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Prepare for Change Offer

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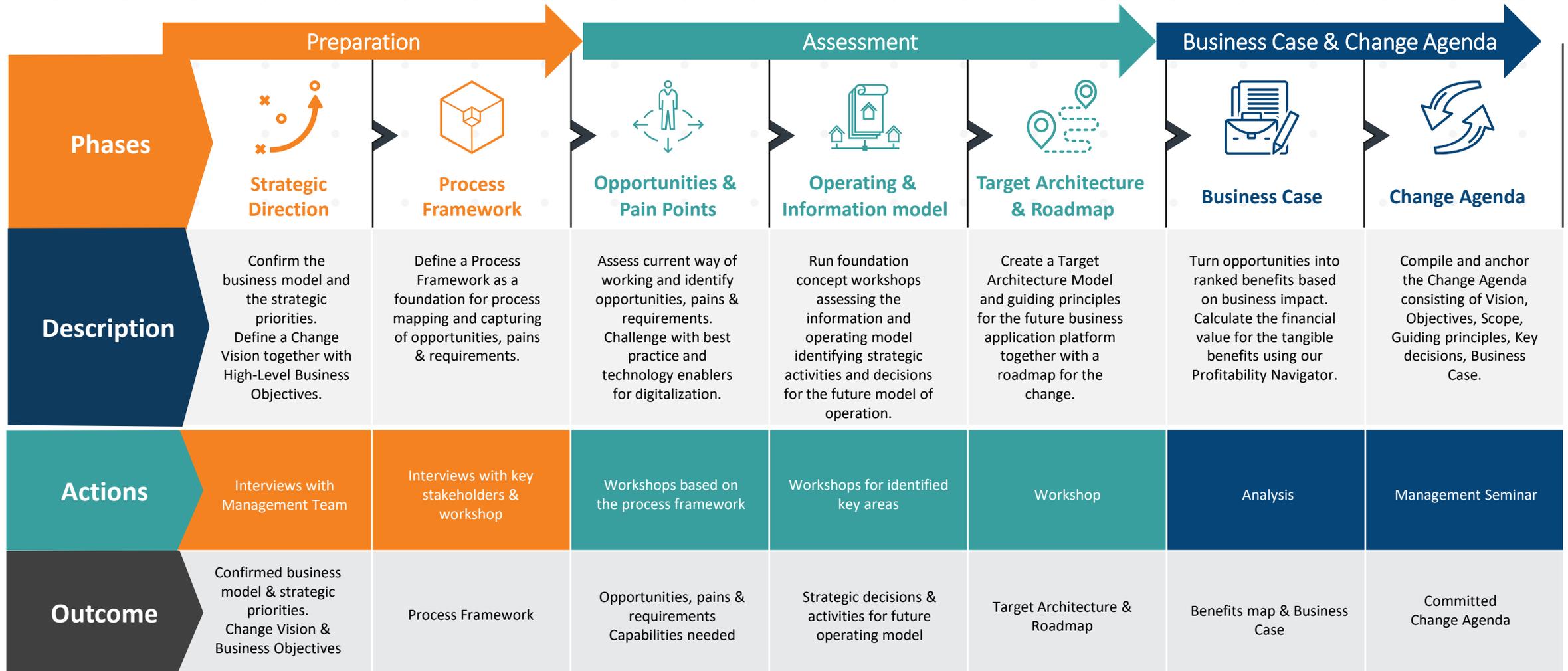
# Prepare for Change

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**A pre-study based on a holistic approach and a proven methodology to create a solid foundation for a successful business transformation**

- Strategic alignment
- Process Foundation for driving business change
- Captured opportunities, pains & requirements
- Design of your future model of operation
- Benefits map for value realization
- Leadership Alignment

# Prepare for Change Framework



# Prepare for Change Deliverables



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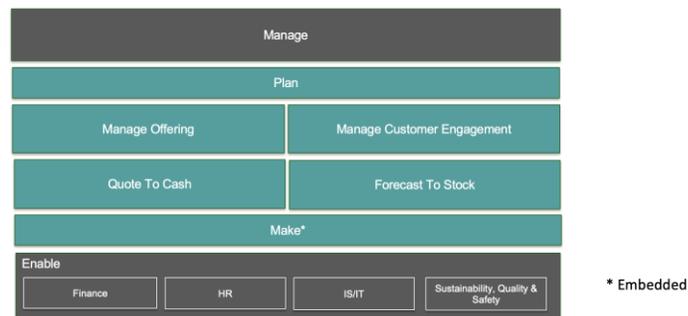
## Business Objectives for the Project

- 1 Growth** Organic growth and acquired growth – geographical, service and products. Easier to integrate new companies.
- 2 Customer Experience** Improved customer experience, focus on the customer needs and a good relationship supported by a 360-degree customer view.
- 3 Integrated transparent Supply Chain** Cost-optimized, transparent and resilient supply chain which is highly integrated with customers, suppliers and internally within the group.
- 4 Increase Efficiency** Increase our efficiency through a higher degree of automation replacing manual work, avoid entering the same data twice, quicker analysis.
- 5 Attract People & Companies** Attract and retain our employees and acquisitions by offering an efficient digital business platform with a great user experience.

