Rapid Impact is IBM’s two week remotely managed assessment that uses a value-centered, hypothesis-based approach to quickly identify opportunities for enhanced liquidity and lower operating expenses.

IBM benchmarking studies show that many enterprises have not optimized their working capital. IBM has extensive experience across process optimization, automation and cloud to reduce working capital and operating expenses. IBM Rapid IMPACT is a methodology for isolating high value, near term opportunities to enhance liquidity using a hypothesis-based approach and cohort comparisons. Rapid IMPACT also pinpoints longer term opportunities to create more resilient operations.

Optimizing SAP on Azure

Rapid IMPACT for SAP on Azure also analyzes the resident SAP environment to quantify cost takeouts, including methods to optimize consumption and reduce latent infrastructure. Migration to cloud is fundamental to achieving the financial goals of many clients. Supporting that thesis a recent survey indicating that over90% of SAP customers will upgrade to S/4 HANA within the next five years.

Our experience across multiple hyperscale cloud providers also shows that Azure is one of the most reliable, scalable and secure cloud platform for SAP and the underlying rationale behind the SAP-Microsoft Embrace Partnership¹. Scale and burst capacity, combined with security, privacy, compliance and machine learning capabilities, make Azure a definitive hyperscale leader for SAP workloads.

Introducing IBM GBS

The IBM GBS team includes over 37,000 SAP consultants and 4,600 Microsoft practitioners. These combined GBS teams have completed 250 S/4 HANA projects and built a portfolio of SAP-specific intellectual property. One example of that is Rapid IMPACT for SAP on Azure, our unique offering geared towards improving liquidity, competitive advantage and your SAP investment.


https://www.ibm.com/services/microsoft
IBM is helping clients capture significant near-term financial value while building more resilient and flexible future operating models.

**IBM Rapid Impact - Two Week Assessment**

**Near-term Financial Opportunity**
Enhance Liquidity / Reduce Operating Expenses

- Reduce days sales outstanding (DSO) 2-10 days
- Increase days payables outstanding (DPO) 2-10 days
- Reduce cost of receivables processing 20% - 30%
- Reduce cost of purchasing operations 5% - 10%
- Reduce cost of payables processing 10% - 30%
- Reduce cost of payroll processing 20% - 40%
- Reduce spend on indirect materials and services 5% - 10%
- Reduce cost of IT systems infrastructure 20% - 60%
- Reduce cost of IT systems support 10% - 20%
- Reduce cost of credit processing 20% - 30%

**Shareholder Value**

**IBM SAP on Azure Offerings**

- **SAP on Azure cloud advisory /strategy services**
  - SAP Impact Assessment + Azure
  - SAP on Azure Architecture and Design Workshop
  - Azure Consumption and Financial Modeling
  - SAP on Azure Implementation Roadmap

- **SAP on Azure infrastructure and application transformation services**
  - Migration/Implementation Services
    - S/4HANA to Azure (IaaS)
    - ECC to Azure(IaaS)
    - SAP 3rd Party to Microsoft Azure App Platform(PaaS)/SaaS

- **SAP on Azure Managed Services**
  - Cloud Operations
    - Steady State Management
    - Optimization
    - Automation

**Commitment Outcome/Value**

- IBM’s industry expertise over 34 years with proven SAP on Azure expertise
- Trusted advisor to guide clients in the cloud business transformation processes, including migration, accelerated app development, architecture, and security.
- We provide optimized Azure cloud consumption procurement/cost strategies
- Minimized customization & incremental cost with IBM’s proprietary ASCEND methodology powered by SAP Activate to drive nonstandard process variance to zero
- IBM provides Automation frameworks for resource optimization with integration into DevOps CI/CD pipeline
- Operations as Code –Templated infrastructure and applications configuration management

[https://www.ibm.com/services/microsoft](https://www.ibm.com/services/microsoft)

© 2020 IBM All rights reserved