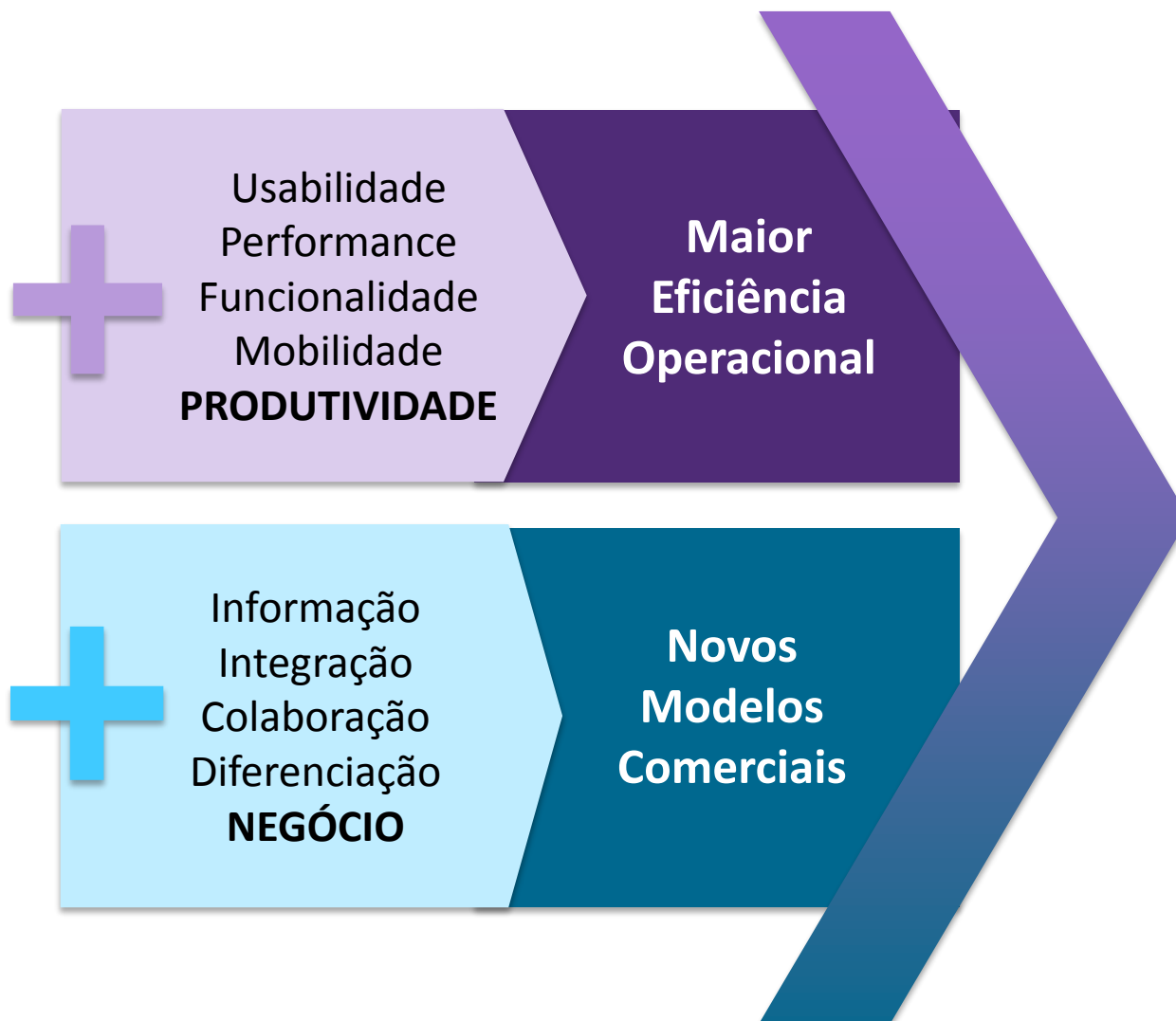


# *BUSINESS TRANSFORMATION*

*made with cloud*



Tecnologia é hoje *enabler* da Transformação

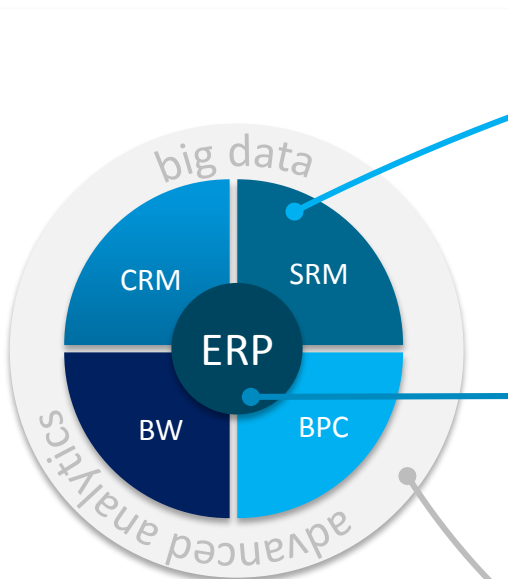
Modelos de disponibilização da tecnologia evoluíram

Oportunidade para transformação é real