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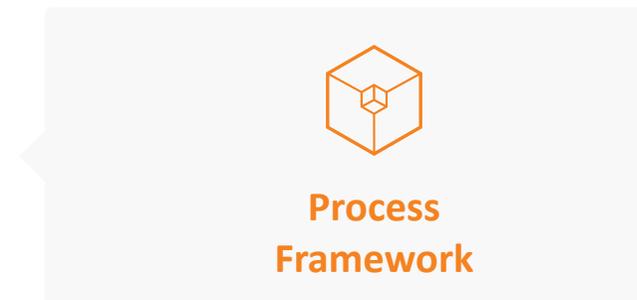
## Process Model



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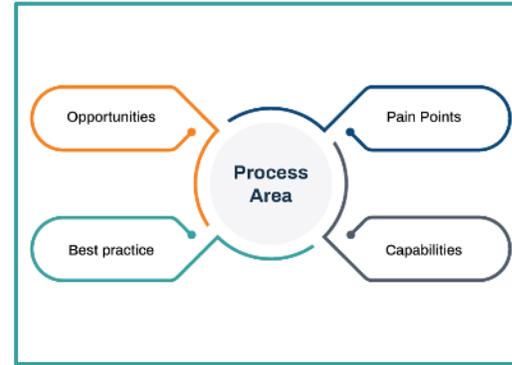
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## Opportunities, Pains & Requirements

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### Principles for Project Success

#	Principle	Description
1	Process Oriented Approach	Harmonised business processes governed by central process owners will facilitate one common business platform for all markets. Business processes, business requirements and business value must drive the design of solutions. Prioritise shared solutions to provide maximum benefit to the group.
2	Treat information as an asset	Information, both local and global, must be treated as an asset, and the quality, security, integrity, availability, ownership and access to information must be managed consistently throughout the asset lifecycle.
3	Standardize & Consolidate	Standardise and consolidate on a few selected it-systems. We will primarily use standard functionality and adapt our way of working before customizing the system. We will control change requests very strictly.
4	Scalability & Flexibility	We will build a platform for scalability and flexibility to be able to respond quickly to changes in customer needs, future business requirements and integration of acquisitions. Scalable solution to fit all companies within the group.
5	Cloud	Software as a service [SaaS] should always be the preferred choice evaluated as long as architecture requirements and information security policies are fulfilled.
6	Security & Compliance	We will not compromise on Digital Security. The services and solutions must be in compliance with applicable legislation and compliance requirements.

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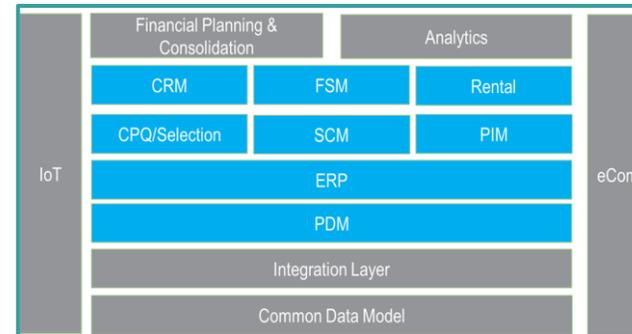


## Operating & Information model



## Target Architecture & Roadmap

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## Benefits Map

Business Objective	Benefit	Process	Opportunity
Increase efficiency	Improvements in warehouse management	Buy to Stock	<ul style="list-style-type: none"> <li>More efficient warehouse handling with scanning and mobile device</li> <li>Labeling</li> <li>Improved and flexible forecasting for all types of warehouses</li> <li>Using picking locations</li> <li>Integrated high storage</li> </ul>
Increase efficiency	Improvements in transport management	Order handling	<ul style="list-style-type: none"> <li>Integrated systems for transport booking</li> </ul>
Increase efficiency	Improved supplier analysis and purchase process Reduced time spent on purchase order monitoring	Manage Purchase Orders	<ul style="list-style-type: none"> <li>Better follow up on supplier globally, needed for negotiation, use Dynamics 365 for all types of purchase and the same supplier categorization</li> <li>Better handling of partial deliveries</li> <li>Efficient processes for supplier complaints</li> <li>Common categorization for suppliers, brands products to be able to follow up on supplier globally when assessing the suppliers and when negotiating</li> <li>Adding supplier's product number to cooperate with suppliers</li> <li>Increased quality of the purchase order proposals</li> <li>Improve supplier delivery performance by tracking different delivery dates including the change of dates</li> <li>Extend the digital integration to suppliers</li> </ul>
Increase efficiency	Improved Planning	Plan	<ul style="list-style-type: none"> <li>See all planning information in one screen</li> <li>Serial number with traceability through the whole supply chain using the Bill of Material</li> </ul>

