

INSPIRING PERFORMANCE

Nimbus Control – Enterprise Software Upgrade / Implementation

Ed Hook

Senior Delivery Manager

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Agenda

- Common challenges implementing and upgrading ERP
- Positioning Nimbus Control
- Defining and agreeing an approach
- Scope / Deliver / Adopt
- 4 Takeaways & wrap up

Will include a tea/coffee break



Straw poll

- What ERP(s) are you working with?

- Implementation or Upgrade?

Group Task

What are your biggest challenges around your ERP/CRM implementation or upgrade?

Think about: Timescales, documentation, requirements, training, buy-in, etc...

Summary of challenges...

- Incomplete requirements and poor scoping
- Lack of user involvement, buy-in and adoption
- Changing scope/requirements
- Poor planning of resources
- Unrealistic expectations
- Lack of executive support

Source: Standish Group

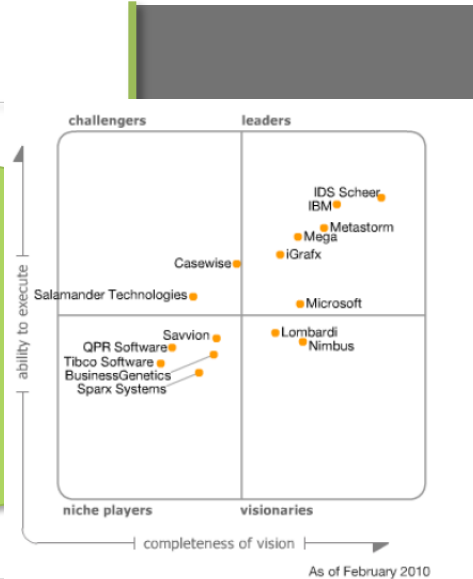
How is Nimbus Control different?

Process Modelling



Traditional BPA vendors

Enterprise Architects
IT Analysts and
Business Analysts



Simple tools I want and users?

