seidor

ACELERA

Accelerate your Digital Transformation with Microsoft Power Platform

Business changes are getting faster

The change was already present, but COVID has accelerated it.

The way we work and relate has changed and is rapidly transforming the competitive environment, in all sectors.
More and more our customers, employees, and partners demand to interact more digitally and we must respond efficiently.

Long process reengineering and implementation projects are no longer efficient

The rapid evolution of the business and environment means that comprehensive transformation approaches, with long technological implementations and high consulting costs, are no longer adequate. Business requires higher agility and simplicity to accelerate go-to-market and improve efficiency quickly
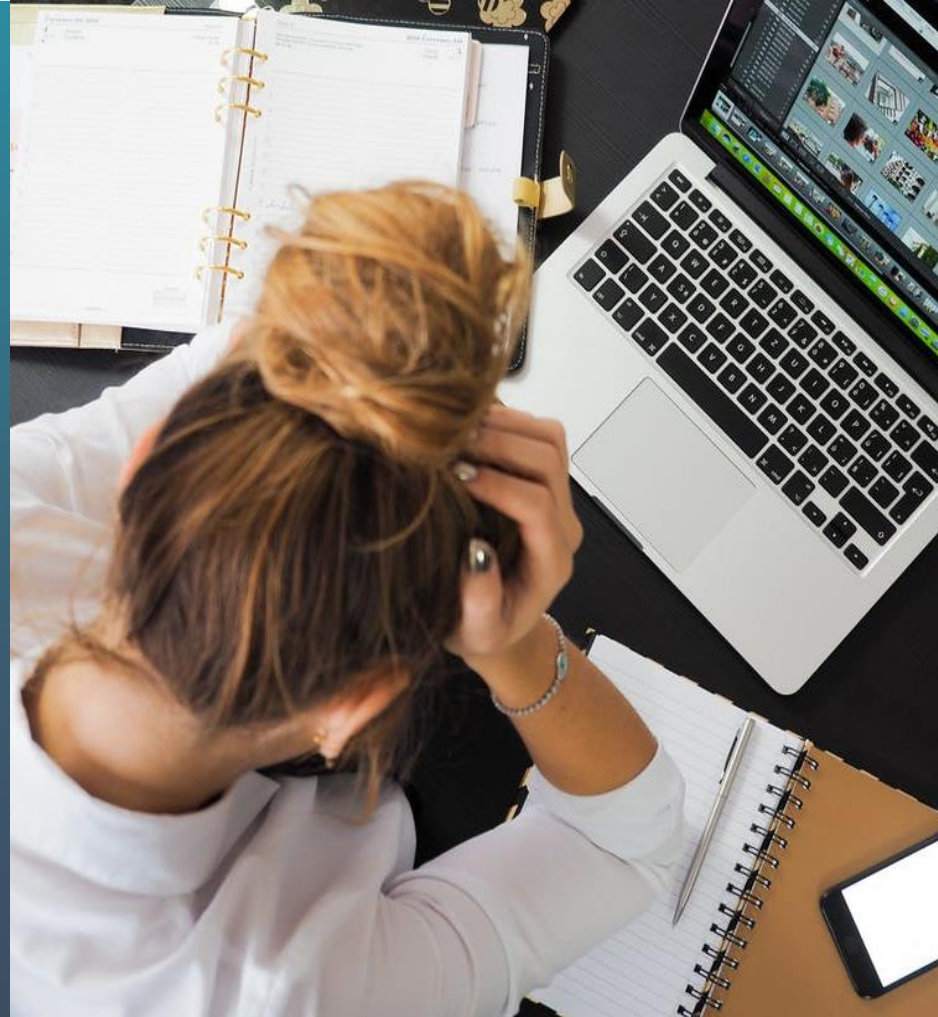
We must be agile by giving answers to the business and promoting digitalization

In such an uncertain environment, the focus of digitalization projects must be agile to be able to respond quickly to continuous business changes, with adjusted costs that allow offering an adequate ROI.