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## Benefits map & Business Case



## Change Agenda

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## Set the Change Agenda

### 1. Prepare the Change Agenda

Compile the Change Agenda consisting of the following topics together with key stakeholders

- Change vision
- Business objectives
- Project objectives
- Scope of change
- Implementation Approach
- Guiding Principles
- Key Decisions & Activities
- Benefits map/ Business case
- Critical success factors

### 2. Leadership Alignment Session

Run a workshop with the management team confirming the Change Agenda

**Deliverables:** Confirmed Change Agenda & Aligned and committed leadership

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# Benefits of Prepare for Change

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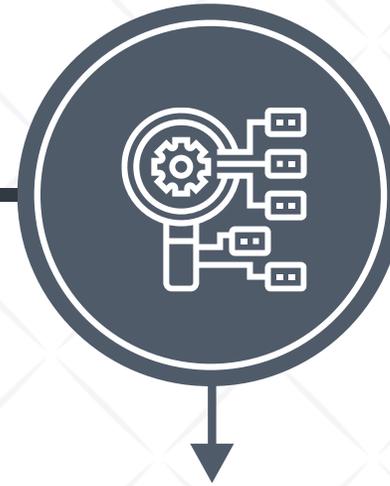
Clarifies Change vision and business objectives linked to your strategy and aligned with the management and project teams



Enables solid preparation for transformation including full understanding of the impact on your overall architecture and business operating model



Captures opportunities, pains & requirements, eliminates risks at the early stages



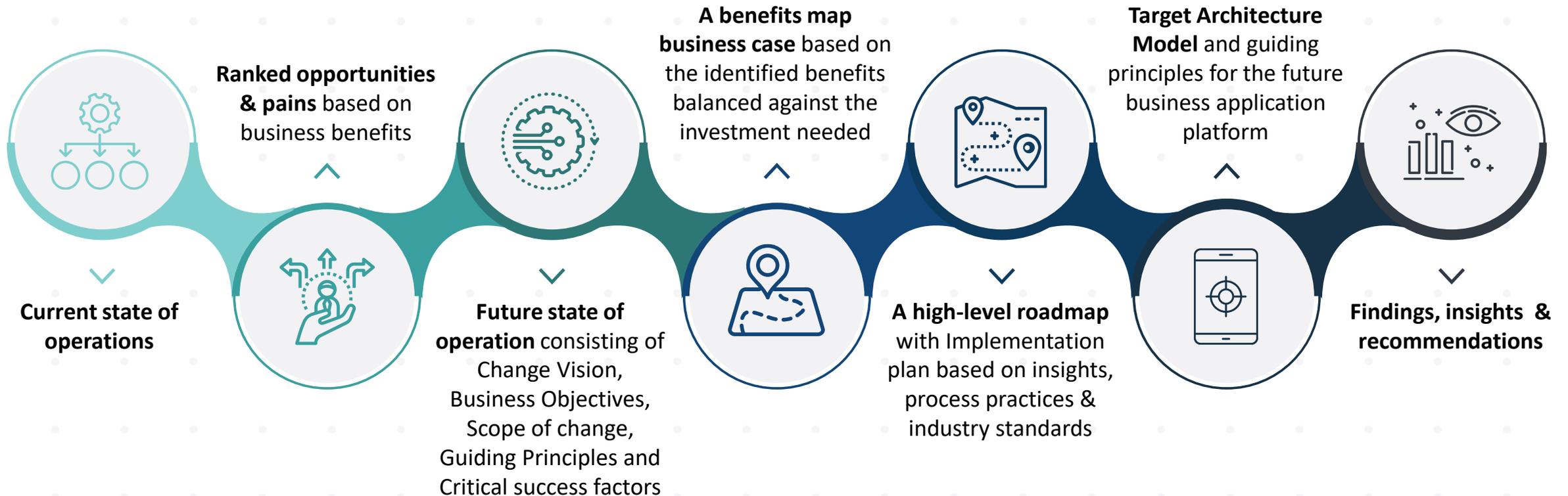
Identifies a robust plan for managing Organizational and people change to secure a smooth transformation journey