Muitos já começaram com a nova era da Transformação:

- Maturidade atual não representa riscos de “early adoption”
- Não transformar traduz-se em ameaças para negócio atual

Atual



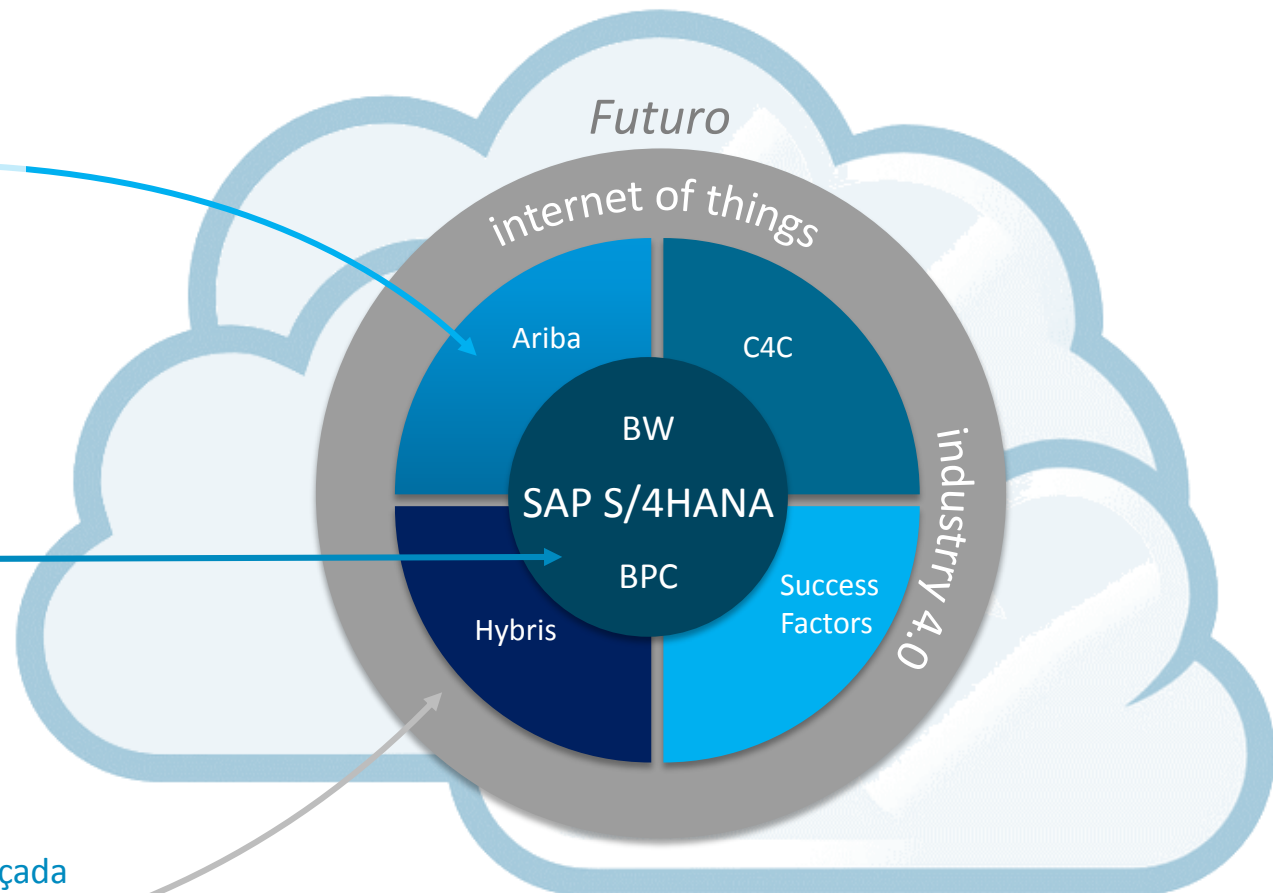
- Investimento
- *On Premises*
- Vida útil das soluções
- Atualização tecnológica permanente