SEIDOR

We help you accelerate the digitalization of your 'no-core' processes in an agile way to improve their efficiency and user experience by giving a quick response to business challenges

Speed, simplicity and tight costs

Real-time information

Reduce manual and repetitive tasks

BENEFITS

Improved relationship and experience with third parties

Control, transparency and Security

ACCELERATE DIGITALIZATION

OPPORTUNITIES

Digitalization processes not covered by ERP

Automation of manual and repetitive processes

Mobility and digital interaction needs with customers, employees and partners

New needs arising from new business challenges

GOALS

|				
Accelerate digitalization and improve the efficiency and agility of your processes (non-core) that produce more inefficiencies	Improve productivity and decision-making quickly and with higher ROI	Improve customer/employee interaction and experience and facilitate mobility	Accelerate innovation and go-to-market of new initiatives and projects to respond to the business	Reduce licensing and technology consulting costs and minimize the need for programming
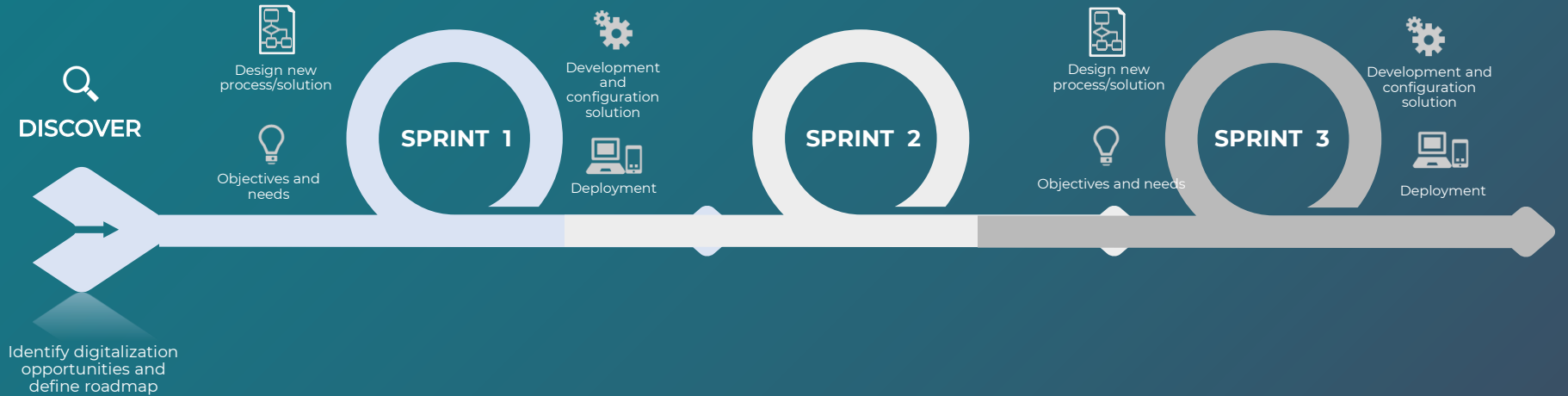
[DISCOVER]

"We help you to identify business challenges and opportunities for digitization and automation of your 'non-ERP' processes and define a roadmap that helps you prioritize their implementation in waves, accompanying you throughout the process"

[Through Workshops we will identify the opportunities for digitalization in the different areas of the value chain (or specific areas), prioritizing those processes with the greatest manual component and impact on the objectives and strategy of the business, establishing a digitalization roadmap]

GOALS

OPPORTUNITIES

ROADMAP

[DIGITIZATION SPRINTS]

"We will accelerate the digitalization process through an agile approach addressing through Sprints (waves) the transformation of the different processes"

For each SPRINT:

- We will identify needs and requirements
- We will design the new process or digital solution
- We will create and configure the new solution by using MS 365 and PowerPlatform tools
- We will support the deployment of the new process

Design new process/solution

Development and configuration solution

SPRINT

Objectives and needs

Deployment
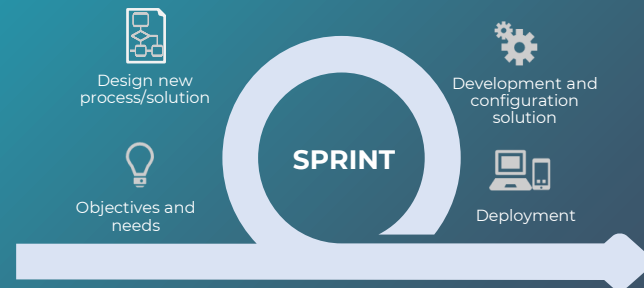
[Step 1]

