

### Category

- ✚ Assessments
- ✚ Executive Assessments

### Target group

- ✚ Senior Executives (CxO)

### Customer investment:

Approx. 1 hour per system:

- ✚ Supply standard tables and reports as per provided instructions
- ✚ Complete a questionnaire

### Deliverables

- ✚ Detailed analysis report (PDF file)
- ✚ Management Summary (Powerpoint)
- ✚ Potential savings calculator (Excel)
- ✚ Analysis of custom code utilisation (SAP® Lumira)
- ✚ Winshuttle Licence (if none exists) for acceleration of data entry
- ✚ Winshuttle on-site Process Innovation Workshop
- ✚ Master Data Template for optimised maintenance of material master data

### Pricing

Fix price per system and user group:

- ✚ Up to 500 users
- ✚ Up to 4.000 users
- ✚ Over 4.000 users

# Executive Lean Value Assessment

**INCL. QUICK WINS, WINSHUTTLE LICENCE & TRAINING!**

The Executive Lean Value Assessment (ELVA) addresses the needs of business executives requiring rapid transparency of their SAP® system utilisation. ELVA provides a resilient business case for business and IT management to make essential SAP optimization decision. Additionally ELVA provides everything necessary to immediately implement a "quick win" ensuring a rapid payback on the investment.

### Methodology

This Executive Starter Package is based on the West Trax KPI Scan® Methodology. It provides an analysis of the actual utilization of SAP® systems by the end users and highlights areas of improvement that exist in the operation and in relation to business process support.

The data evaluation is carried out offline in 6 phases:



### Phase 1: As Is Analysis

The basis of the analysis is a KPI and benchmark model developed by West Trax covering the categories cost, productivity, performance and quality. This has been certified by the Chamber of Commerce & Industry Darmstadt. The continuously growing West Trax Benchmark Database contains data from of over 1,400 analyses performed in 15 sectors.

**Availability of results:**

Approx. 2 weeks after receipt of data.

**Benefits**

- ✦ Rapid overview of capability of analyzed SAP system
- ✦ Fact-based calculation model
- ✦ Immediately realisable quick win
- ✦ Support tool for decision makers considering strategic and operational IT decisions in the coming 12 - 18 months
- ✦ Benchmarking with systems of similar size and industry
- ✦ Minimal client resources required to complete analysis
- ✦ No software installation needed for analysis so no system overhead
- ✦ Compare systems, clients and company codes at additional costs
- ✦ Repeatability of analysis allows measurement of success and monitoring of trends.
- ✦ Certification for West Trax Quality Award "Best Used SAP Systems" when criteria are met.

**Phase 2: Potential Improvements** The results of the KPI measurements and the comparison with sector benchmark data are interpreted by experts. Weak points are made transparent and the potential for cost savings and optimization are identified.

**Phase 3: Action Plans**

Based on the results of phases 1 and 2, client actions are developed which will help to improve from the current situation to the best possible target state. Every action plan will be described in detail including a cost/benefit analysis. Priorities will be defined and feasibilities discussed taking the overall client situation into account.

**Phase 4: Implementation Strategy**

Within the implementation strategy implementation plans are developed for the defined actions, including information on how long the project will take and what skills and resources will be needed. In addition expected timing for the first positive effects and the break-even point will be provided. Detailed listings will clearly define and document all functional, operational and monetary benefits and advantages.

**Phase 5: Quick Wins – Optimisation of Custom Code**

Detailed analysis of Z/Y-transaction utilization and if required, programs in client namespaces. Includes usage frequency information and recommendations for improving the productive system. Results are generally provided in tables (Excel) or as an application in SAP® Lumira.

**Phase 6: Quick Win – Processes Accelerated using Winshuttle**

Identification of the processes that will benefit from accelerated data entry including evaluation of time-related and monetary savings. Part of the ELVA package is a Winshuttle transaction 1-Year subscription license that allows implementing and validating this Quick Win, plus an on-site Process Innovations Workshop for any number of participants in order to guarantee a smooth start. (Depending on analysis results duration 1-2 days, available within 3 months after delivery of analysis results).