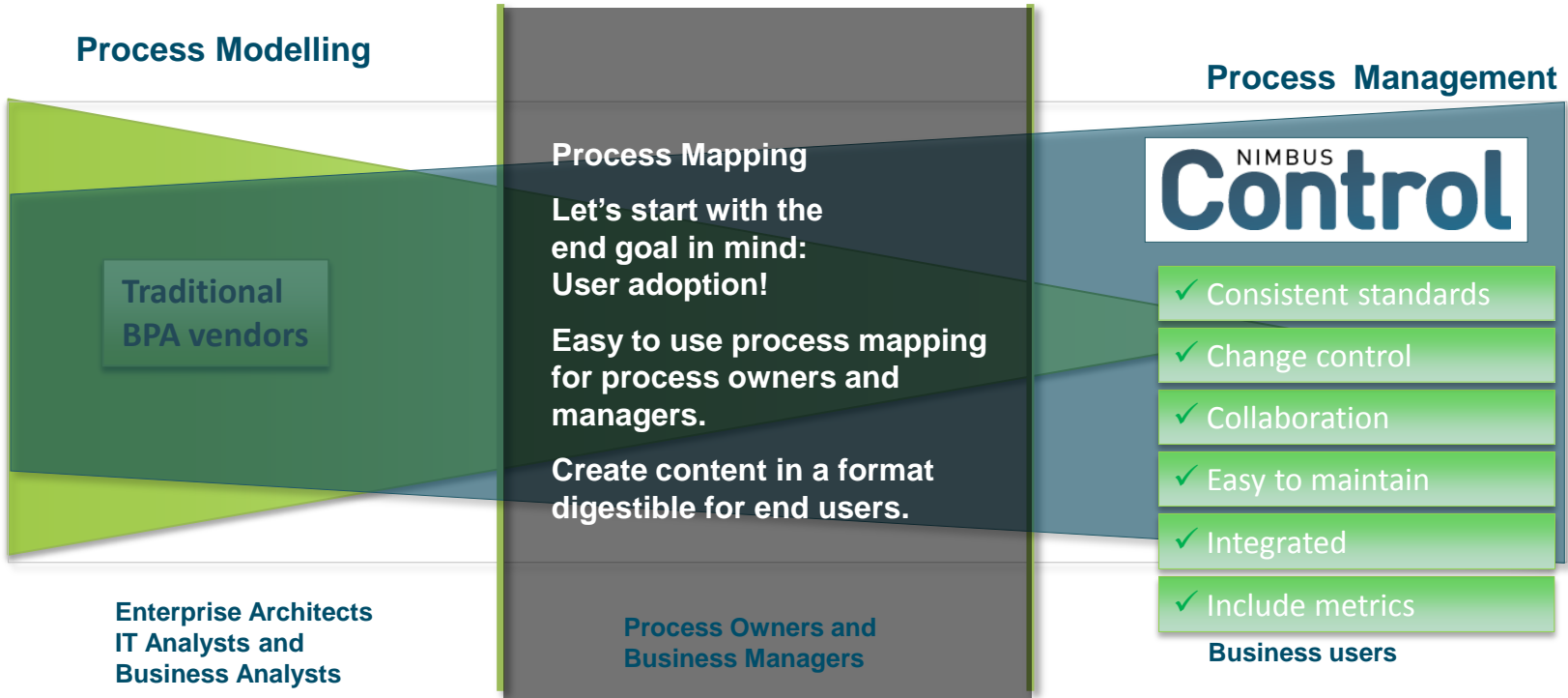
Process Owners and Business Managers

Process Management

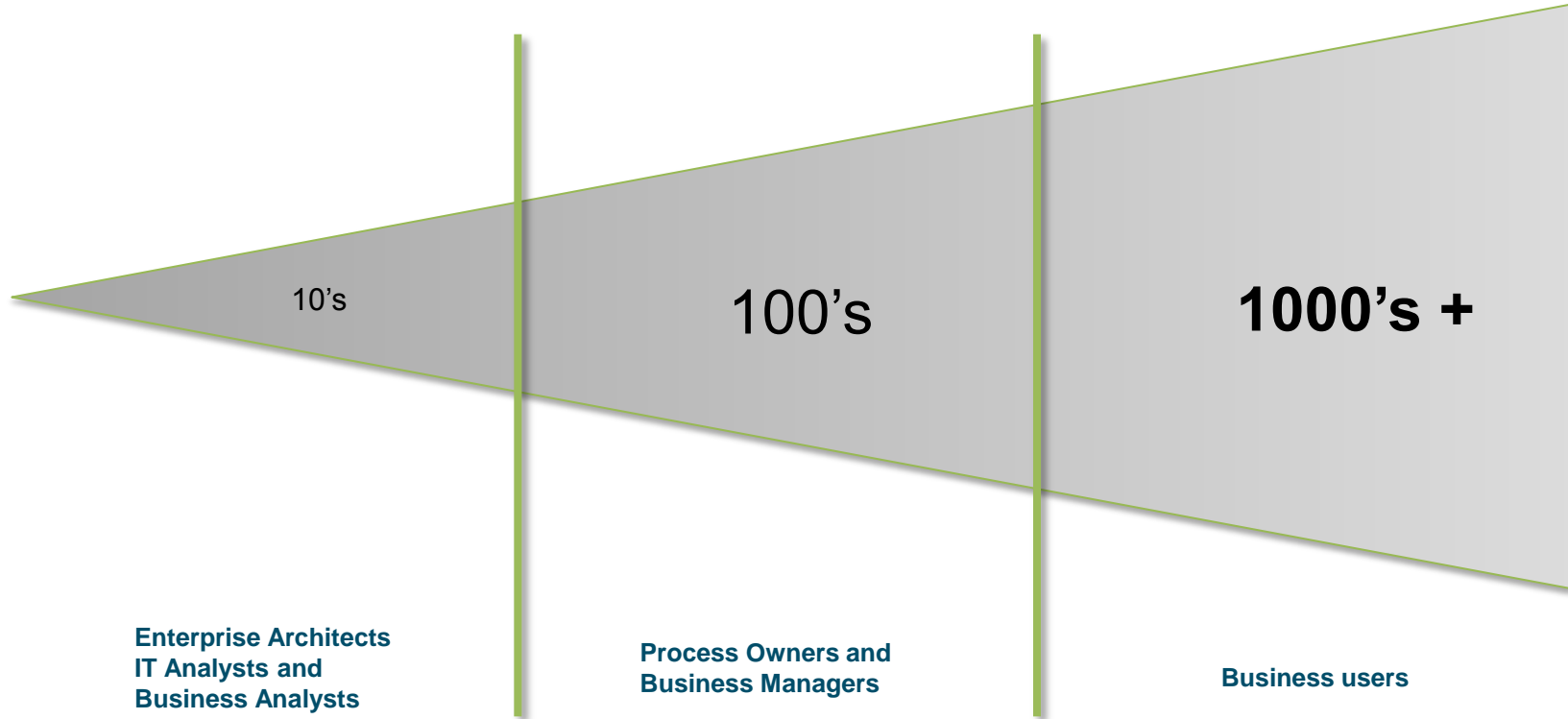
- ✗ Lack of standards
- ✗ Lack of change control
- ✗ Un-maintainable
- ✗ Un-integrated
- ✗ No metrics
- ✗ No collaboration