IDENTIFY NEEDS

"We will analyze the new challenges of the business and the needs and requirements for the automation and digitalization of these processes"

[Through workshops and design thinking dynamics, the processes with the greatest need for digitalization and the main business challenges to provide a digital response will be analyzed]

GOALS   **OPPORTUNITIES**   **PROCESSES**

[Step 2]

DESIGN NEW PROCESS/SOLUTION

"Based on the opportunities identified, new processes and more efficient digital solutions will be designed"
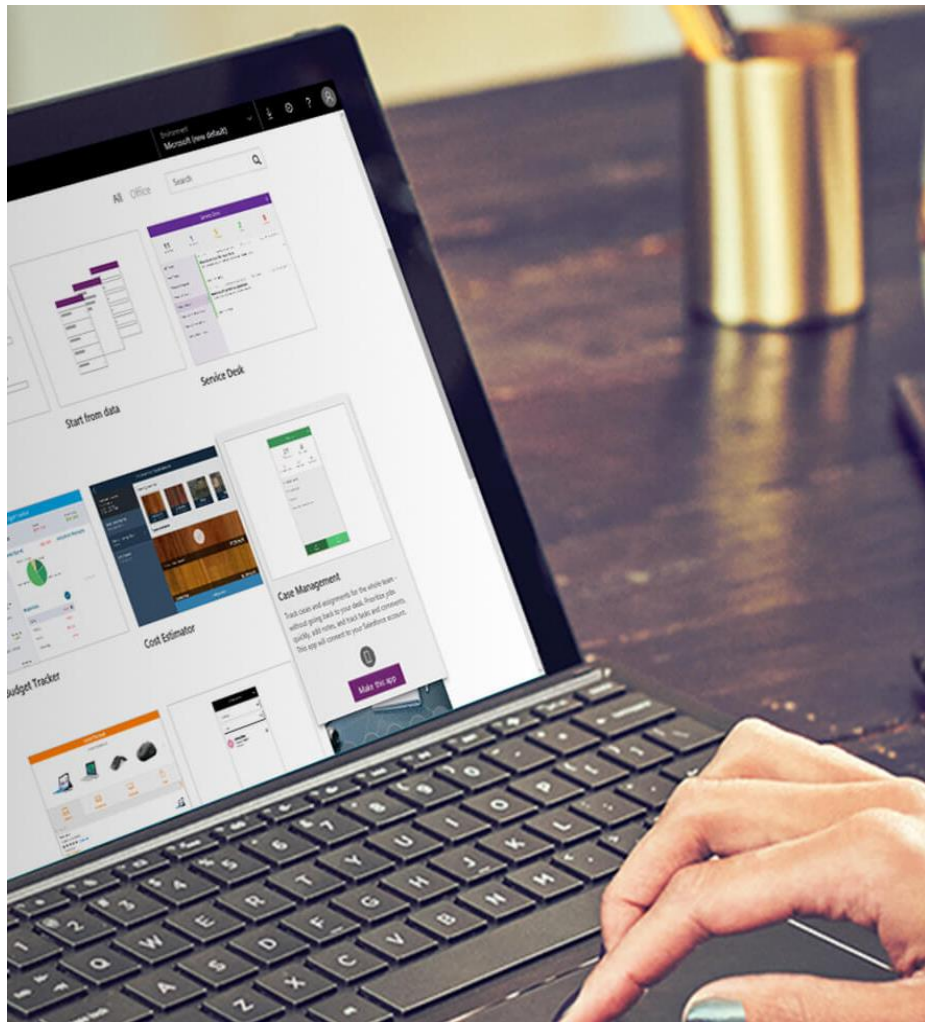
[Based on the previous analysis, the optimization criteria will be established to design in an agile way the new processes and more efficient digital solutions that respond to the needs of the business and aligns with best practices of the market]

BEST-PRACTICES

JOURNEYS

[Step 3]

DEVELOP
NEW SOLUTION

"We will automate and rapidly develop new solutions using MS 365 and PowerPlatform tools that allow us to improve the efficiency of processes in a very short time and progressively"

[From the capabilities of the MS 365 platform and the potential of MS PowerPlatform, new processes will be automated and defined digital solutions will be developed, facilitating rapid results to be obtained]

PowerApps

POWERPLATFORM

DEVELOPMENT

[Step 4]

DEPLOY

"We will accompany the organization in the deployment of new processes and digital solutions to ensure their correct implementation, governance and adoption"

[once the new solution has been tested and validated, trainings and deployments should be planned throughout the organization or through an Initial Pilot to ensure success]

QUALIFY   IMPLEMENT   ENDURE

Some Use Cases

- Automation of repetitive processes

- Digitalization of integration processes that are not covered by an ERP (relationship and interaction with suppliers, service management with transport companies, quality control, etc.)

