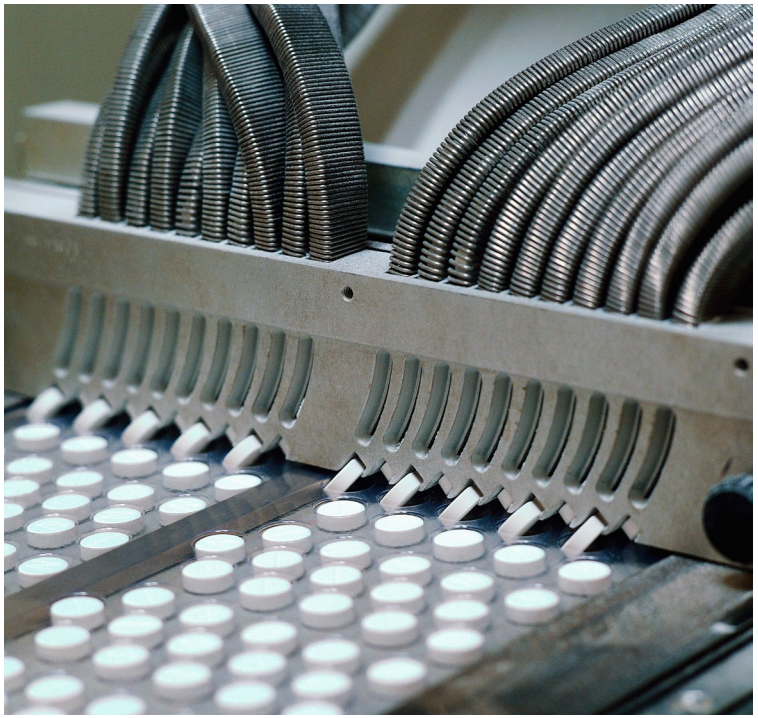
SPIMACO: Initiating a Value-Based Approach for IT Investments



While setting up an advanced pharmaceutical industry in the Kingdom of Saudi Arabia, Saudi Pharmaceutical Industries & Medical Appliances Corporation (SPIMACO) engaged value management tools from SAP such as peer comparisons to **identify new areas of improvements** and sequence these initiatives into a value road map.

سبيماكو الدوائية
SPIMACO ADDWAEIH

Executive overview

Company
Saudi Pharmaceutical Industries & Medical Appliances Corporation (SPIMACO)

Headquarters
Riyadh, Kingdom of Saudi Arabia

Industry
Life sciences – pharmaceuticals

Products and Services
Pharmaceutical products in most major therapeutic classes

Employees
1,200

Revenue
1.1 billion riyal (€220 million)

Web Site
www.spimaco.com.sa/eindex.htm

VALUE MANAGEMENT

Objectives:
- Explore potential business process improvements and the underlying financial benefits for IT investments
- Ensure business and IT collaboration for transformation initiatives
- Provide methodological framework, tools, and data points to structure the business cases approval and contents

Approach:
- Conduct SAP® Value Academy program in-house
- Leveraged process-centric benchmark analyses to derive a more "data-driven" view of challenges and gaps

Achievements:
- Greater emphasis and accountability for tracking of value generated in projects
- Adoption of a value-based approach in defining the multiyear IT strategic plan and road map

"The SAP Value Academy and performance benchmarking are great tools for identifying areas of improvement and gaining buy-in from business stakeholders."

Saleh Al-Sagabi, CIO, Saudi Pharmaceutical Industries & Medical Appliances Corporation

TOP BENEFITS ACHIEVED

7
Business areas compared with peers

6
Process areas evaluated in a value road map

17
SPIMACO stakeholders attending SAP Value Academy

CMP17696 (11/12)