

## Business Value Assessment

Optimize Your Software to Improve Your Bottom Line

### Questions to Consider:

Would you like to know how to optimize JDE to improve your bottom line?

How can you currently optimize JDE to meet your business goals?

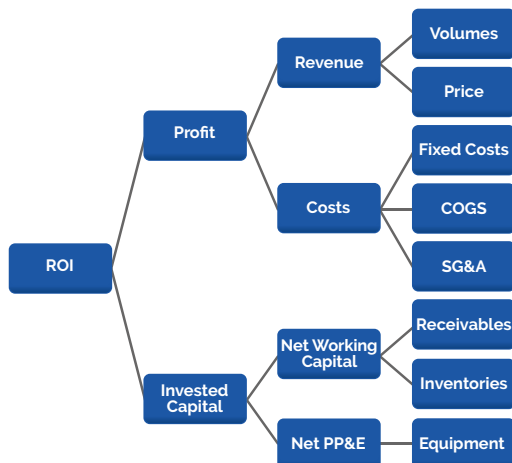
Are your users properly trained for your solution set?

Are you taking full advantage of JDE advanced functionalities?

## DISCOVER HOW TO IMPROVE YOUR BOTTOM LINE BY MAXIMIZING YOUR JDE SOFTWARE

**C&A Technology's (CAT) Business Value Assessment** incorporates an efficient and structured approach to assess how well you are realizing the full benefit and ROI of your JD Edwards (JDE) solution. We provide a multi-discipline review of your JDE solution using best-practice methodologies that are customized to your individual situation, industry, departments using JDE, and our recommendations for potential growth.

## ROI RATIONALIZATION WITH YOUR JDE SOFTWARE



Metrics	Enabling Technologies	Rationale
Market Share, Units, Fill Rates, Lead Time	Demand Driven Planning	Balanced Supply & Demand, Sell instead of apologize, react faster
Average Price, Gross Margin	Demand Driven Planning	Improve fill rate, Produce on time, Reduce delivery time
Utilization, Overhead Variances	MPS & MRP	Improve Throughput of Customer Driven Demand
Direct Labor & Material Costs, Freight	MPS & MRP	Eliminate shortages, Supervisors Supervise Workforce, Capacity Visibility
Cost of Procurement, Reduced FTE's	ERP	More efficient purchasing and invoicing processes
DSO, Bad Debt	Automated Accurate Pricing	Invoices go out accurately immediately after shipment
Turns, Obsolescence	Demand Drive Planning	Engineering quickly implements change notices, React to marketplace faster
Longer Equipment Life, OEE, Throughput	Capital Asset Management	Improved maintenance extends asset life and uptime

Financial Contribution



Delivered through business processes and IT alignment to business strategy



## MAXIMIZE YOUR JDE INVESTMENT

Most companies spend significant time and resources selecting, planning, and implementing their ERP solution — but leverage less than 50 percent of its functionality. The result is spending a lot to use a little, which doesn't make good business sense.

CAT'S Business Value Assessment provides an efficient and structured approach to assess how well you are realizing the full benefit and ROI of your JD Edwards software investment. It's conducted onsite by the CAT Value Assessment Team that is highly skilled and experienced in industry, business process, and JDE product knowledge.

## CALL TO ACTION

### GOALS

Leverage the use of JD Edwards at business units already on JDE to improve financial performance.

### NEEDS

Explain to business unit leaders how optimizing the use of JDE can provide financial results.

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Identify specific opportunities to improve financial results by optimizing the use of JDE.

### OPPORTUNITY

Optimize the use of JDE to improve business processes and effectiveness.

## CAT'S BUSINESS VALUE ASSESSMENT ALLOWS YOU TO TAKE A DETAILED LOOK AT YOUR JDE UTILIZATION ACROSS ALL INVOLVED DEPARTMENTS INCLUDING:

### Step 1 - Information Gathering

Gather information from your business process owners - how JDE software is used at the business operational level.

### Step 2 - Identify Opportunities

Identify opportunities to expand the use of your JDE software focused on improving your bottom line.

### Step 3 - Cost Benefit Analysis

Conduct a cost/benefit analysis with a clear project charter that includes a 3 to 5-year cash flow analysis.

## CAT WILL HELP YOU IDENTIFY WAYS TO ACHIEVE MORE BUSINESS VALUE FROM YOUR JDE INVESTMENT PLUS DEVELOP A ROAD MAP AND PROJECT CHARTER TO IMPROVE YOUR BOTTOM LINE.

### The goals for the assessment will allow you to:

- Understand your high-level scope and plan the sequence of next steps to improve utilization by functional area.
- Provide guidance on the best approach to leverage existing functionality.
- Identify appropriate new features and/or modules in JD Edwards that you could implement.
- Design a road map that details steps to increase utilization and train your key stakeholders how to achieve your business goals.
- Help you build a ROI business case to move forward.

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