- Management of the ideation cycle and innovation funnel.

- Management of the trade forecast approval cycle

- Management of customer and competitor insights

- New Product Development Process

[PEOPLE MANAGEMENT PROCESSES DIGITALIZATION]

Automation of manual and repetitive processes to improve efficiency and improve employee communication and engagement through digital solutions

- Communication and collaboration processes
- Management of employee requests (Vacations, Leaves, leaves, training, travel,...)
- Recruitment process and interviews assessment
- TEA management process
- Hiring process for new employees
- New employee registration process
- Digital Employee On-boarding Process
- Dismissal and exit process
- Work environment evaluation process and action plan
- Occupational Risk Prevention
- Chatbot employee support

[PURCHASING MANAGEMENT PROCESSES DIGITALIZATION]

Automation of manual processes of request and authorization of purchases and investments and digitalization of relationship with suppliers

- Investment requests and approval process
- Subcontracting requests and approval process (or other indirect purchases)
- Supplier approval process
- Supplier audit and evaluation process
- Claims management
- Budgets/offers requests process and evaluation
- Portals to improve interaction with suppliers
- Chatbots for providers' queries
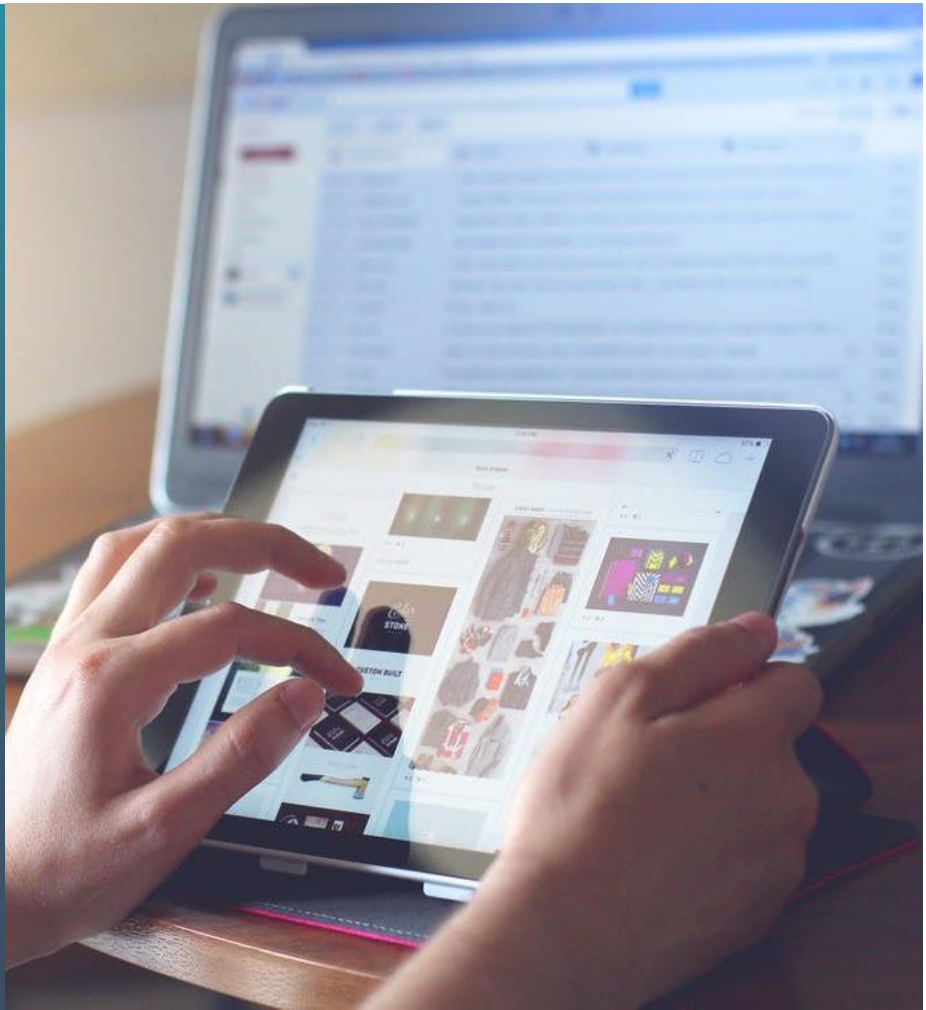
[QUALITY MANAGEMENT PROCESSES DIGITALIZATION]

