



**Simplify**

**Innovate**

**Balance risk and opportunity**

We help you do all three with the Deloitte SAP® Analytics Factory.

As a client and leading implementer of SAP analytics, we help organizations answer the **WHAT, HOW & WHERE** of analytics and how best to leverage capabilities within your IT organization and quick wins with your business stakeholders.

► **What is analytics?**

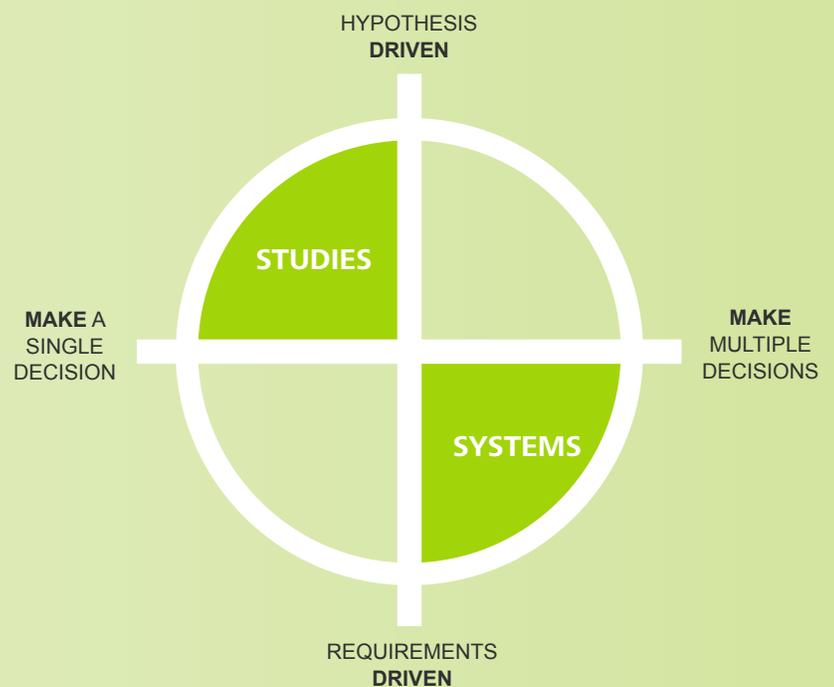
Data turned into useful information to make critical decisions.

Planned decisions – the anticipated ones that run your business – require **SYSTEMS** that use an efficient delivery model and architecture to minimize operating costs.

**But business conditions don't run on a plan.**

Unplanned decisions – the ones the market forces – require **STUDY** capabilities to quickly test a hypothesis and visualize data to accurately predict outcomes.

Done well and done right, analytics aligns business and IT: providing the information needed to address the planned and unplanned, while minimizing IT support costs.



## ► How do I do it?

By engaging Deloitte to develop an SAP Analytics Factory. With SAP technology and by optimizing your IT spend, we create a single environment that provides the SYSTEMS you need to make ongoing decisions, and rapidly handles ad hoc STUDIES so you can adapt to changing market conditions.

<b>DELOITTE</b>	<ul style="list-style-type: none"><li>• <b>Early adopter of SAP HANA® (2011)</b></li><li>• <b>Able to complete 60 projects a year versus 6, with the same resources.</b></li></ul>
GLOBAL MED TECH	<ul style="list-style-type: none"><li>• Strategy and vision for an integrated studies and systems delivery model.</li><li>• Over 30 wins identified with key business stakeholders.</li></ul>
GLOBAL LIFE SCIENCES & PHARMACEUTICAL	<ul style="list-style-type: none"><li>• Strategic partnership with SAP® BusinessObjects™ Business Intelligence (BI).</li><li>• Reduced leadership turnover to zero &amp; increased utilization to over 92%.</li></ul>
GLOBAL MANUFACTURING	<ul style="list-style-type: none"><li>• Integrated global team delivering SAP® Business Objects™, Business Warehouse (BW) and SAP HANA integration projects.</li><li>• Standardized KPIs for quality control, customer service &amp; supply chain management.</li></ul>

## ► Where do I start?

Focus on a quick win. Deloitte has helped companies quickly make a difference in the areas that impact their customers, their products, their employees and their bottom line.



### SALES

Developed real-time inventory monitoring & increased visibility of supply chain & sales margin metrics



### SUPPLY CHAIN

45% reduction in product lead time 28% reduction in inventory costs for a leading manufacturer



### MARKETING

Reduced data lag from 3 days to real-time for a telecom leader 300 trillion records in 16 seconds



### FINANCE

Improved forecasting and shortened planning process from days to weeks for Global Consumer Products company

## ► What, how and where?

Call Deloitte. Let us conduct workshops to introduce and support these services:

### What

#### **Analytics Strategy**

Define your business case, showcase wins and build an effective roadmap

#### **Future State Architecture**

SAP HANA? BW? Hadoop?  
Learn how to integrate leading SAP analytics

### How

#### **Systems & Studies**

Fill in skill gaps on existing reporting and incubate new processes and analytics

#### **Capabilities Assessment**

Review and understand how the use of SAP HANA will dramatically accelerate the delivery of information to consumers and how to change your culture to take advantage of this approach

### Where

#### **Design Thinking Workshop**

“Art of the Possible” session to uncover quick wins and align business/IT Stakeholders in specific business or functional areas

#### **Prototype Development**

Create a living prototype to help secure executive buy-in and business alignment

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