R3Now Introduction

Strategic SAP & IT Program Development for Measurable Business Value

We are focused on *delivering results!*

Navigating IT. High Performance Now!
Consulting Overview

Strategic Difference

✓ 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

Sustaining
- Basic Operational Competence
- Consistent with marketplace, no differentiator

Emerging
- Upcoming Operational & Competitive Advantage
- Planned methods to address competitive pressures, upcoming meaningful differentiation

Tactical
- Existing Operational & Competitive Advantage
- Implemented methods to address competitive pressures, differentiation realized

Strategic
- Sustained Operational & Competitive Advantage
- Barriers to imitating competitive solutions, difficult to reproduce differentiation

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.
Consulting Overview

Strategic Difference

- 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)

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.

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.
Consulting Overview

Consulting Delivery Difference

✓ Our consultants are required to 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.

✓ Project templates, resources, and delivery tools which complement SAP Methodologies (such as ASAP) to make them more effective.
  ✓ A resource library developed after nearly 20 years with over 120,000 artifacts and 13.5 GB.
  ✓ Numerous “quick start” project and solution options to reduce cost and improve delivery.

✓ Solutions that address not just operational excellence, but also innovation and customer focus (both lagging and leading business success indicators).
Consulting Overview

Consulting Skill Difference

✓ We are not restricted by who is “on the payroll.”
✓ We only use the very best contractors with proven track records.
  • Most of our consultants have at least 10 years experience.
  • We don’t have to try to “force fit” a full-time resource who needs to be “billable” even if they do not have the skills you need.
  • Our margin pressures are lower and for the depth of experience our rates are lower as well.
  • With our extensive network we can find the very best, with a proven track record, anywhere in a short period of time.
✓ Our consultants have business experience before consulting.
✓ Our consultants deliver quality, consistency, and reliability.
  • The depth of experience leads to less re-work.
  • Projects are more often delivered on time and on budget.
  • Expected business benefits are addressed.
  • Done right the first time – less custom coding and lower maintenance cost.
SAP Client Portfolio

McKesson

FMC

Novartis

Syngenta

UCB

Continental

RJ Reynolds

gategroup

COMPASS GROUP

DV&A

SPAWAR

Coca-Cola Enterprises Inc.

Wolters Kluwer

PolyVision

Steelcase

AT&T

Polycom

HondaJet

Champion Technologies

ARCTIC CAT

THOMSON REUTERS

Celanese

SGL GROUP

The Carbon Company

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R3Now Consulting

Expert SAP Guidance
Project & program management, IT strategy, enterprise architecture, system integration, centers of excellence, IT spend management, benefits analysis (ROI), change management, system assessment, business cases, audits, QA, functional consulting, staffing & more…

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