Automation of manual processes for quality management and its support processes

- 'Non-conformities' detection and management process
- Internal audit process
- Action plans creation and management process
- Management of corrective actions
- Internal complaints management
- New procedures update and approval process

[COMMERCIAL MANAGEMENT PROCESSES DIGITALIZATION]

Digitalization of business sub-processes and capture of market knowledge to improve sales and customer relations

- Sales forecasting process
- Product catalog information and prices
- Capture customer and visitor insights
- Capture market insights (competitors, pricing, trends,...)
- Capture store insights (Product, pricing,...)
- Improved customer interaction:
  - Customer information portals
  - Customer service chatbots

[INNOVATION MANAGEMENT PROCESSES DIGITALIZATION]

Digitalization of the innovation process from ideation to management of selected new innovation projects

- Collaborative ideation process
- Evaluation and prioritization of ideas and initiatives
- Innovation funnel management
- Creation of initiative sheets
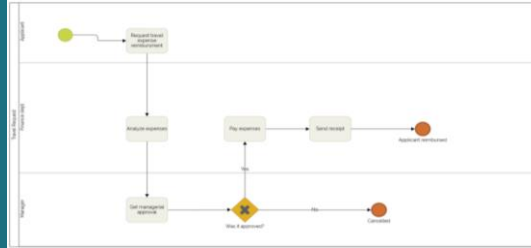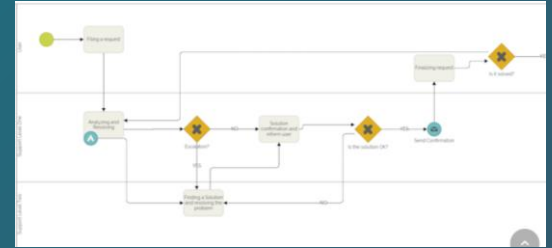- New product development process

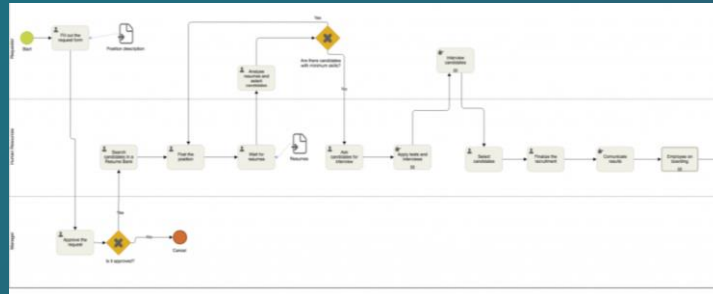# [EXAMPLES OF USE CASES]

Travel Request
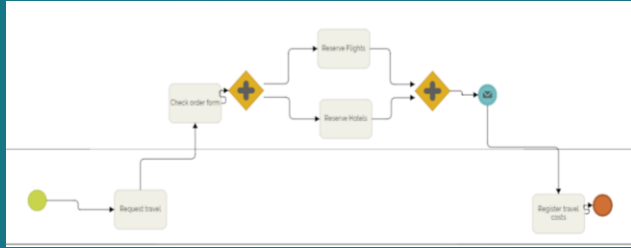
Reimbursement of expenses

Customer inputs

Integration with HR company for TEA

WHAT YOU GET

The project will allow us to accompany you closely and continuously in the digitization / automation of processes with 100% Microsoft technology.

Projects will have an agile approach with quick short-term results

AGILITY

We will carry out the analysis and design of the new processes through agile and fully participatory methodologies

FLEXIBILITY

You will undertake the transformation little by little, obtaining short-term results with a hybrid team (functional and technical)

OPERATIONAL VISION

All recommendations will have a vision oriented to the efficiency and agility of the processes