

Introduction to SAP



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THE BEST-RUN BUSINESSES RUN SAP



Agenda



- SAP追求的价值理念
- SAP解决方案概览
- SAP独特的客户价值工程分析
- Q&A

SAP追求的价值理念 - 实现最佳的公共投资回报

Measuring Success - Public ROI



- 提升政府的政策执行力度
- 提升公众透明度

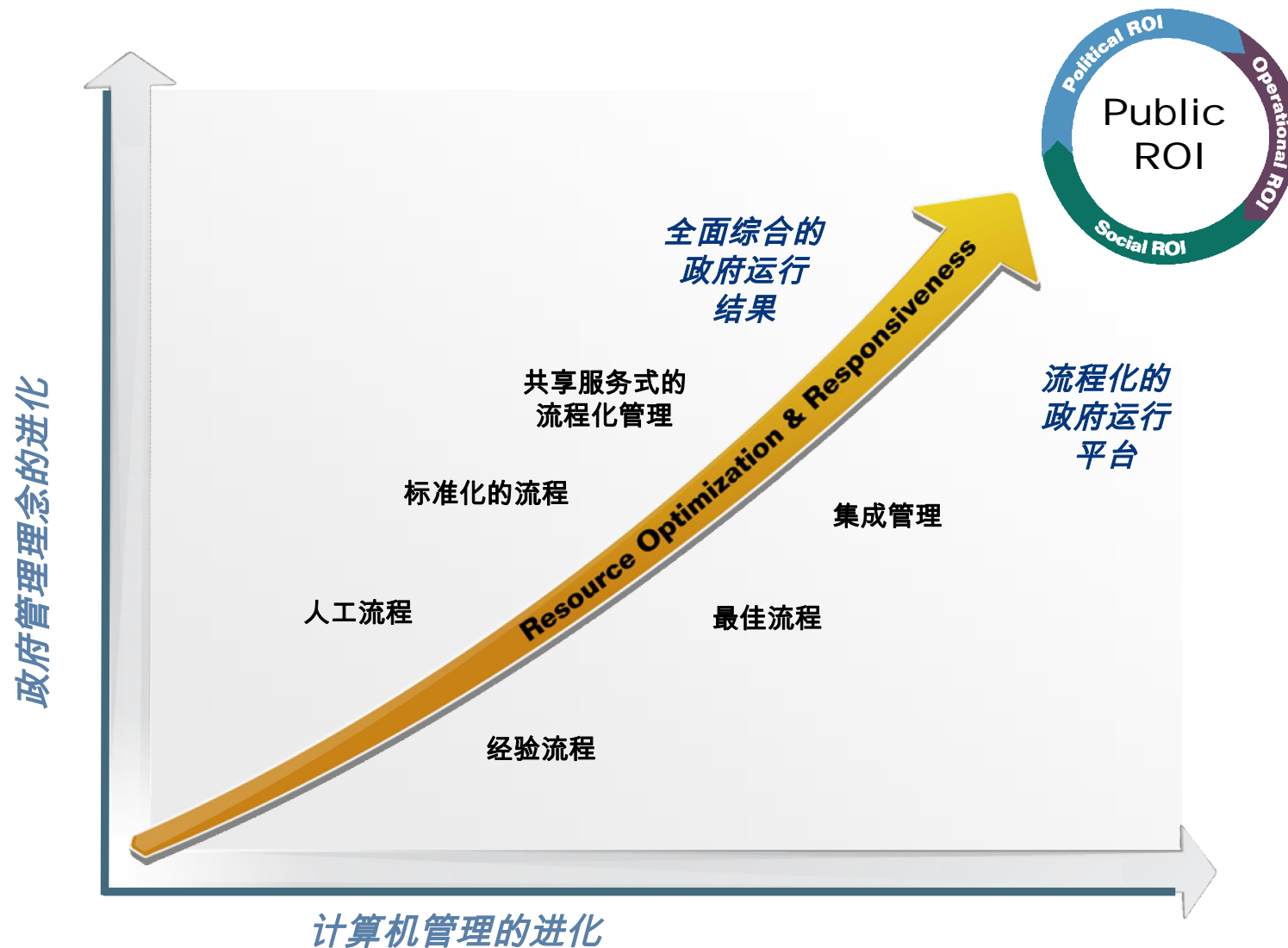


- 合理减少政府部门的运营成本
- 提升政府部门的运营效率

- 取信于民, 实现公平和公正
- 建设和谐社会

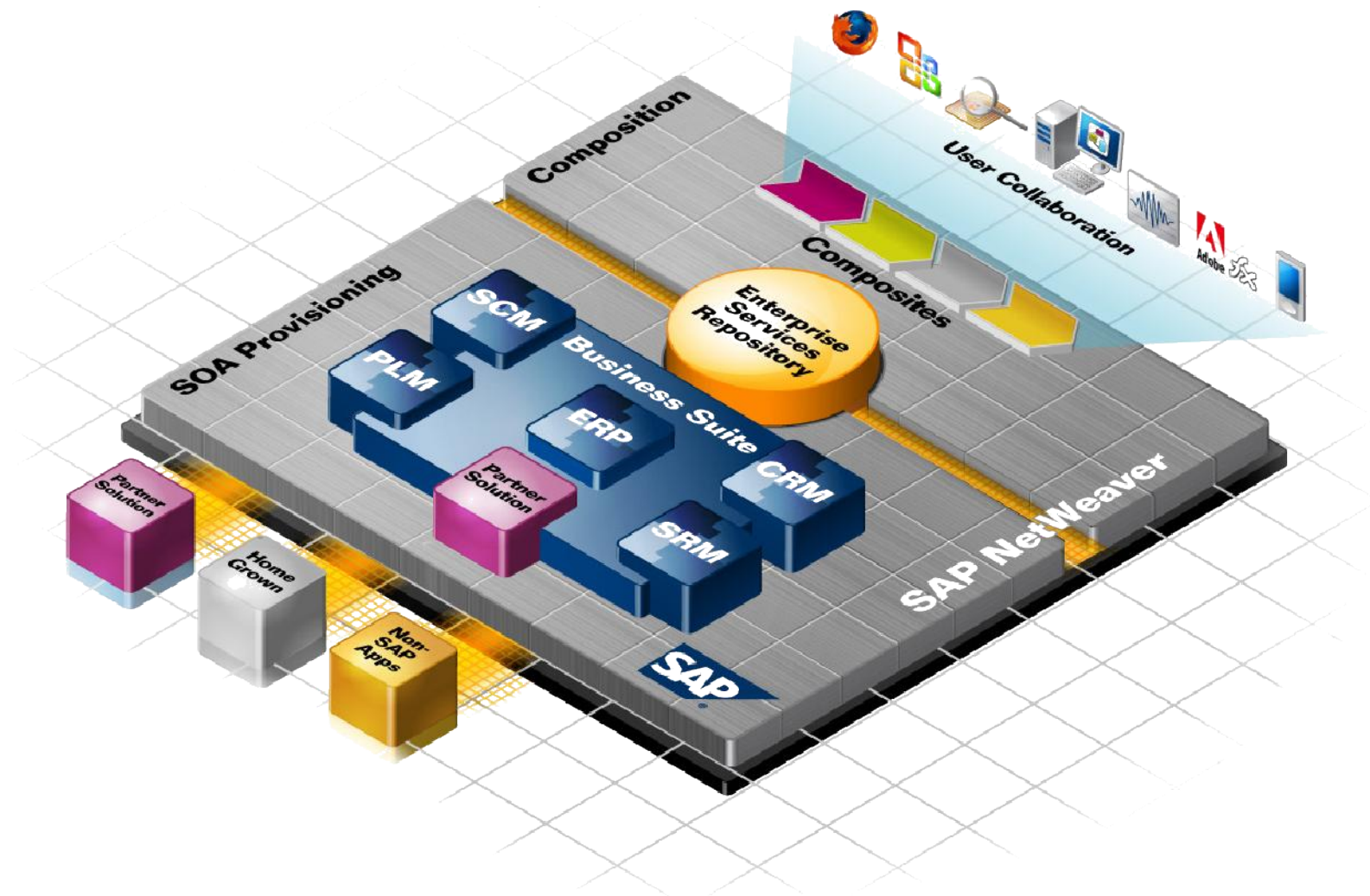
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SAP 帮助政府部门实现最佳投资汇报的核心价值