+ flexibilidade + colaboração  
+ funcionalidades + agilidade

+ usabilidade + performance  
+ funcionalidade  
+ mobilidade + **produtividade**

+ big data + analítica avançada  
+ conhecimento cognitivo  
+ **produtividade + negócio**

Futuro



+ oferta cloud  
+ oferta SaaS

+ flexibilidade e variabilidade custos

# 1

Analisar soluções disponíveis e comprovar valor para o negócio

Demonstrações, casos de uso, contactar clientes com projetos *live*, provas de conceito

# 2

Alinhar com o negócio nível de ambição e vetores para a transformação

Vertente eficiência operacional? Vertente transformação do modelo de negócio? Ambas?

# 3

Discutir modelo de transformação do ERP atual

Existem outros fatores estruturais para uma abordagem “green field”? Trata-se de uma evolução natural que deve seguir uma lógica de “brown field”?

# 4

Discutir modelo de IT pretendido

Vantagens de cloud/SaaS são aplicáveis? Substituição de capex por opex tem vantagens para organização?

Variabilização dos custos e viabilização dos investimentos tem impacto relevante?

# 5

Definir roadmap de transformação, com o envolvimento de toda a organização

Gestão de topo, negócio, IT, áreas de suporte

**1** Experiência internacional que permite acelerar a partilha de conhecimento em áreas de inovação

**2** Laboratórios de investigação dedicados à tecnologia SAP:

- Demonstração do valor das soluções para contextos de industria específicos
- Criação de assets que permitem acelerar o tempo de implementação, reduzindo o seu custo

