



As unwelcome as the current recession may be, those businesses that take the initiative to run a tighter ship in terms of basic management disciplines can take advantage of the downturn as an opportunity for long term success.

Whilst we cannot guarantee to 'recession-proof' your business in its entirety, we can help you to appraise and evaluate the effectiveness of SAP in ensuring you are doing everything you can to stay afloat in these challenging times.

Invenio are a dedicated SAP service provider and are particularly skilled at decoding the complexity that's inherent within today's enterprise systems. Our expertise enables you to define a range of clear, structured measures when evaluating the success and efficacy of your SAP system. This is particularly important in today's economic climate, when your business systems are (or at least should be) at the forefront in helping you weather the downturn.

Business Benefits:

You can use this service to:

- Save money and optimise your in-house SAP expertise for a more efficient, effective service delivery.
- Improve your user satisfaction levels to facilitate a more productive, capable and efficient workforce.
- Increase user knowledge to reduce the number of user support requests.
- Lower your SAP staff recruitment and retention costs.
- Facilitate faster, more efficient and easy to use SAP processes and workflows that support your needs across the enterprise.
- Streamline and reduce the cost of your current SAP 'Change Request' practices.
- Ensure your offshore services really do offer value for money without compromise on quality.
- Take advantage of the latest free SAP reporting tools to manage your business more effectively.
- Determine your long term SAP strategy to prepare for the upturn.



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What our Customers say:

"We find Invenio a very professional and trustworthy organisation and they add real value to the project rather than just 'box ticking' their way through the implementation."

Graham Terry - Director, SPP Pumps

"...we are proud to have you as a member of our team..." and "appreciate your commitment, hard work and dedication to achieve a successful and timely migration..." **John Santos – Head of Service Delivery, Siemens UK**

"...we would not have been where we are without Invenio's proactive approach and dedication and we will extend our relationship further by actively considering Invenio for our offshore development ..." **Nick Murrey -IT Director, Neopost**



Service Overview:

People

Skills Audit: This includes an assessment of your internal SAP services delivery capability with a view to determining any skills gaps and/or specialisation overlaps. At the end of this exercise, Invenio can advise how to best organise, deploy and rationalise in-house expertise for optimal service delivery.

Communications Strategy: SAP usage errors, convoluted 'workarounds' and process non-compliance causes innumerable problems within the SAP environment. Invenio will help you formulate a communications strategy that is focussed on improving the end-user experience, fostering a culture of system compliance and process understanding so that your employees become a more productive, capable and efficient workforce.

Training: Based upon extensive department and user interviews Invenio will compile a complete training proposition that offers a low cost way to ensure that your system is used in the correct way. An effective training program will help to rectify many system usage issues that causes data inaccuracies, support call overloads, delays in information processing and process mismanagement.

Recruitment strategy: Finding, hiring, training and incentivising SAP staff is a costly process and we'll review your current process to provide valuable strategies in how to attract and retain the best staff on a budget.

Process

Process and Workflow efficiencies: By drawing upon the knowledge of our functional, technical and industry specialists, Invenio will conduct a review of your current system processes and will provide a series of recommendations that will ensure that SAP is thoroughly optimised for offering a fast, efficient and easy to use processes and workflows across your entire enterprise.

Change request audit: Change requests attract a significant part of an SAP budget and we will examine if your current procedures are appropriate. Where we find inefficiencies we will evaluate how this process can be made more effective and less costly to the business.

Offshoring options: For companies who are unfamiliar with the many benefits of offshoring we'll propose several 'small step' offshoring ideas that are aimed at helping you take advantage of the significant cost savings offered by the offshore model. If your business is already using the services of an offshore partner we'll help to ensure that the existing offshore model is delivering upon its promises and will help you take steps to put right any areas that are currently underperforming.

Reporting: Business reporting and analysis provides the means to really understand where your business is today – and where it needs to be tomorrow to ensure a profitable, successful future. Invenio will assess your current reporting environment and propose specific, suitable Business Intelligence tools from SAP (including SAP Netweaver Business Intelligence – a free SAP solution) that empower your users to create, execute and tailor their own set of personalised reports.

System Design and Add-ons

Typically, and unless payback is achieved quickly, the following comprises a range of service elements that can be considered in the longer term - specifically once the economy is on the road to recovery and business is more predictable. Unless a payback of less than 6 months can be realised (or the enhancement is deemed critical to the business for other advantages), Invenio would caution against immediate implementation in order to preserve cash flow.

Functional expansion: Invenio will look at the scope of your current implementation with a view to determining whether your business can expect to gain any significant benefits from expanding the SAP footprint with the range of complementary SAP functional offerings.

Added features: Surveys suggest that a business only uses some 20-30% of the features contained within a typical ERP system. Based upon our functional knowledge of SAP we will observe the current usage profiles during the 'People' and 'Process' phases and will present detailed findings of those features that are already residing in your SAP implementation but have been overlooked or under-utilised.

Upgrade impact assessment: By keeping your systems current you ensure that the latest business practices are in operation across your enterprise and that you are compliant with the latest legislation and working practices. Invenio will review your system within the context of current practices and regulation to ensure that you are not missing any business opportunities nor are falling foul of recent (and sometime obscure) legislative changes. We will also present a list of improvements and enhancements that you can expect to realise through upgrading to the latest version of SAP.

Reimplementation: From time-to-time there is benefit in a undergoing a complete reinstallation of the SAP solution. This scenario is uncommon - but can be extremely beneficial in companies whose business models, strategies or corporate vision has changed significantly in recent times. The result will be an SAP system that is congruent with your current business practices and therefore much more adept at supporting your strategic vision and corporate goals.

Regional expansion: As your company acquires, divests and expands so your systems strategy needs to be reviewed to ensure a free information flow between departments, offices and regions and that collaboration between your employees can happen regardless of location, designation or language.

Industry best-practice: Our team of consultants have worked in hundreds of SAP sites around the world – spanning industries that include media, wholesale, logistics, pharma, retail, manufacturing, professional services, chemical, energy, telecommunications and many more. Throughout our entire project engagement your Project Manager will take advice from our internal experts who process applicable industry experience and system knowledge to ensure that your SAP installation can support your organisation both now and in better times.

Environment

System integration: To circumvent the need to invest in transformational SAP projects at such an uncertain time, a viable and cost effective alternative is to integrate SAP with other systems across your business. Invenio will analyse your current software portfolio against your current business practices, reporting requirements and processes and will propose a cost effective way of improving data-sharing and collaboration for maximum business benefit.

Accessibility: A distributed workforce needs stable, reliable and secure access to your systems and infrastructure for maximum effectiveness. Companies who save on office costs by exploiting today's technologies to adopt a home-working or satellite office model can ensure that their teams can access SAP in the fastest, securest way without facing a significant outlay on distributed technologies. Based upon your current infrastructure we'll consider and present the most cost-effective, secure and reliable methods for remote access to enable you to exploit the cost savings available by embracing a mobile workforce.

To really understand how you can beat the recession with the help of SAP call us today on +44 (0)330 440 1800.