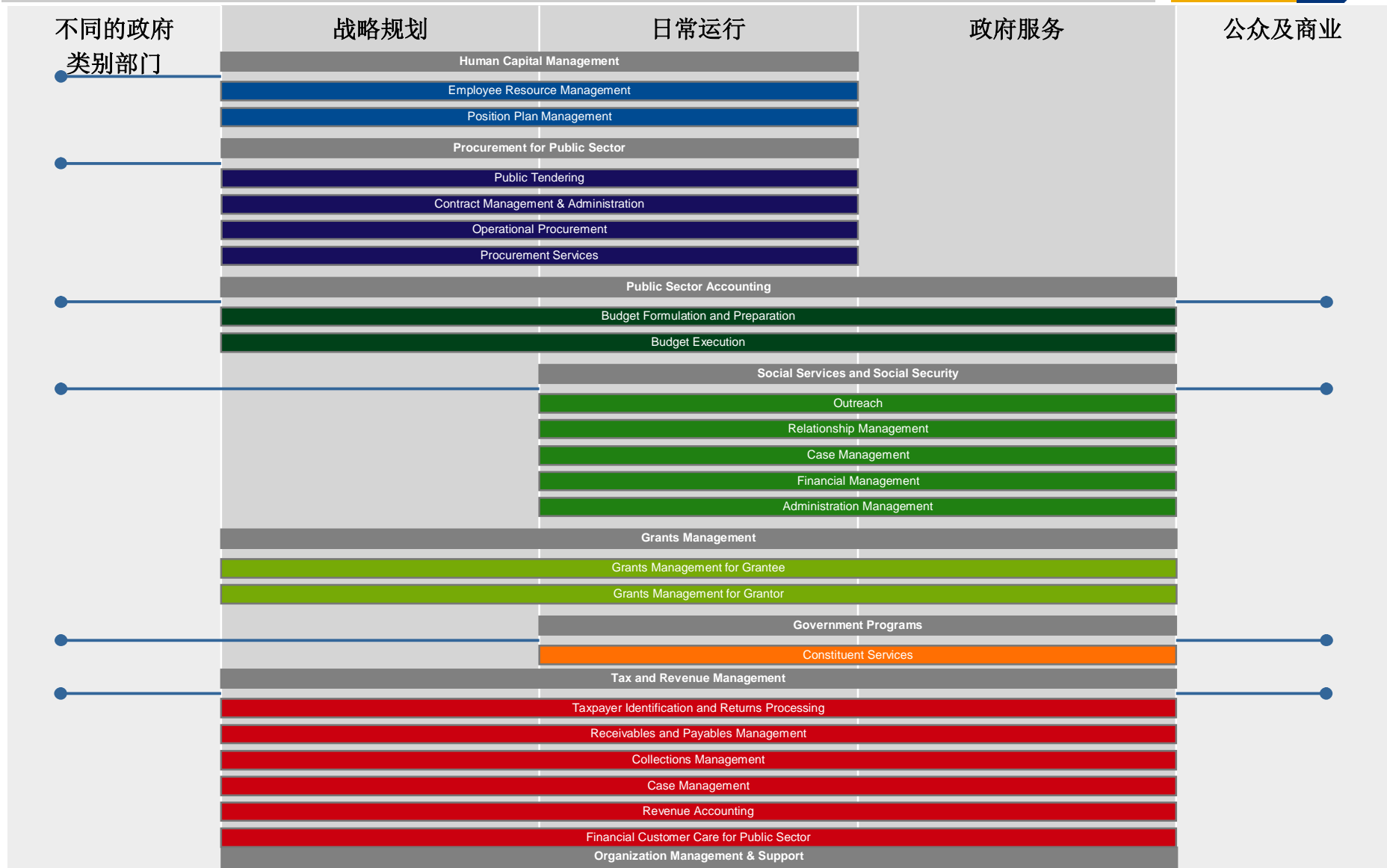
SAP 解决方案概览

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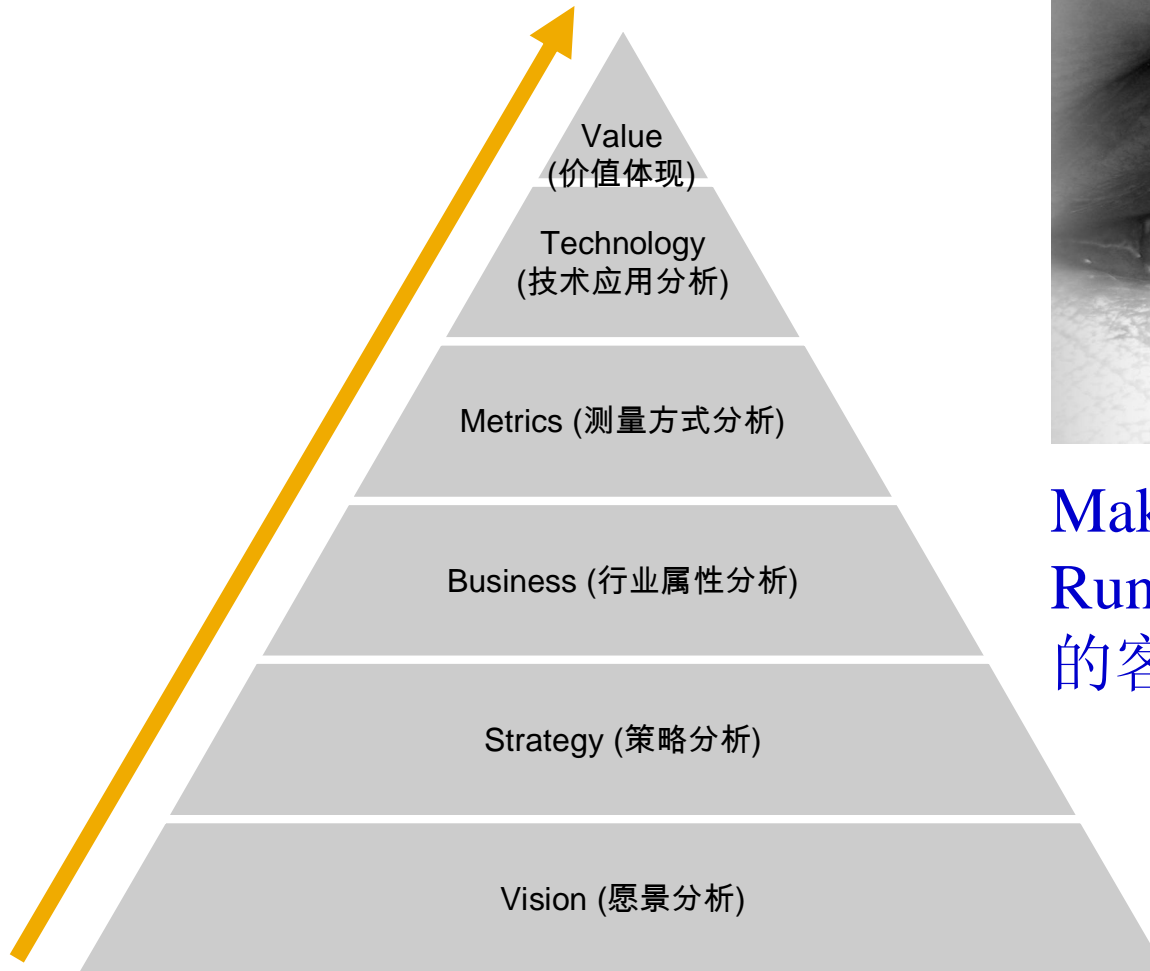


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SAP 