delivers performance management dashboards with key spending, budget, and program information to generals and program executives.

BUSINESS OBJECTS DELIVERS DEFENSE ACQUISITION INSIGHT

BusinessObjects XI helps the DoD identify acquisition needs earlier, use strategic purchasing patterns to reduce costs, and use procurement data to make better business decisions. Our solution provides contracting officers with more time to define acquisition requirements, negotiate attractive pricing, and enforce supplier performance. BI applications are essential in transforming contracting officers from primarily contract writers to business managers.

BI helps reduce source selection time and cost by as much as 25% on major procurements. You can analyze spending to find ways to cut costs, streamline operations, and reduce the number of suppliers. Acquisition managers use BusinessObjects to evaluate the performance of contracting officers, share best practices, and identify training requirements.

The DoD acquisition community also uses BusinessObjects to respond to readiness, acquisition, and budget questions from Congress, Office of the Secretary of Defense (OSD) assistant secretaries, generals, and oversight agencies. Staff quickly access and report accurate data to answer spending and mission-performance information requests. Finally, BI helps improve performance in other important areas, such as achieving supplier socioeconomic goals.

TAKE THE NEXT STEP

Business Objects and partners possess a wealth of experience in implementing proven BI solutions that can help you achieve the transformation needed to meet your challenges.

As an independent business unit within SAP, Business Objects transforms the way the world works by connecting people, information, and businesses. Together with one of the industry's strongest and most diverse partner networks, the company delivers business performance optimization to customers worldwide across all major industries, including financial services, retail, consumer-packaged goods, healthcare, and public sector. With open, heterogeneous applications in the areas of governance, risk, and compliance; enterprise performance management; and business intelligence; and through global consulting and education services, Business Objects enables organizations of all sizes around the globe to close the loop between business strategy and execution.

For more information about how we can assist your organization, contact your sales representative or visit us at www.businessobjects.com/government.

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