SAP Solution Brief
SAP Services

SAP Consulting

Gain Competitive Advantage with Services for Enterprise Performance Management

Quick Facts

Summary

Defining your corporate strategy is one thing. Executing it is something else. With business analytics services that support enterprise performance management (EPM), SAP® Consulting helps you close this gap and execute on your unique business strategy. We have the expertise, services, and solutions to optimize your decision making, so you can improve business performance and gain the competitive edge to excel in today's business environment.

Business Challenges

- Translate and track strategic goals to specific activities across the company
- Improve the accuracy of plans and forecasts for better decision making
- Align the financial metrics of each line of business to strategic objectives and synchronize all operations
- Optimize performance by improving your existing technology infrastructure

Key Features

- **Strategic consulting** – Assess strategic goals and direction using long-range planning road maps and blueprints
- **End-to-end implementation** – Establish complete requirements for a customized EPM solution and use comprehensive services to enable its effective development, deployment, and maintenance
- **Quality assurance and advisory services** – Employ best practices to keep your technology investment optimized and cost-effective throughout its lifecycle
- **Migration and upgrades** – Rely on expert guidance and a low-risk, packaged approach that will have you up and running quickly

Business Benefits

- **Align all operations to strategic goals** via a collaborative partnership with SAP Consulting
- **Make better decisions** by relying on accurate planning and forecasting
- **Improve competitive advantage** with powerful business analytics tools and resources
- **Reduce risk and cost** by leveraging existing assets, speeding deployment, and minimizing complexity

For More Information

Call your SAP representative, or visit www.sap.com/services/Business-Analytics.

How do you gain the competitive advantage you need to be successful? You can run more efficiently or implement cost-saving measures, but it mostly depends on your ability to make sound business decisions. In fact, your competitive advantage depends directly on the uniqueness of your decision-making process and how well that process aligns to your particular business strategy across the organization. This is how business analytics services from the SAP® Consulting organization can help.

We have the expertise, offerings, and tools that help you fully align your enterprise performance management processes to your business strategy. Plus, we can help you translate that strategy into operational objectives and metrics that can drive improved business performance. Our strategic advisors recognize that every organization requires its own unique mix of enterprise performance management solutions and processes. This is why we do a lot more than just implement best-of-breed software including SAP® BusinessObjects™ enterprise performance management (EPM) solutions. We partner with you and the key stakeholders in your organization to tailor a specific solution that fully supports your strategic vision.

CHOOSE FROM A COMPLETE MENU OF EPM SOLUTIONS AND SERVICES

To achieve significant improvements in enterprise performance, you must firmly embed key activities such as forecasting, financial planning, consolidation, and reporting in your core business processes. All of those processes must also be supported by timely, accurate, and comprehensive data to enable you and your management team to make sound decisions now and in the future. Our world-class expertise from SAP Consulting, coupled with SAP BusinessObjects EPM solutions, gives you the right mix of software functionality to get there.

Optimize Your Business Plans

We can optimize all of your business plans, align them with your business strategy, and include accurate predictions of performance and results. We help you integrate the transactional and analytical software used in your planning and make sure that the information used is accurate. Whether it is your five-year strategic plan, annual budget, or quarterly, monthly, or weekly forecast, we help you establish reliable scenario planning and performance modeling to validate every report.

Understand the Profitability of Key Activities

We can help you understand the true cost impact of your organization's business processes by developing and deploying profitability measurements for all critical business activities. You can establish and communicate baseline profitability standards throughout the organization and employ profitability planning and analysis tools that help you identify and measure any potential opportunities to achieve cost efficiency.

Create and Validate Your Strategy Map

Our services can help you create a strategy map that gives you insight into your ability to execute against your corporate goals. We can fully evaluate your strategy map using execution-level analysis of all identified corporate metrics. We make sure that you have a complete plan for putting your corporate strategy into effect across all lines of business (LOBs) and openly communicating business objectives using key performance indicators (KPIs).

Support a New Financial Management Paradigm

For many organizations, financial reporting and consolidation is a fairly mundane exercise that is often treated as an activity distinct from core business processes. We can help you create a new financial management culture within your organization by making financial and consolidation reporting an integral part of business processes. By automating reporting processes across each LOB and linking transactional data to financial management reporting and KPIs, financial reporting and consolidation become a natural outcome of your business activities instead of a separate, resource-intensive task.

Simplify and Automate Complex Processes

Our experts can help you take the complexity out of traditionally difficult and highly manual business processes like intercompany transfers, international financial reporting standards (IFRS) accounting, statutory reporting, and disclosure management. We can help you automate these processes by overcoming any existing organizational or technical obstacles, such as inflexible legacy systems, incomplete or missing technology infrastructure, or communication barriers.

