

Introduction to Order-to-Delivery (OTD) Transformation



China Market Requirement & Operational Challenges

With rising customer expectations, companies need to overcome the operational challenges in the Order-to-Delivery (OTD) process to provide best-in-class customer experience

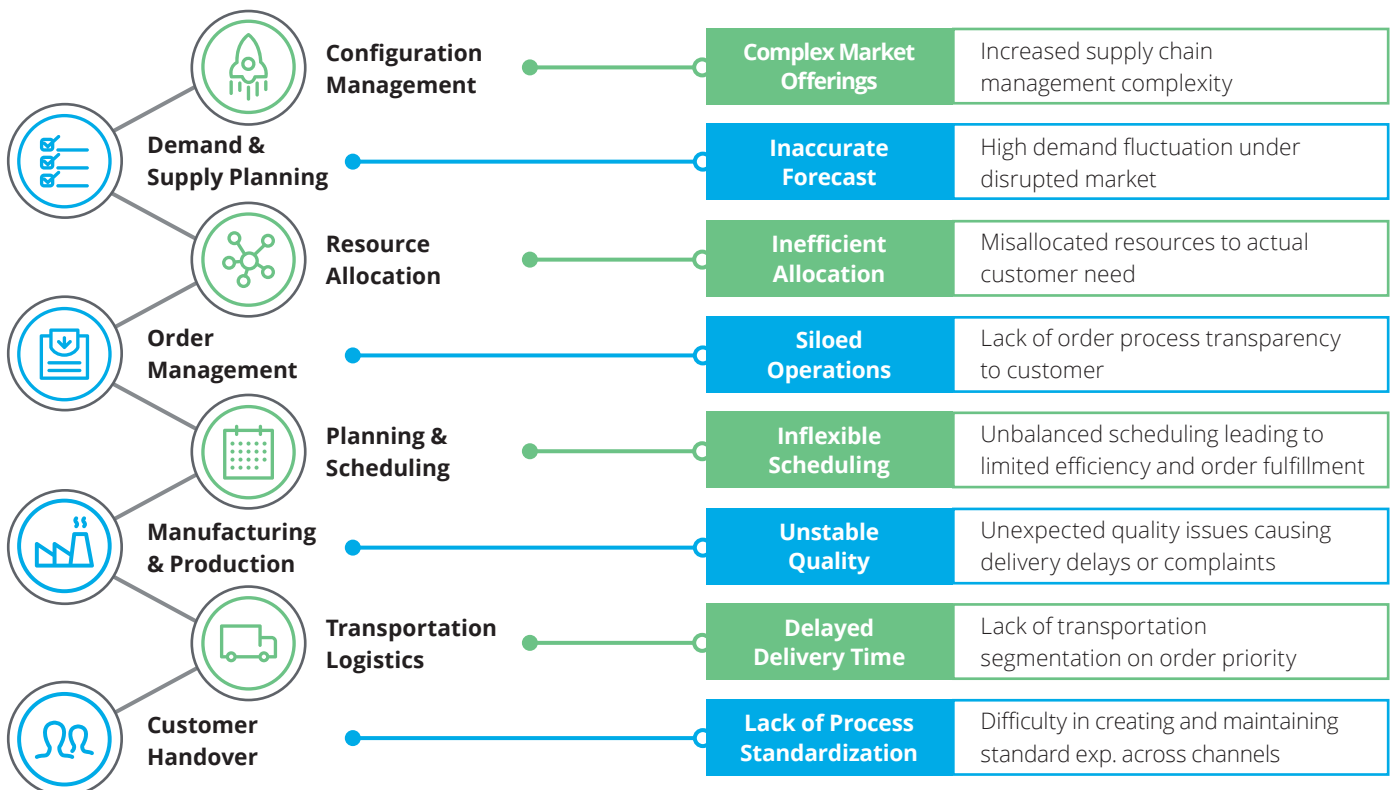
New Requirements in China Market

As China market becomes increasingly customer oriented, companies need to develop new capabilities to meet the higher expectations.