Business users

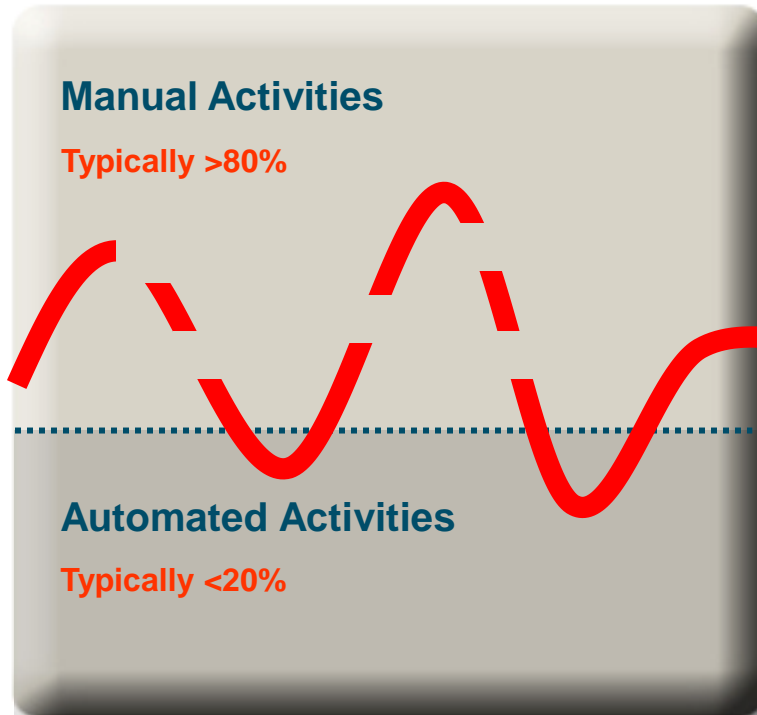
Nimbus Control – closes the usability gap



Who are your audiences?



You need to address the complete picture



Unstructured work

Manual activities, including MS Office, email etc...

