



## Business Value Assessment

Optimize Your Software to Improve Your Bottom Line

### Questions to Consider:

Are you getting the most from your SAP solutions to drive value into your business?

Has your organization adopted SAP appropriately, or do you have pockets where adoption could contribute and connect the solution to business value?

Do you have a solid plan to migrate ECC to S/4HANA?

How do you know when you're ready to execute this change or implement advanced functionality?



C&A TECHNOLOGY IS AN  
**SAP**  
Partner

## OPTIMIZING THE VALUE OF YOUR SAP SOLUTION

The decision to engage SAP Solutions and Partners for your enterprise software needs with the related organizational change was a huge undertaking. Now that you have some of this behind you, are you getting the most from your investment? What should you be doing to derive greater business value from your SAP asset?

**CAT's Business Value Assessment** incorporates an efficient and structured approach to assess how well you are realizing the full benefit and ROI of your SAP solutions. We give you a multi-discipline review using best practice methodologies – but customized to your individual situation, industry, and departments using SAP.

## ROI RATIONALIZATION WITH YOUR SAP 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 SAP INVESTMENT

Most companies spend significant time and resources selecting, planning, and implementing their ERP solution — but use less than 50 percent of its functionality. By leveraging the full value of your SAP system, your company can:

## GOALS

Connect the front and back-ends to deliver the best customer experience.

## NEEDS

Streamline your supply chain for significant cost savings and reduced cycle time.

## OPPORTUNITY

Improve user productivity and satisfaction by automating repetitive tasks.

The CAT Business Value Assessment provides an efficient and structured approach to assess how well you are realizing the full benefit and ROI of your SAP investment. The process runs onsite with the CAT Value Assessment Team who are highly skilled and experienced in industry, business process, and SAP product knowledge.

## STEPS TO SUCCESS

The goal of the CAT Business Value Assessment is to take a detailed look at your SAP utilization across departments with these steps:

### Step 1 - Information Gathering

CAT will interview your business process owners on how your SAP software is being used at the business operations level.

### Step 2 - Identify Opportunities

We will then provide an assessment and recommendations (if applicable) to scope your migration from ECC to S4/HANA and improve your bottom line.

### Step 3 - Cost Benefit Analysis

Finally, CAT will conduct a cost/benefit analysis with a clear project charter that includes a 3 to 5-year cash flow analysis once SAP S/4HANA is implemented.

## OUR GOAL

Our goal is to identify ways to help you achieve more business value from your SAP investment and develop a road map / project charter detailing a plan to improve your bottom line. Our goals for the assessment are to:

- Understand your high-level scope and plan the sequence of next steps to improve utilization
- Provide guidance on the best approach to leveraging S/4HANA functionality and outline a detailed process for migrating from ECC
- Design a road map that details steps needed to increase utilization and train key stakeholders on how to achieve your business goals
- Help you build a ROI business case and cost analysis to move your company forward

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For more information on CAT's  
SAP solutions and services, visit:



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