

Business Case Definition



Benefits

Quantitative

- Elimination of existing costs & overhead
- Measurable process and efficiency gains
- Organizational efficiencies
- Risk reduction and cost avoidance

Qualitative

- Consistent and documented operations
- Better management & informed decision making
- Improved user experience



Costs

- Licensing
- Support and Admin
- Integrations
- Additional modules & ISV solutions
- Implementation Costs



Did you know? Benefits of data driven transformations

54% increase in revenue performance

44% faster time to market

62% improvement in customer satisfaction

54% increased profit results

Create a measurement plan

Calculate the Value and Benefit

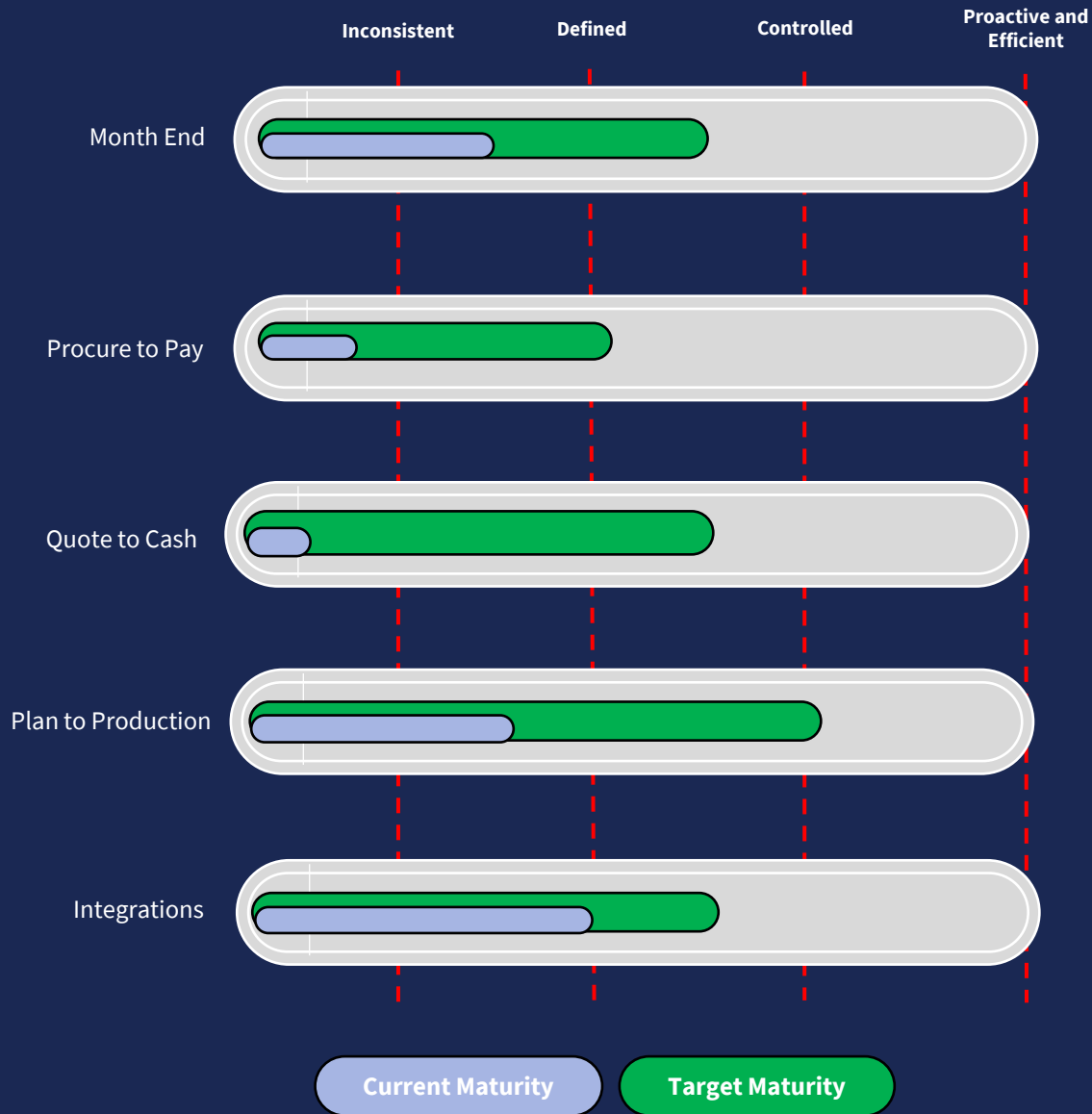
Calculate Total Cost of Ownership

Assess confidence in ability to capture benefit

Incorporate into quantitative and qualitative assessment



Example Process Assessment



Key Takeaway

Watchpoint: The general ledger chart of accounts is inconsistent across legal entities. Manual compilation of financials requires an enormous amount of manual effort. Engaging key stakeholders from different business lines to understand their requirements at month end and how their business will grow is foundational to the project's success.

Watchpoint: There are no control points in this process. Issues with procurement are manifesting as bottlenecks on the shop floor. Tracking vendor performance will result in less changes to the production schedule.

Watchpoint: There are two critical metrics to focus on in this area. Length of the sales cycle in days and DSO. Both should be reduced. XYZ should consider a formal collections role.

Watchpoint: As XYZ scales Quality Assurance will become a key piece of the manufacturing process. XYZ has the bandwidth to scale in terms of space, equipment and resources but lacks a quality assurance process. We strongly recommend that this is implemented in phase 1.

Watchpoint: Before integrations can be reliably deployed XYZ company should focus on data integrity in source systems and ensuring each system has a roadmap and long-term use case. Integrated systems should be prioritized by the dollar amount of revenue source transactions generate.

