Vestas: Advancing the Value Management Journey with the SAP® Value Partnership Service

With the SAP® Value Partnership service, Vestas Wind Systems A/S is successful in making **better decisions regarding the company's investments in technology.** The company has attained standardization and innovation with SAP solutions while enabling the IT organization to better serve the business and scale to meet projected growth.

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Executive overview

Company
Vestas Wind Systems A/S

Headquarters
Randers, Denmark

Industry
Industrial machinery and components

Products and Services
Wind turbines and related aftersales services

Employees
22,000

Revenue
€6.9 billion (2010)

Web Site
www.vestas.com

VALUE MANAGEMENT

Objectives:
- Ensure that Vestas' IT organization can serve the business better
- Enable better decision making regarding IT initiatives
- Improve ability to scale to meet projected growth of Vestas' business

Approach:
- Applied value management for entire business and IT development portfolio
- Conducted workshops for all core business processes to understand the business direction
- Identified IT-related barriers and the criticality and value of overcoming these barriers

Achievements:
- Instituted a lean and efficient way to assess the value of IT projects
- Accelerated business case development and decision making by estimating potential value created by each IT initiative

"Adopting value management has enabled better – and faster – decision making when evaluating IT projects. It has helped us look at the overall picture – preventing silo thinking."

Troels Fleckenstein, VP of Service, Strategy, and Innovation (SSI), Vestas Wind Systems A/S

TOP BENEFITS ACHIEVED

3
Years of working with value management

50%
Strategic IT in SAP® Value Partnership service

4
Value metrics tracking Vestas-SAP partnership

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