解决方案覆盖政府运行全生命周期

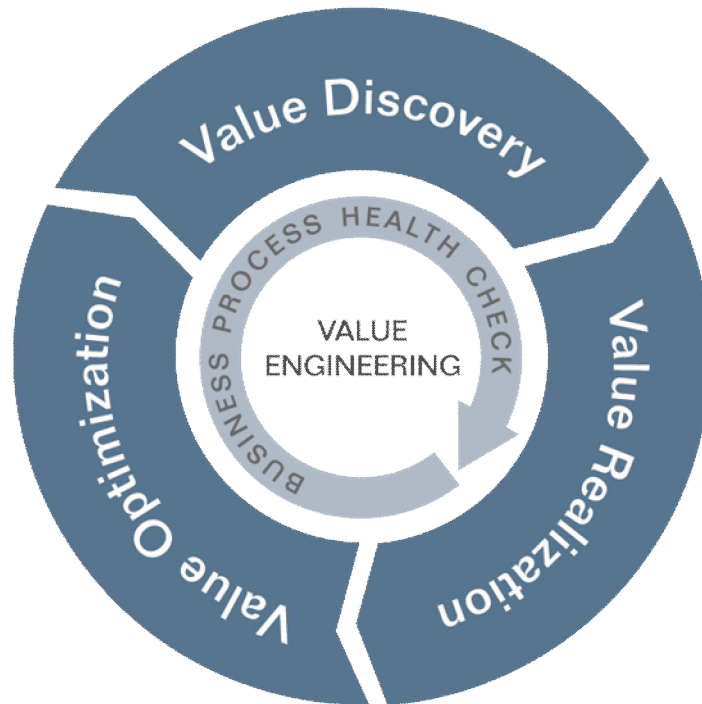


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Make Every Customer a Best-Run Business (让每一个SAP的客户都成为行业中的最佳)