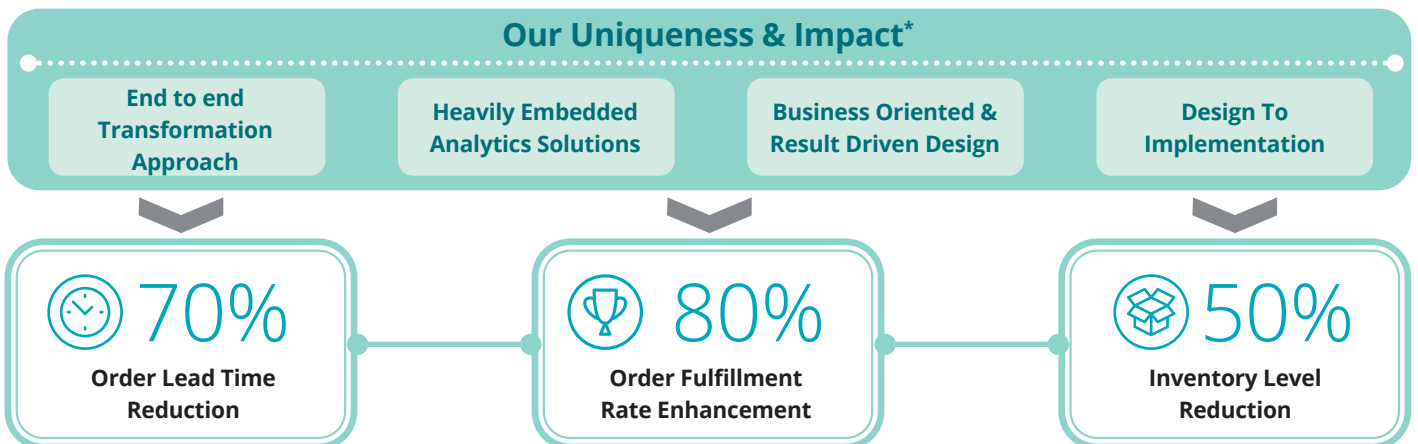
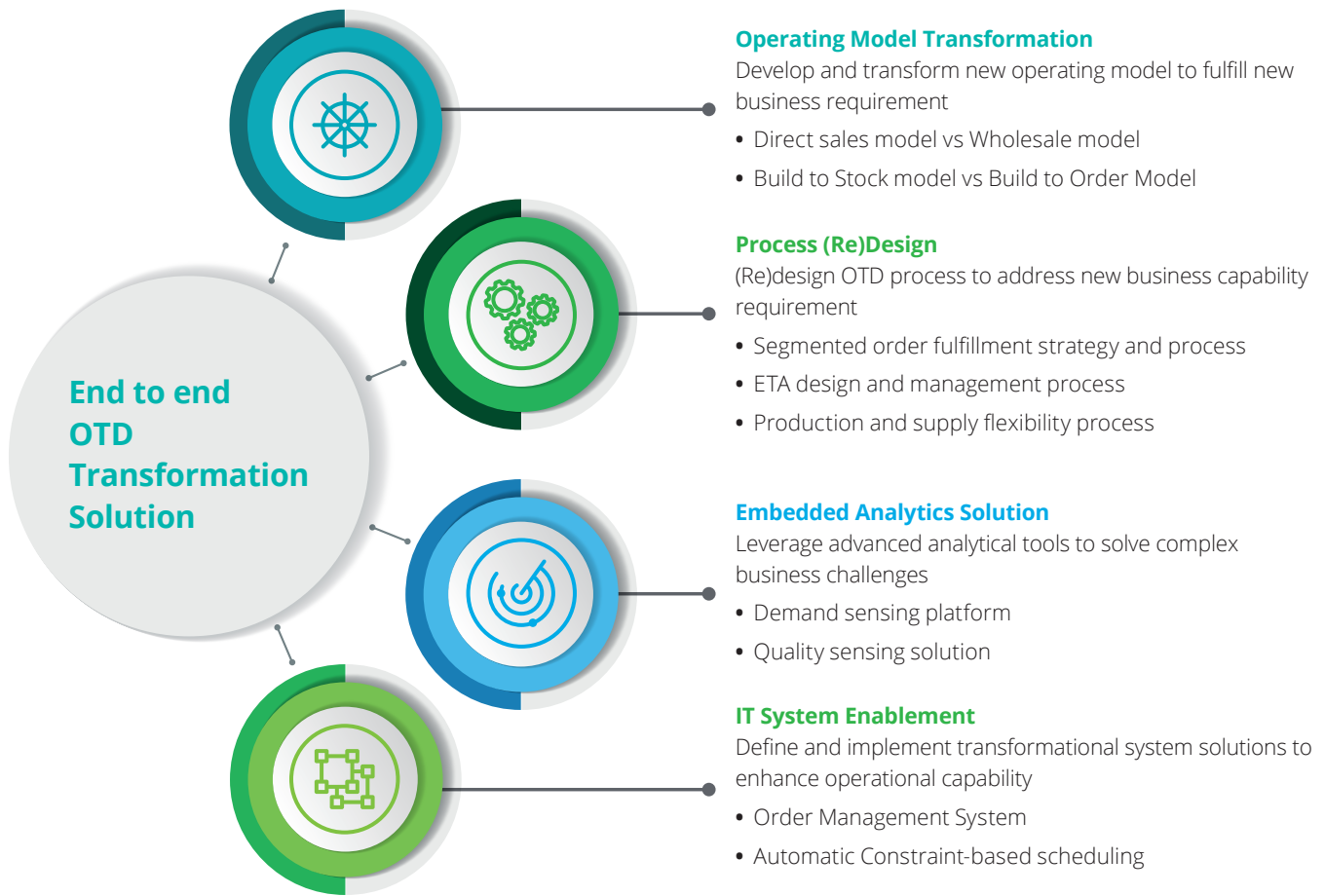
End to end Order-to-Delivery Process

Operational Challenges



Deloitte OTD Transformation Solution

Deloitte's offering provides actionable solutions from both business and technology perspectives and has achieved significant results



* Note: Business benefits estimation based on Deloitte's historical project experience in auto industry

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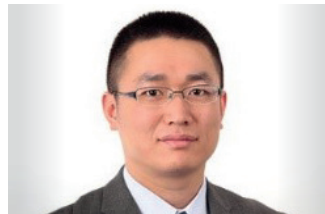
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