**3** Oferta complementar na componente de analítica avançada (capacidade cognitiva)

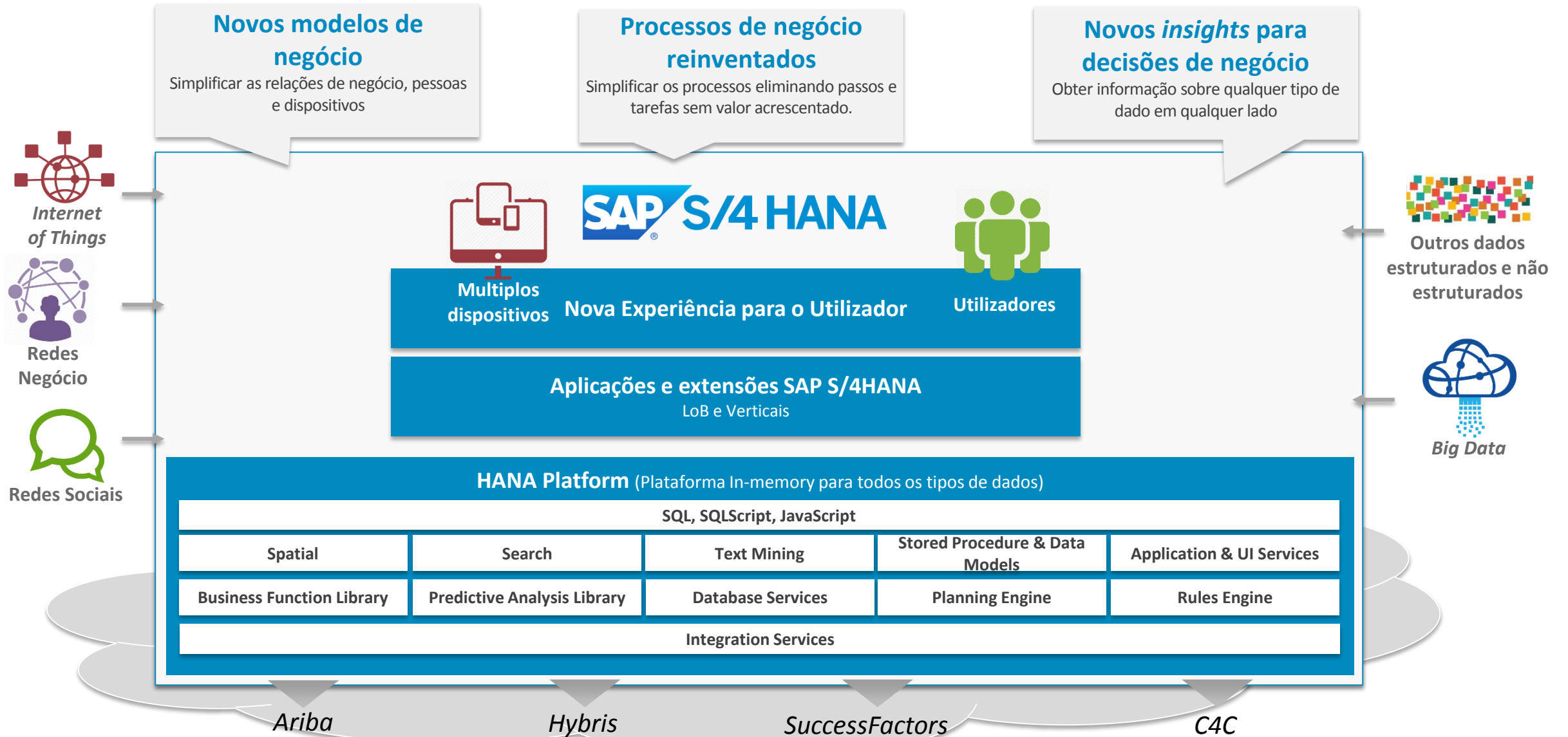
- Parceria com SAP para desenvolvimento de soluções verticais com HANA Hadoop e incl. soluções IBM complementares (Watson)

**4** Parceria com a SAP para HANA on the cloud, sendo a única solução cloud certificada em Portugal

**5** Disponibilização de um centro nearshore dedicado à implementação e manutenção de soluções SAP, participando em projetos internacionais de soluções inovadoras