SAP VE Methodology (SAP 价值工程方法论)



Engage with Value Engineering (VE) to find answers to questions such as:

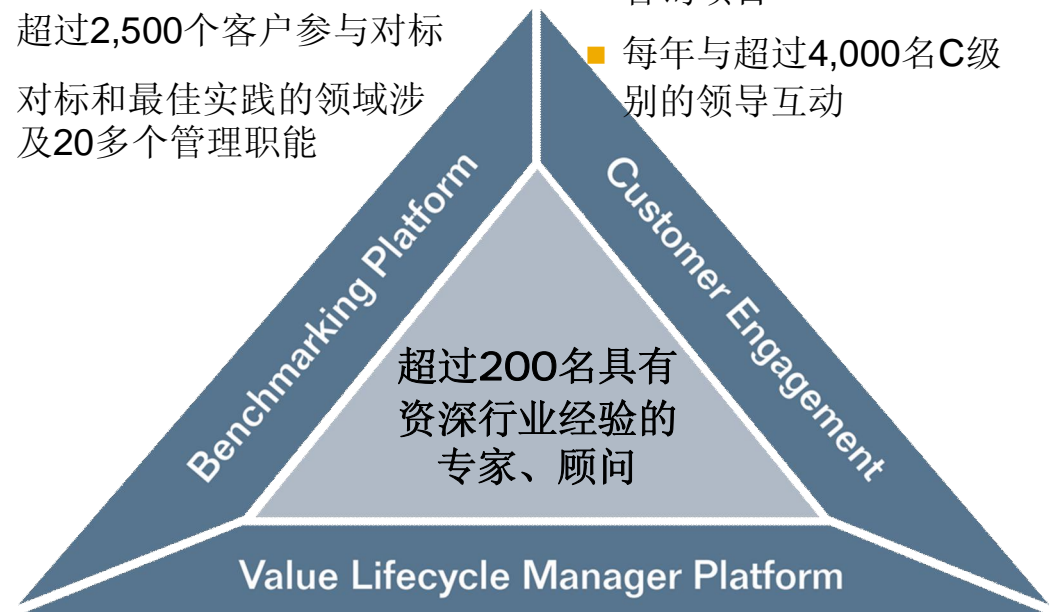
- How do you align your business and IT strategy?
- How can the business value be realized?
- How can you maximize the value from your investment?

业务对标平台

- 超过2,500个客户参与对标
- 对标和最佳实践的领域涉及20多个管理职能

客户咨询项目

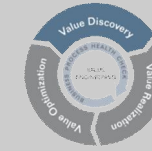
- 已完成超过2,000个客户咨询项目
- 每年与超过4,000名C级别的领导互动



价值生命周期管理平台 (VLM)

- 超过50,000个预定义的行业和流程痛点以及相应的最佳实践
- 将近15,000个预定义的经营考核指标 (KPI)

Value Discovery (价值发现)



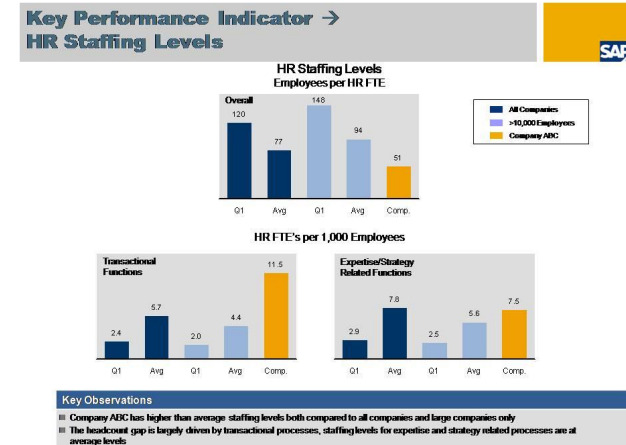
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Objective

Develop a value-based business strategy and business case, enabled by technology and aligned with your corporate priorities
(根据客户的重要性排序和技术现状, 寻找具有价值基础的, 基于行业策略的案例)

