ERP TRANSFORMATION FOR EFFICIENCY, EFFECTIVENESS AND GROWTH

IBM's Transformation Journey

CHANGING MARKET DYNAMICS

- Increasing operational complexity
- Distribution complexity
- High cost of ownership: 58%
- Product complexity: 48%
- Difficult to upgrade: 43%
- Poor cross-functional processes: 42%

Growing competition

- Consolidation
- New players
- Third party logistics: 43%

Setting economics

- Severe cost pressures: 58%
- New pricing models: 48%
- Cost to serve: 43%

Evolving customers

- Demographic changes: 48%
- Expanding retail formats: 43%
- Customers growing tech savvy: 42%

ERP TRANSFORMATION BARRIERS

- Product complexity
- Distribution complexity
- Expanding regulations/mandates: 43%
- New strategies by competitors: 42%
- Third party logistics: 41%

MICROSOFT DYNAMICS AND IBM

Microsoft Dynamics is the global leader in business applications & services

IBM’s globally integrated capabilities offer competitive solutions with global, regional, local, and onsite expertise

POWERFUL END-TO-END SOLUTION OFFERING

- Midsize and Enterprise customers a single, integrated solution
- Recognized by Gartner as an industry leader in ERP
- Exceeds in usability, functional excellence, low total cost of ownership (TCO), and faster time to market

IBM DIFFERENTIATORS

- Proven Approach
- IBM’s Transformation Journey
- Tools to Accelerate
- Access to Expertise
- Strategic Partnership

MICROSOFT DYNAMICS AND IBM

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BENEFIT AND BUSINESS OUTCOME

1. Increased enterprise growth across new product lines, services & countries
2. Improved and Standardized business processes
3. Real-time enterprise reporting, visibility across the organization
4. Able to respond to rapidly changing customer needs
5. Simplified compliance and governance

HOW TO GET STARTED

- For more information, visit ibm.com/gbs/microsoft
- Speak with an IBM Representative
- Start a fast start review with Microsoft Dynamics Enterprise Assessment

TRANSFORMATION APPROACH

Microsoft Dynamics Assessment and Implementation

- Prepare
  - Review business strategy
- Discovery
  - Identify scope, key themes & Improvement potential
- Finalise
  - Processes & system requirement
  - Change impact & readiness assessment
- Design
  - Recommendation, implementation plan, benefits & business case
  - Detailed design and Solution blueprint
- Build
  - Configure, develop & build
- Test
  - System, interface & user acceptance testing
- Deploy
  - Launch solution and "Realize" vision

GO LIVE

Source: Responses from Forrester Research: Paul D. Hamerman: “Enterprise Apps Customers Have Issues”