# *SAP S/4HANA*

*Transformação com as novas soluções SAP*



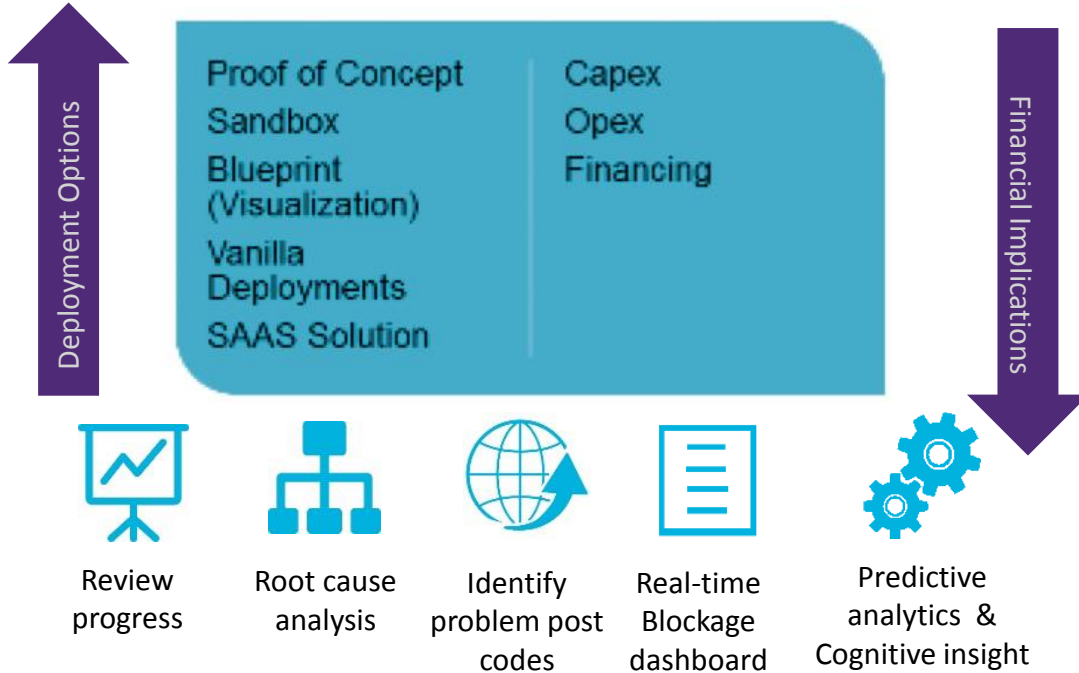


*Soluções Cloud IBM com tecnologia SAP e IBM  
Transformação com as novas soluções SAP*





## IBM's SAP Blockage Management Solution for Water Utility



Blockage is a **key challenge** for Water utility companies and one of the main root cause for **flooding incidents**

**IBM SAP Blockage Management Solution-** pre-configured business solution which can be deployed and managed as a cloud software-as-a-service

**Based on SAP HANA, SAP HANA Vora & HADOOP** and includes SAP Social Sentiment, SAP HANA PAL, R, IBM Watson

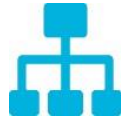
HANA HADOOP architecture making it infinitely scalable at optimised TCO	Advanced analytics algorithm of HANA PAL, R and IBM Watson
Predicting Who are likely to cause blockages - Customers & Engineers	Proactive maintenance Through real-time dashboard



## IBM's SAP Churn Management for Bank



Review churn rate and the effect on revenue



Root cause analysis



Enhance customer master



Predictive analytics & Cognitive insight

HANA HADOOP architecture making it infinitely scalable at optimised TCO

Advanced analytics algorithm of HANA PAL, R and IBM Watson

Predicting & Prescribing  
Who are likely to churn?  
What retention strategy to apply?

Apply customer specific retention strategy on a prioritized customer list

Over **50% of customers** of Banks will open or close at least one product in next 12 months - acquiring a new customer is anywhere from **five to 25 times more expensive** than retaining an existing one