including islands of automated validation & workflow

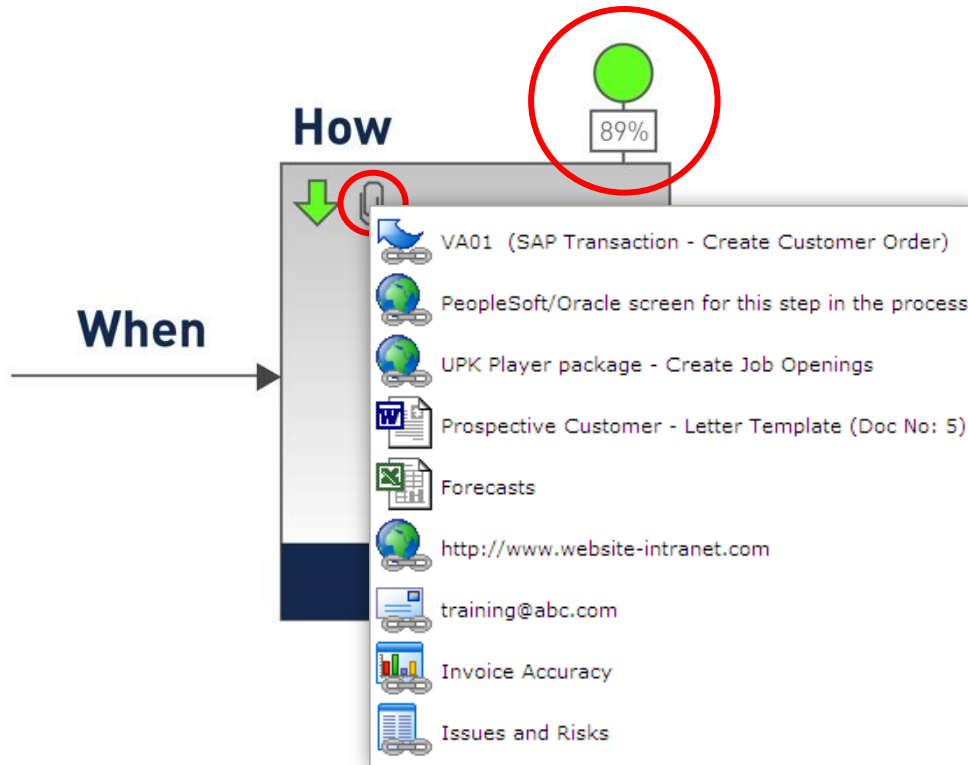
All the activities in your organization

Structured data management

Workflow & line of business applications

(e.g. Oracle / SAP)

Simple Common Language



Attachments

Documents, systems (URL's and SAP Transactions), Intranet Links, elearning, email links and data-tables)

Metrics

Display of real-time performance metrics/ KPIs from a variety of data sources

Our Approach

Implementing Software

Successful projects are not about implementing software...

People Delivering greater business value

...they are about people delivering greater business value supported by the software

Our Approach – Scope / Deliver / Adopt

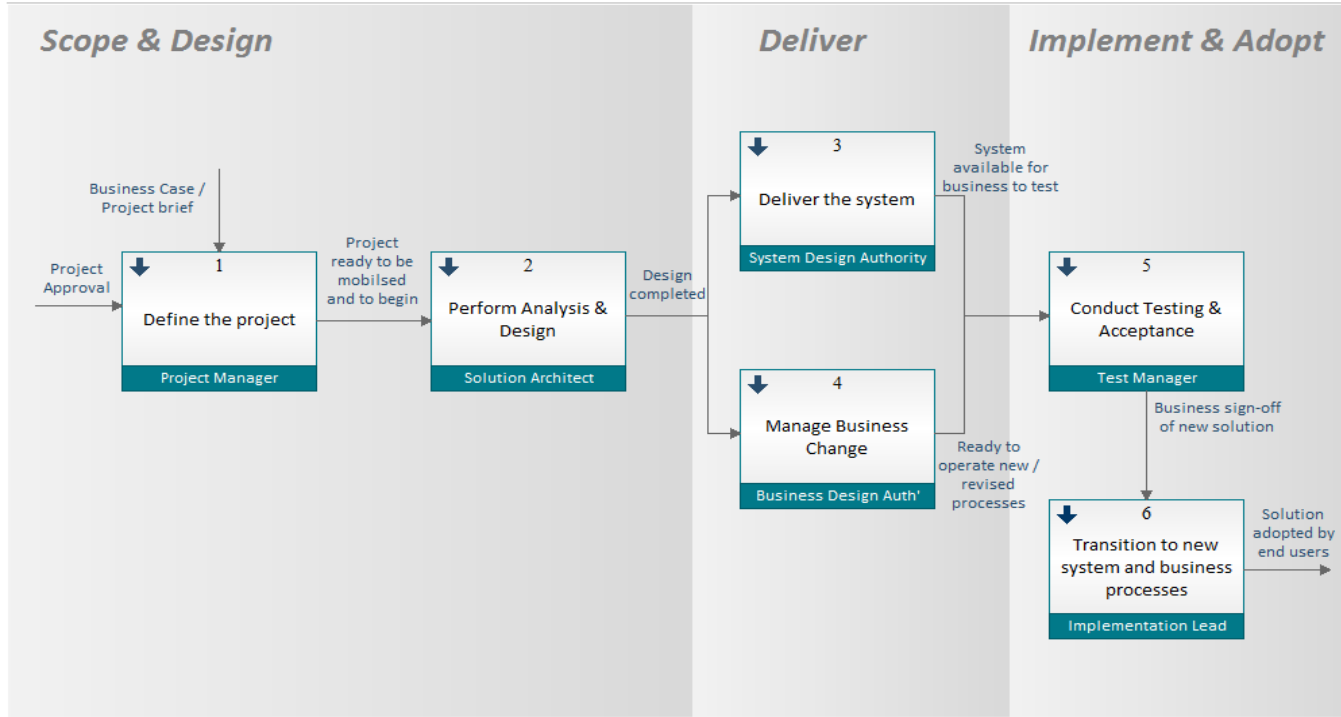
Get it right first time,
Deliver it right first time,
Use it right first... and every time