Sample Tools and Deliverables

Business Process Health Check



Services

Outside-In
Business Analysis

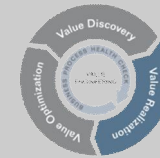
Business Process Health Check

Collaborative Value Assessment

Value Lifecycle Manager



Value Realization (价值实现)



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Objective

Collaborate with clients to develop transformational strategies to mobilize, deliver, and measure business results based on insights into leading practices and benchmarks
(与客户共同合作开发适合的改变策略和可测量方式)

Services

Value Realization Road Map

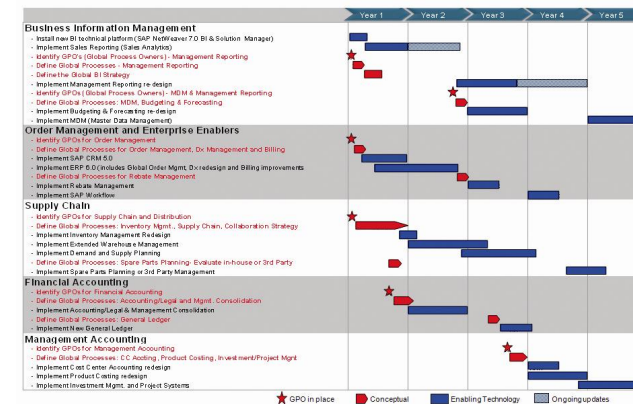
Collaborative Value Realization

Enterprise Data Strategy

Business Intelligence Strategy

Sample Tools and Deliverables

Value Realization Roadmap



Collaborative Value Realization

Value Realization: Benefit Case Decomposition				
Business Imperatives	Sample Benefit Areas	Benefits/Value	Benefit Objective	Sample Financial KPIs
Driving Productivity	Sourcing and Purchasing	\$ XXX	Reduce raw material inventory	<ul style="list-style-type: none"> Department Costs as % of Sales Procurement Freight Spend as % of COGS Reduce working capital by 2% / Increase inventory turns
	Distribution	\$ XXX	Implement warehouse operations and policy improvements	<ul style="list-style-type: none"> Distribution and Logistics Costs as % of COGS
Profitable Revenue Growth	Product Development & Pricing	\$ XXX	Grow wholesale revenue through product introductions	<ul style="list-style-type: none"> Development and tooling Costs as % of expected Revenue 'Defectives' spend as % of COGS/Revenue
	Manufacturing Execution	\$ XXX	Improve manufacturing yields and quality	<ul style="list-style-type: none"> Manufacturing costs as % of COGS WIP Inventory as % of total inventory
Simplifying our Business	Reporting	\$ XXX	Standardize financial reports and process definition	<ul style="list-style-type: none"> Department costs as % of Sales/Revenue
	Customer Service and Compliance	\$ XXX	Reduce of disputes and write-offs	<ul style="list-style-type: none"> Operational Chargebacks as % of Revenue Deductions as a % of sales
	Enterprise Data Management	\$ XXX	Leverage global competency for master data definition	<ul style="list-style-type: none"> Department Costs as % of Revenue

Value Optimization (价值优化)



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Objective

Assess how the implementation and program compares to best practices and recommend areas where the business can drive more value from current investments
(评估实现的可能结果与行业最佳的比较, 提出更适合业务改进的区域)

Services

Center of Excellence Strategy

Shared-Service Strategy

Business Transformation Study

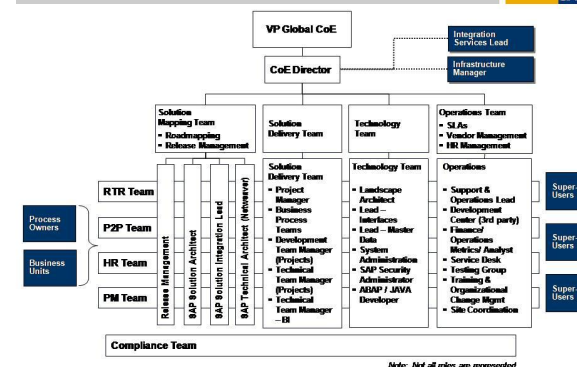
Sample Tools and Deliverables

Business Transformation Study



Center of Excellence Strategy

Example: CoE Organization Structure



Thank you! Q&A

For any question, please contact:

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