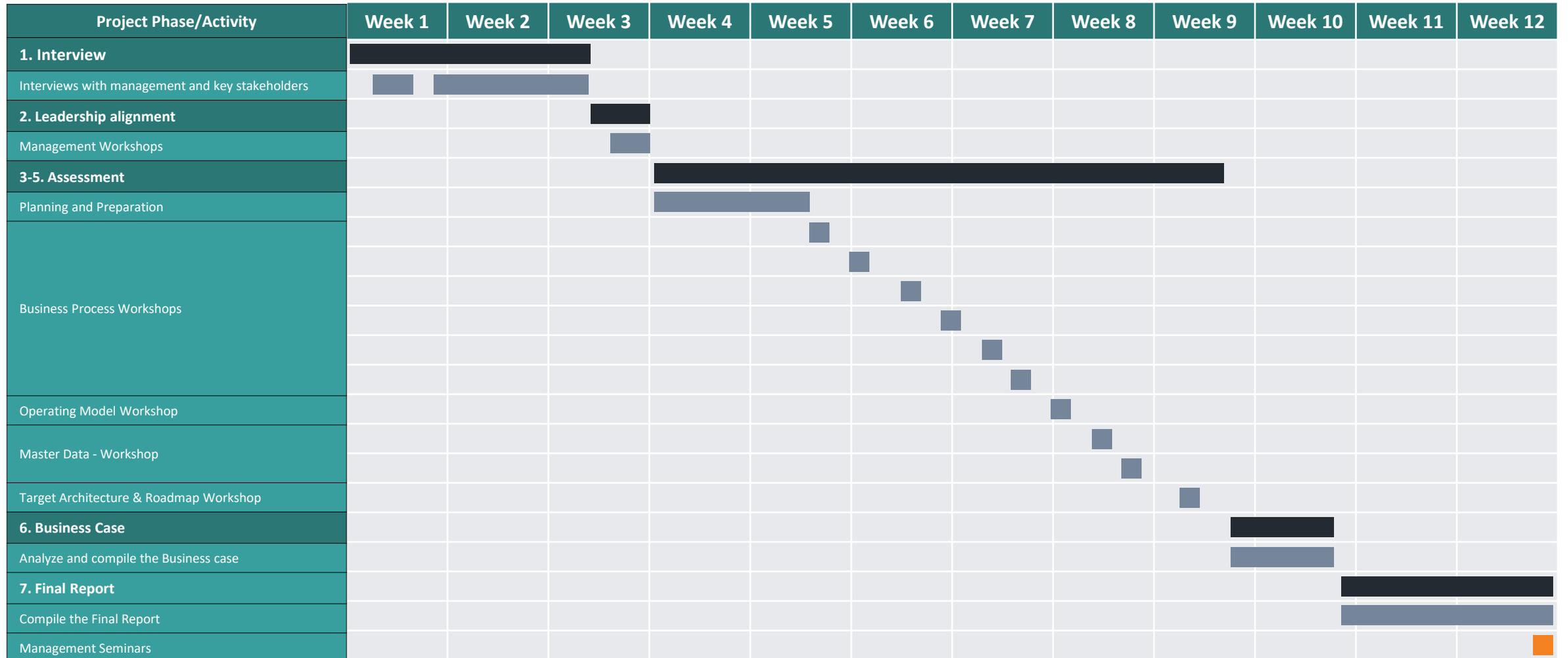
Elastic in efforts and scope, fixed-priced and fixed-duration based upon needs & agreements

# What you get as a result

## Final presentation & report (main areas)



# Timeline





**Vidinge Grönt leveraged Columbus pre-study workshops to identify the best ERP upgrade option and better align their processes and functionalities with the overall business strategy.**

Vidinge Grönt is food manufacturing company, headquartered in Teckomatorp, Sweden, which expanded its business to private-label producing eady-to-eat products under its own brand and selling directly to food retailers like grocery stores. This change needed significant support from strategy and a new business platform. The collaboration with Columbus provided a strategic approach to choose the best path forward before deciding on a potential upgrade to Dynamics 365 Finance & Operations.

**Benefits include:**

- Efficiently conceptualized the organization’s long-term strategy and define clear steps
- Secured broad organizational alignment around key strategic goals by collaborating with several key stakeholders
- Mapped benefits and performing a strategic analysis of all relevant processes
- Linked the overall strategy to business goals
- Identified strategic areas of improvement
- Analyzed what was needed in terms of features and benefits to meet the goals

“This pre-study with Columbus gives us confidence that we will see greater long-term value, and we look forward to taking the next step in building our future business platform together.”

- Måns Nordmark, CEO of Vidinge Grönt

# An investment to secure value from your change initiative



**Prepare is a flexible framework that can be tailored to the size and scope of the customer.**

Depending on the size of the scope and the numbers of interviews and workshops needed the investment will be between **USD 60-120K** and require **10-12 weeks of engagement**

The pre-study also require **access to the management team** for interviews and to Business Process Owners, Managers, and Subject Matter Experts to participate in the various assessment workshops in key areas identified.

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