Gain Quick Time to Value with SAP Rapid Deployment Solutions
We can help you get up and running quickly by providing the rapid deployment of software for critical business processes, including spend performance management, supply chain performance, liquidity management, sales and operational planning, and workforce planning. With SAP Rapid Deployment solutions, you get essential software functionality that we can install in a matter of weeks, with predetermined scope, time, and costs.

ESTABLISH A COMPLETE BUSINESS ANALYTICS INFRASTRUCTURE

By deploying SAP BusinessObjects EPM solutions along with the following software offerings from the SAP BusinessObjects portfolio, our enterprise performance management experts can help you establish a powerful, integrated, and highly reliable business analytics infrastructure. Working together, these solutions make information across your enterprise highly available to everyone in your organization, no matter where that information resides or its underlying complexity. These solutions include:

- **SAP BusinessObjects business intelligence solutions** – Simplify the way your decision makers use information, allowing business users to access, format, analyze, navigate, and share information across the organization. These solutions can help everyone in your organization develop unique insights through ad hoc reporting and rich, interactive data visualizations.
- **SAP BusinessObjects enterprise information management solutions** – Bring together your corporate systems to link all of your transactional data to your corporate metrics and KPIs. These solutions provide comprehensive information management functionality that helps you deliver integrated, accurate, and timely data – both structured and unstructured – across your enterprise.
- **SAP BusinessObjects governance, risk, and compliance solutions** – Protect the value of your organization with a preventive, real-time approach to manage your corporate governance, business risk, and compliance initiatives. The solutions not only enable risk-adjusted planning and decision making, but also provide the automated risk and compliance monitoring needed to prevent risk events and compliance violations.

COMPETE IN NEW WAYS WITH BREAKTHROUGH TECHNOLOGY FROM SAP

SAP Consulting is uniquely positioned to combine the latest technology innovations from SAP with leading enterprise performance management services to enable organizations like yours to compete in ways never before possible. You can take full advantage of SAP HANA™ appliance software, part of a new generation of analytics, business applications, and IT simplification enabled through SAP in-memory computing. SAP HANA lets you analyze business operations using large volumes of transactional and analytical data as it is created in real time from virtually any data source. By combining this innovative technology with your deployed SAP BusinessObjects solutions, you can optimize enterprise performance agility and insight.

We have the expertise, offerings, and tools to drive improved performance by helping you align your enterprise performance management processes to your business strategy and translate that strategy into operational objectives and metrics.

www.sap.com/contactsap

50 088 955 (11/08) Printed in USA. ©2011 SAP AG. All rights reserved.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP BusinessObjects Explorer, StreamWork, SAP HANA, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius, and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Business Objects Software Ltd. Business Objects is an SAP company.

Sybase and Adaptive Server, iAnywhere, Sybase 365, SQL Anywhere, and other Sybase products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Sybase, Inc. Sybase is an SAP company.

All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

TARGET SERVICES AND SOLUTIONS TO MEET YOUR SPECIFIC NEEDS

Regardless of where your organization might be in terms of the maturity of your enterprise performance management processes, we have a set of services that can align to your specific needs. And no matter where or how you require your software to be deployed – whether it's on demand, on premise, or on device – we have the solutions and expertise to make it happen.

Assessment Services

Our consultants analyze your enterprise, identifying your business needs and determining how to best fulfill those needs with a full range of assessment, scoping, and blueprinting services. Keeping your specific business needs in focus, we then identify and prioritize areas of improvement and develop a detailed plan for deploying a fully integrated solution.

End-to-End Implementation Services

We have all the services you need to tailor your customized solution so that it fulfills your strategic objectives, including proof-of-concept prototyping that provides additional opportunities for crucial feedback and buy-in from key stakeholders. We minimize the complexity and risk of migrations and upgrades by employing a packaged approach that will have you up and running quickly.

Quality Assurance Services

If you already have enterprise performance management solutions and processes in place, we can help you identify gaps. Our quality assurance services include a health check for your current deployment and a full review of your system architecture.

ENJOY THE BENEFITS OF IMPROVED ENTERPRISE PERFORMANCE

Our business analytics services can help you gain tangible benefits, including:

- **Aligning operations to strategic goals** through a collaborative partnership with SAP Consulting
- **Making better decisions** through accurate planning and forecasting
- **Improving competitive advantage** with powerful business analytics tools and resources
- **Reducing risk and cost** by leveraging existing assets, speeding deployment, and minimizing complexity

Find Out More

Call your SAP representative today or visit us online at www.sap.com/services/Business-Analytics.

The Best-Run Businesses Run SAP™