



Deloitte Consulting LLP's Advanced Manufacturing Solution for SAP Software

Shifting into overdrive

More than ever, manufacturing companies are faced with maintaining peak operational efficiency while minimizing overhead in an increasingly competitive global environment. Adding to the challenge is the blurring of the line between “consumer” and “creator” as new manufacturing technologies and a focus on customization and personalization shape manufacturing’s future. Shifts in manufacturing models can also mean that the line between “product maker” and “product seller” becomes blurrier.

IT'S ALL CONNECTED



Shifting models and emerging technologies in the manufacturing realm can require organizations to think strategically about the direction of their business and their products—to rethink old notions of where value comes from. They'll also need to think strategically about the IT to support those shifts. Organizations that put off upgrades to their systems and processes or don't take advantage of new, emerging technologies and applications may see themselves falling behind.

Meanwhile, the movement toward more deeply connected products enabled with sensors represents a shift from “dumb” products to “smart” ones. Amid all the changes, barriers to entry are falling, allowing new and more agile competitors to enter the manufacturing arena.¹ The spate of changes requires organizations to think strategically about the direction of their business and their products—to move beyond simply making “better products” or “more for less” and to rethink old notions of where value comes from.

That new line of thinking also will likely require new thinking on the IT infrastructure to support the evolving future of manufacturing. And organizations that put off upgrades to their systems and processes or don’t take advantage of new, emerging technologies and applications may see themselves falling behind in their industries. Business transformation is rarely easy. But how can organizations accelerate changes while also reducing project risk and holding down implementation costs?

A bridge toward growth

Ask business leaders what it takes to stay ahead of the competition and many will likely say better management across key areas, such as manufacturing, finance, and technology. However, manufacturers whose solutions date back several years may have not kept up with process and technological advancements. As a result, their systems are likely unable to deliver on emerging needs like analytical and mobility solutions. Said another way: they’re losing out on speed and flexibility that could make an impact on their bottom lines.

It’s understandable that some organizations are hesitant to undertake this transformation because of the complexity and costs involved. It means committing resources and employees to a possible long-term project while keeping the business humming along. An alternative is using a preconfigured solution—such as the Deloitte Consulting’s Advanced Manufacturing Solution for SAP Software (DCAMSS)—that can help manufacturers accelerate their implementation time and get to market faster.

How we can help

Whether you’ve decided to do an extensive transformation or just implement an innovative technology, DCAMSS provides technology, leading practices, and processes in a single package that can help your company grow. Deloitte has designed DCAMSS to be portable, scalable, and customizable to address your concerns regardless of your organization’s size. It can even support multiple languages and currencies of global organizations. In many cases, the solution can be implemented in fewer than seven months.

Deloitte has many years of experience helping manufacturers improve their operational performance and implement technology. Our close collaboration with SAP also means we know how to deliver effective SAP business solutions with customer concerns at the forefront. We can also tap into a range of capabilities, such as consulting, financial services, and tax and risk management.



THE BIG IDEA



Deloitte Consulting’s Advanced Manufacturing Solution for SAP Software (DCAMSS) can help manufacturers accelerate their implementation time and get to market faster. As a scalable and customizable solution that can help address concerns for organizations of all sizes, DCAMSS provides technology, leading practices, and processes in a single package—a combination of resources that can help your company grow.



Key elements of DCAMSS include:

- Tested business processes that cover plan-to-manufacture, procure-to-pay, order-to-cash, and account-to-close activities that address SAP leading practices and ready-to-run scenarios.
- Tools to support and enhance business activities beyond core manufacturing—such as after-market service functions, transit planning features, and mapping tools for generating efficient routes for field personnel.
- Preconfigured manufacturing solutions for SAP’s business suite, enterprise resource planning, and supply chain management.
- Integration with SAP S/4HANA to help simplify business processes, boost analytics capabilities, and deliver instant insights for decision-making—all while delivering a personalized, role-based user experience via the SAP Fiori® interface.
- Integration with SAP Simple Finance to help simplify and centralize finance functions, integrate business planning activities, and enable more flexible reporting.
- Enhanced analytics features for functions such as order management, helping uncover opportunities for upselling, refining product mix, and increasing sales.
- Dozens of test scenarios, business process procedures, configuration guides, and process flows across supply chain, operations, order management, and finance to help accelerate implementation.
- Detailed training curriculum including role-based course outlines.

Potential bottom-line benefits

An effective manufacturing business solution can assist you in your efforts to:

- Improve your financial picture through more accurate reporting and better cash management while still meeting International Finance Reporting Standards.
- Boost your efficiency by providing lean manufacturing processes, improving service levels, and reducing costs and mistakes.
- Respond more quickly to changes and enhance customer service.
- Integrate functionality among your disparate systems to save time and reduce errors.
- Facilitate better flow of information across the enterprise and an improved end-to-end view of your business processes.
- Enable cloud-based solutions that can provide greater agility and lower cost of ownership.
- Implement mobile solutions to manage your business anytime and from anywhere.
- Become SAP Business All-in-One certified

How to get more value from DCAMSS

Transforming your business is a major commitment regardless of how small or large a change you're making. Here are a few things we've learned that can help:

Focus on catalysts.



Solutions like DCAMSS can be tailored to specific business processes and have the capacity to accelerate performance. As a result, you can be ahead of the game without investing hours in learning the technology upfront.

Stay on target.



As you plan for any business transformation, you'll likely see the entire scope of your business processes bubbling up. They can range from "nice-to-haves" to true business requirements. DCAMSS can help reduce implementation time and costs and help drive value for your business.

Invest in an out-of-the-box solution.



Why take the time to integrate older enterprise systems and applications with other internal and external services? It can cost you lots of time, effort, and money to build interfaces and controls. An out-of-the-box solution, like DCAMSS, can be adapted to fit your company's needs, saving you time and money in the long run.

Get leaner and smarter.



In recent years, many U.S. manufacturers have reported a major shortage of available and qualified workers.² Given that workforce reality, take the time to look at how you can better streamline your processes to get the most out of your workers and improve productivity.

Let's talk

To learn more about DCAMSS and how Deloitte can help your manufacturing business deploy new technologies to drive efficiencies or enable a broader SAP-based transformation, all it takes is a conversation. Contact us to get the conversation started. We can provide a DCAMSS demonstration as well as additional insights that can help you start working toward business improvements today.

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¹ The future of manufacturing, <http://dupress.com/articles/future-of-manufacturing-industry/>, Deloitte Center for the Edge. Deloitte University Press, 2015.

² Boiling Point? The skills gap in U.S. manufacturing, Deloitte and The Manufacturing Institute, 2011.

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