Using Nimbus Control to communicate your ERP approach

Methodology Accelerator

1 ERP & CRM Project Approach



Owner: David Easterbrook

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Version: 1.00 Status: Draft - Update Pending

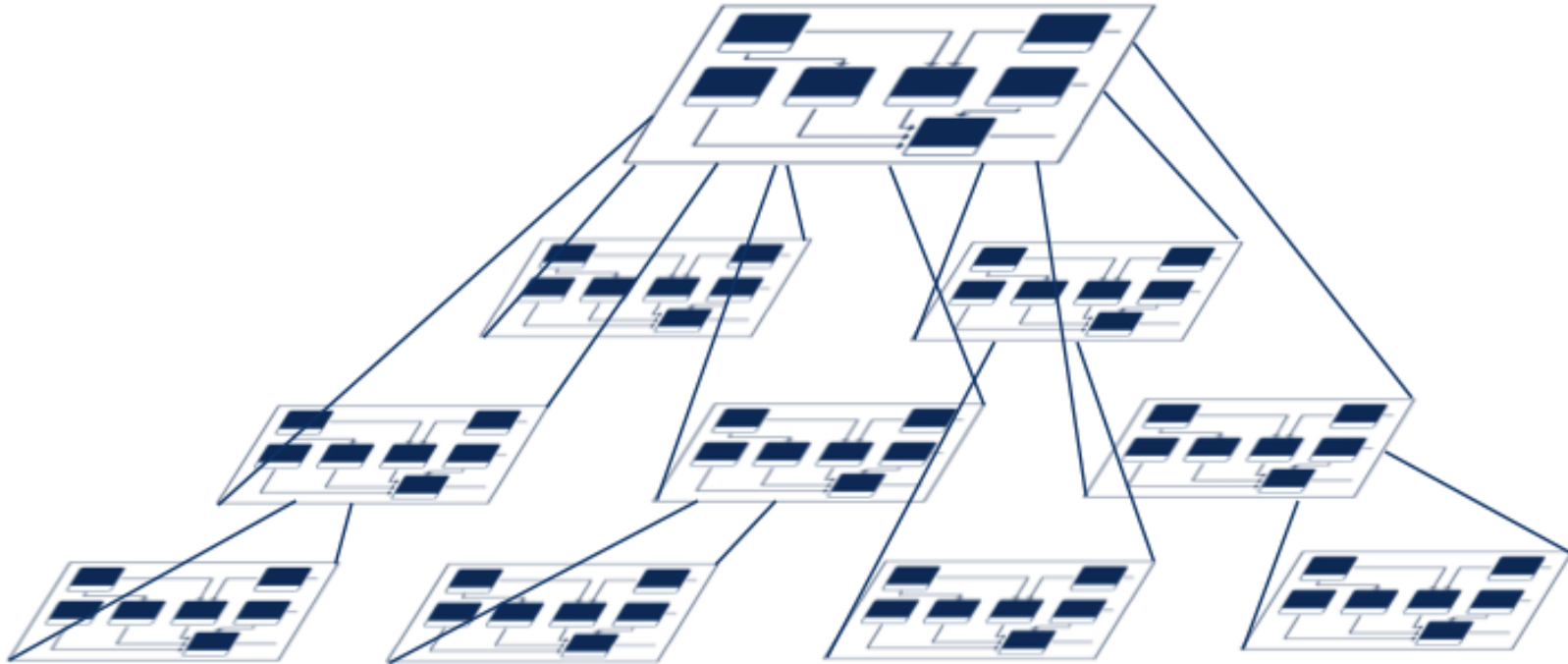
INSPIRING PERFORMANCE

Scope the Project

- ✓ Starting with the Nimbus Project Scoping Workshop
- ✓ Creating your high level and detailed processes in live workshops with your business users
- ✓ Capturing issues, risks, 'To-Be' requirements, and business needs - at an activity level
- ✓ Conducting end to end process walkthroughs with the business BEFORE you configure software



