

R3Now Introduction

We don't just talk about results, we're focused on achieving them
SAP Answers & Solutions from the Customer Point of View



Strategic Difference

- How are we different
 - ✓ Apply a **strategic orientation** to all Efforts
 - ✓ Work hard to transition your solution at **least** one full STRATEGIC step

IT Strategic Mapping and Transition for Supply, Finance, Sales, and Marketing



Adapted and modified from Ragowsky A., Gefen D. (2008), "What makes the competitive contribution of ERP strategic" ACM SIGMIS Database, 39(2): 34-49. Which in turn was based on a model called "The Strategic Grid" by McFarlan, F. and McKenney, J. (1983), "Corporate Information Systems Management: The Issues Facing Senior Executives" Homewood, IL, IRWIN.

Original IT Strategic Alignment Model © 2008 by Bill Wood of R3Now Consulting.

- Why our Consulting Model is different
 - ✓ We only use the very best contractors with proven track records.
 - We do not have full-time staff that we have to make “billable” even if they are not the right fit.
 - We do not have the same margin pressures as other consulting firms and generally have lower rates.
 - With our extensive network we can find the very best anywhere in a short period of time.
 - ✓ Most of our consultants have at least 10 years experience.
 - ✓ Our consultants have business experience before consulting.

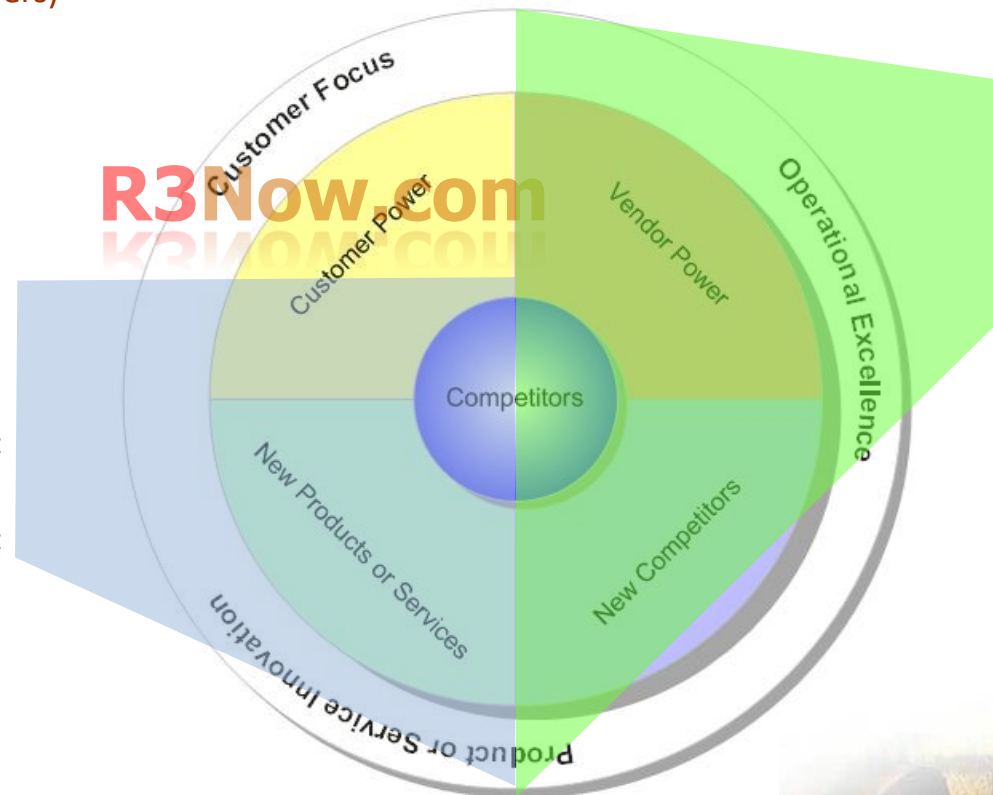


- Why our Delivery Model is different
 - ✓ Our consultants must engage in knowledge transfer.
 - Our consultants are required to transfer key knowledge to ensure you can operate independently.
 - This requirement is part of the consultant's contract with our company.
 - Our contracts only allow you as the client to decide this is not a requirement.
 - ✓ We provide critical information to clients on getting the most from their consultants before any engagement begins.
 - ✓ We provide solutions that address not just operational excellence, but also innovation and customer focus as well (both lagging and leading indicators).



Strategic Difference

- How do we move to the next step?
 - Evaluate competitive pressures for IT to business alignment
 - ✓ Use Harvard Professor Michael Porter's "Five Forces" of competitive pressure
 - ✓ Align competitive pressures with enhancing Value Propositions
 - ✓ Address BOTH lagging indicators (finance / operations) AND leading indicators (sales / customers)



Inventory, forecasting, supply chain, and other processing areas of the business cover the "Operational Excellence" value proposition. These areas deal with vendor power and competitors.

A strategically aligned supply solution can address the other value and competitive areas of the business. To meet strategic business requirements a supply solution can be oriented to open up new market channels such as on-line sales, regional or local specific promotions, or the ability to offer new or different merchandise or services.

Clients directly consulted for, or by resources from, R3Now

The image displays a collection of logos for various client companies. The logos are arranged in a grid-like fashion. On the left side, there are logos for RJReynolds, FMC, gategroup, DV&A, Continental, Arctic Cat, and HondaJet. In the center, there are logos for Coca-Cola Enterprises Inc., PolyVision, Steelcase, at&t, syngenta, COMPASS GROUP, and Champion Technologies. On the right side, there are logos for Celanese, NOVARTIS, SGL GROUP, GETRAG, and UCB. The logos are in various colors and fonts, representing a diverse range of industries.



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