Driving Rapid Performance Results by Managing Value Realization

The Best-Run Businesses Run SAP™

Identify areas for performance improvement

With the SAP® rapid-deployment solution for value realization management, organizations like yours can better manage business performance and initiatives and improve project results. You can analyze and enhance enterprise performance with a solution that is fast to implement, and get a clear view of results across projects and departments to drive enterprise performance.

Only 37% of companies measure the business value of their IT-enabled investments (AMR Research, Feb. 2010). Those that do, achieve significantly higher business benefits and are more likely to accrue those benefits on time.[1] The rapid-deployment solution for value realization management provides all the functionality you need to start measuring business value – and move your company ahead of the competition.

It's common to have a gap between project strategy and execution, and organizations frequently lack sufficient insight into why many initiatives fail to generate the promised value. In part, this is due to not having purpose-built software to help you monitor and manage initiative execution, perform root cause analysis, proactively manage exceptions, make changes to priorities and resource allocations, and respond quickly to changing conditions. These activities must happen if you are to position your organization for success and increase value realization.

1. Source: SAP Value Management Best Practices Survey – Aggregate Insights, 2009–2011; 620+ customer responses.

Analyze and improve business performance

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Facilitate communication and monitor with scorecards

Link processes and objectives

Enable collaboration, mobility, and reporting

The SAP rapid-deployment solution for value realization management enables your organization to monitor the status of initiatives and reprioritize and reallocate resources to help ensure optimal performance in the face of changing business conditions.

Tailored to your company's requirements, the solution supports tracking and measuring your performance against best practices and helps in the adoption of critical process changes and value enablers.

You can use the solution to monitor and communicate progress toward goals, alert managers to problem areas, and facilitate root cause analysis with user-friendly, state-of-the-art scorecards. Take advantage of provided content such as strategy templates; libraries of predefined objectives and key performance indicators (KPIs); organizational frameworks, roles, and responsibilities; and built-in processes and support for best practices.

You also can participate in benchmarking surveys and compare your company's results to those of your peers. Your company can gauge each business unit's collaborative contribution to performance. And you can keep business users engaged on the go with the solution's mobile functionality.

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The solution helps ensure strategic alignment. Scorecards provide a mechanism for you to track progress systematically and alert stakeholders to issues, problems, failures, and successes. Scorecards enable stakeholders to identify goals and KPIs in need of corrective action. They highlight areas where the organization is realizing business value from corporate initiatives. You can quickly react to issues, correct problems, identify what's working well, and share details with other teams.

Business users get a personalized view of progress toward outcomes and can access supporting information with drill-down functionality. Because underlying data is drawn from core operational applications and is used by the solution to populate KPIs, stakeholders know where scorecard results come from and how they were generated.

You can analyze and report on performance with minimal intervention from IT, understand and manage potential risks and opportunities, and monitor and document project progress. By supporting continuous improvement, you help instill a value-based culture across the organization.

Gain visibility into departmental performance and each department's contribution to organizational goals.

Link processes and objectives

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The solution helps you create, prioritize, and manage initiatives and meet task and subtask milestones. Initiatives can include a range of activities to meet strategic objectives. For example, you might decide to hire more sales reps in Latin America in the first quarter and launch an advertising campaign. Or you might use data from a benchmarking survey to target performance in a specific area, such as maverick procurement spending. The solution gives you a clear connection between a given project objective and enterprise operational processes, goals, and KPIs.

Easy-to-read displays provide visibility into initiatives and how they support strategic goals. Business users can view milestones, interdependencies between projects, and schedule and budget status. This transparency helps identify bottlenecks so you can take proactive steps to relieve them.

Going beyond tracking project resources and activities, the solution also helps stakeholders prioritize and focus resources appropriately – even in the face of conflicting tasks – so resources can be dedicated to the most critical milestones.

Drive accountability, monitor the impact of projects on organizational goals, and update and report on initiatives and associated tasks.

Enable collaboration, mobility, and reporting

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The solution promotes communication and helps build a community of stakeholders. To enable a deeper understanding of metrics and data, it provides additional, business-contextual information. You can create threaded discussions related to business goals, KPIs, and initiatives. Enable teamwork with brainstorming and consensus-building methods. Bring structure to collaboration with functionality that supports governance, stakeholders, and change management.

With the solution, mobile business users can get business information anytime, any place. They can monitor performance, manage initiatives, participate in threaded discussions, respond to alerts, and read operational reviews using mobile devices.

Scorecards, objectives, KPIs, and initiatives for each functional area allow you to view each area's performance separately, compare performance side by side, and align scorecards to help people focus on common goals.

"Time intelligence" functionality automatically makes conversions based on your fiscal calendar. This makes it easier to modify attributes and create user-defined hierarchies for customized analysis, without help from IT. You can load data weekly, monthly, or quarterly to create data periodicity that enables ad hoc, in-depth analysis and comparison of historical performance to uncover the roots of performance issues.

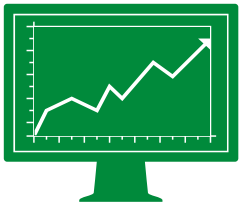
Get better business performance quickly

Get better business performance quickly

Using the SAP rapid-deployment solution for value realization management, you have access to powerful analytics for a more complete understanding of business performance. You can better manage initiatives, optimize project results, and minimize risk. You can participate in SAP's benchmarking program to compare performance and identify areas for improvement. Take advantage of proven, prebuilt strategy templates to jump-start performance. Go mobile with the iPad application extension to better support your distributed workforce.

The solution enables you to drive revenue growth and revenue per employee; improve inventory turnover; and decrease selling, general, and administrative expenses, as well as cost of goods sold and days sales outstanding. As a result you may be able to increase market share, profitability, operating margins, and resource utilization.

Implementation is predictable, with a fixed scope and cost. The solution has the flexibility to meet current and future needs. You get fast time to value, usually in under 12 weeks, and low total cost of implementation.



Bring together people, information, and business methods to drive successful outcomes across the organization.

Summary

The SAP® rapid-deployment solution for value realization management is purpose-built to help your organization better manage its business performance and initiatives and optimize project results. Sophisticated functionality lets you analyze and improve enterprise performance with a solution that is fast to implement. Get a clear view of results across projects and departments to drive enterprise performance.

Objectives

- Improve your understanding of issues that affect enterprise performance
- Effectively prioritize and budget for strategic initiatives, and align groups and divisions within the organization
- Monitor the impact of budgeted initiatives on organizational goals and key performance indicators

Solution

- Scorecards that track progress
- Drill-down functionality for personalized views and access to data
- Functionality to create and manage initiatives
- Displays that provide visibility into initiatives
- Threaded discussions that promote communication

Benefits

- Adopt best practices for better results, alignment of business strategy and initiatives, visibility, and performance measurement
- Speed time to value of the solution deployment
- Measure, quantify, and communicate initiative benefits
- Enable long-term business results
- Minimize project risk

Learn more

To find out more, call your SAP representative today or visit us online at www.sap.com/solutions/rds.epx.

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