Single process map – integrity maintained down to transactional level



Quickly achieve results

- Procure to pay
- Order to cash
- Record to report / Finance
- Hire to retire / HR
- CRM
- Model Company framework
- Project Management – Prince2
- Project Management – ERP
- ITIL



HOW TO: Procure to Pay (P2P)



HowTo for Buyers



HowTo for Requesters & Employees



HowTo for Cost Center Approvers



End-to-end business process view



HowTo for Warehouse & Logistics



HowTo for Accounts Payable & Finance

Warranty & Copyright
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Deliver the project

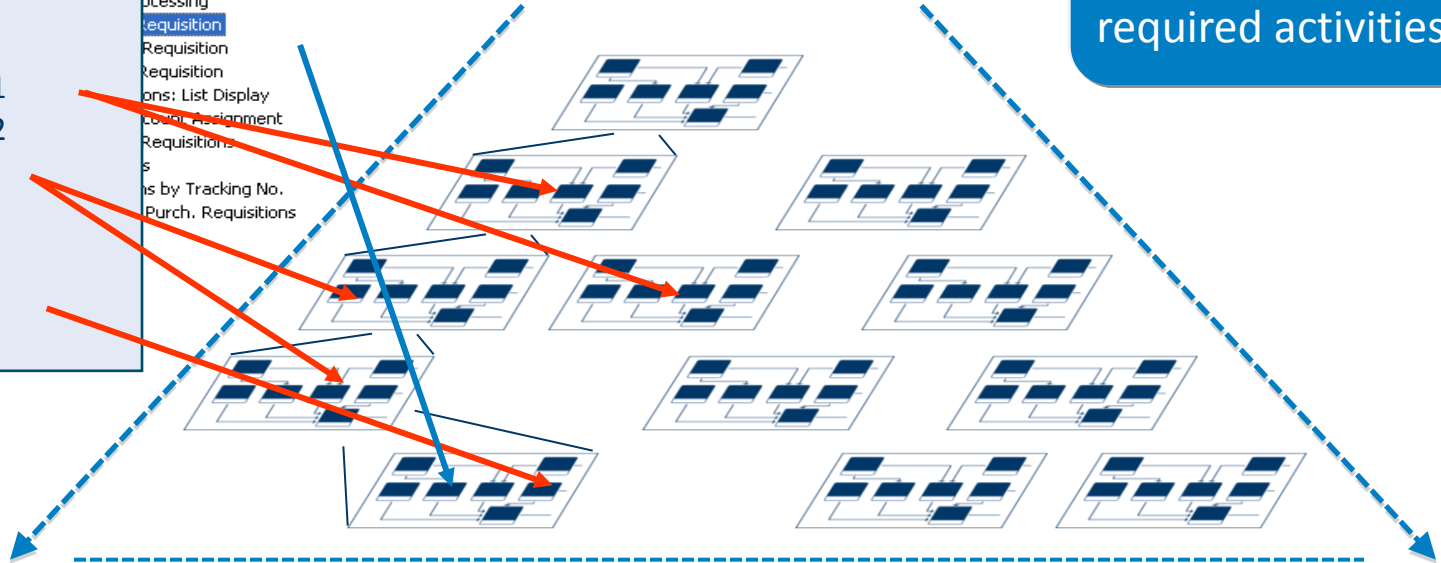
- ✓ Enrich the process diagrams with detail & attachments
- ✓ Create test scenario and end user training material from your agreed processes in Nimbus Control - using 'Storyboards'
 - ✓ Ensures that you test what you designed
 - ✓ And train the business on the same 'single version of the truth'
 - ✓ Saves time and cost



Reference links / Statement Sets

- SAP Business Process Master List
 - 1. Business Processes
 - 1.1. Product Data Management
 - 1.2. Production Planning and Procurement Planning
 - 1.3. Procurement
 - 1.3.1. Internal Services
 - 1.3.1.1. Requisition
 - 2. Requisition
 - 2.1. Requisition
 - 2.1.1. Requisitions: List Display
 - 2.1.2. Requisitions: List Assignment
 - 2.2. Requisitions by Tracking No.
 - 3. Purch. Requisitions
 - 3.1. Purch. Requisitions
 - 3.2. Purch. Requisitions
 -etc

Link compliance statement clauses to required activities.



