SAP Services

Delivery Executive Services Overview

Aligning Project Outcomes and Company Goals with SAP® Solutions

Delivery executives from the SAP® Services organization work with your executive team and offer a depth of experience and industry knowledge that is essential for making the most of your SAP solutions. By focusing on outcomes that maximize value, delivery executives and SAP Services empower your company to do what it does best and mitigate risks to project success.

Delivery executives are experienced, executive-level project leaders and typically have over 20 years' experience with global and cross-cultural systems integration and IT programs. Delivery executives help align technology, project, and business strategy. They help identify opportunities and develop business cases, and can significantly increase the probability of project success. With a knowledgeable overview of your projects, they help optimize your total cost of implementation and total cost of ownership.

ALIGN TECHNOLOGY, PROJECT, AND BUSINESS STRATEGY

Delivery executives are well versed in stakeholder management and can understand and relate to different points of view. They can contribute meaningfully to executive steering committees to align various corporate strategies. They can:

- Improve solution-focused delivery
- Help realize senior executive objectives and become an embedded part of your culture and governance processes
- Develop long-term executive relationships
- Help build IT strategic road maps and establish a long-term view on plan, build, and run cycles

www.sap.com/contactsap

50 108 636 (11/12) 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.

IDENTIFY OPPORTUNITIES AND DEVELOP BUSINESS CASES

Delivery executives help you:

- Maximize the business value of SAP software implementations
- Identify value drivers and key performance indicators
- Develop opportunities with in-depth knowledge of strategic direction, focus areas, trends, and competitive advantages

INCREASE THE PROBABILITY OF PROJECT SUCCESS

Delivery executives offer:

- Executive empowerment and extensive internal relationships within SAP
- Focus on big-picture issues with a grounded perspective
- Expert knowledge on risk management and identification and response strategies and monitoring
- Access to SAP senior management, solution and industry leads, and partner and customer networks

OPTIMIZE TOTAL COST OF IMPLEMENTATION AND TOTAL COST OF OWNERSHIP

With the help of a delivery executive, you can:

- Reduce risk, optimize efficiency and value, and accelerate project schedules
- Realize knowledge transfer
- Minimize duplicated work
- Reap the full value of your SAP software investments
- Optimize solution sustainability through design integrity and best practices
- Reduce labor with current tools, accelerators, and SAP intellectual property

AN EXPERIENCED VIEWPOINT

Delivery executives:

- Possess vast SAP project experience
- Are committed to advising on all issues
- Offer a single point of contact and perspective on all initiatives and projects

FIND OUT MORE

To learn more, contact your SAP representative or visit us online at www.sap.com.

The Best-Run Businesses Run SAP™