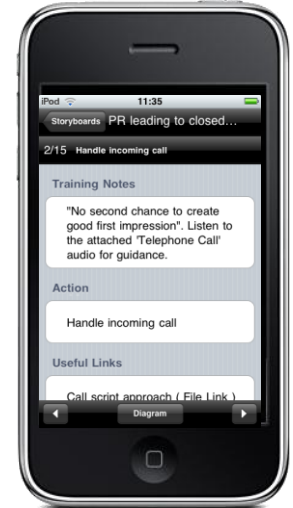
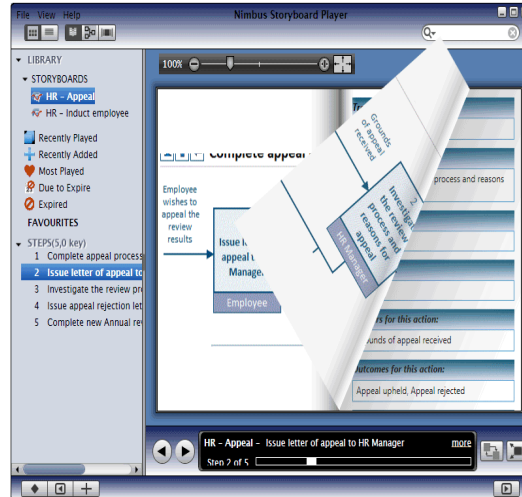
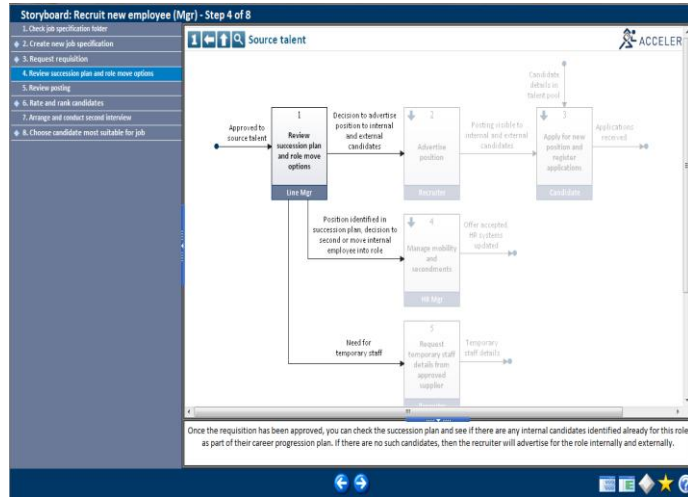
Adopt - Business Adoption

On-going use beyond 'go-live'

- ✓ Manage your organization's processes as valuable IP. A single source of truth...
- ✓ How2 Guides / Intelligent Operations Manual for training & moment of need support
- ✓ Effective communication of change / fine-tuning
- ✓ Feedback, questions, improvement suggestions
- ✓ Processes now effectively owned and managed by the business – more easily kept up-to-date. Delivering value to all manner of process / compliance / quality / efficiency initiatives



Reaching the 1000's



Who's doing this?

- Sony Electronics
- Twinings
- Serco HR
- BBC Worldwide
- Stemcor
- Matthew Clark
- Cameron
- Chevron
- Worcester Bosch
- Aggregate Industries
- Gatwick Airport
- RNLI
- Nestlé
- Marathon Oil

Takeaways: Four key benefits to your ERP Project

1. Agree 'As-Is' and 'To-Be' processes in 'live' visualization workshops
2. Process led approach to testing / creation of test scripts
3. On-line role based / personalized delivery of process training to end users
4. Perfect legacy for on-going support and continuous improvement



Questions?