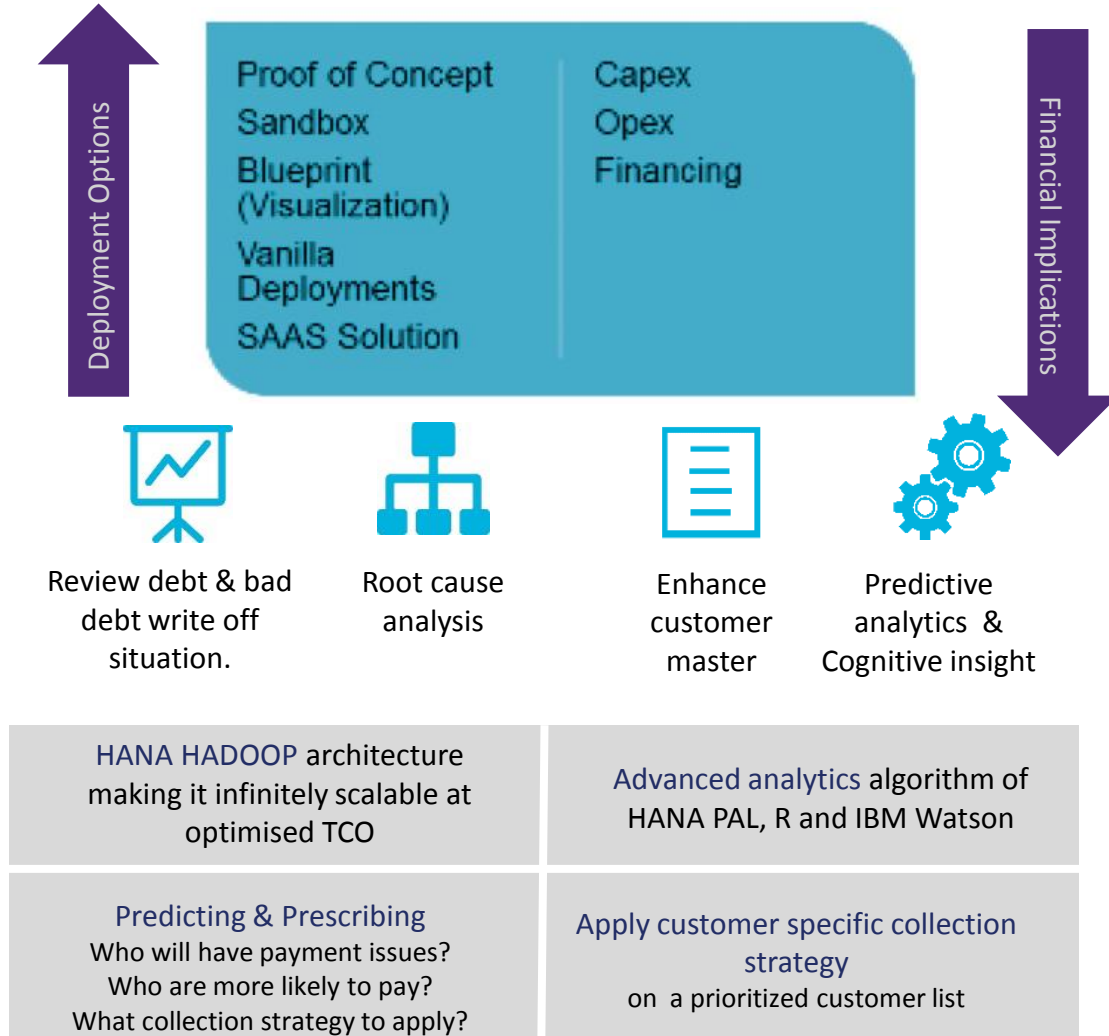
### IBM SAP Churn Management Solution for Banks

pre-configured business solution which can be deployed and managed as a cloud software-as-a-service

Based on **SAP HANA, SAP HANA Vora & HADOOP** and includes SAP Social Sentiment, SAP HANA PAL, R, IBM Watson



## IBM's SAP Collections & Bad debt Solution



The **percentage of bad debt loss** across Europe increased from **3% to 3.1%**. In 2014.

### IBM SAP Collections & Bad debt Solution

pre-configured business solution which can be deployed and managed as a cloud software-as-a-service

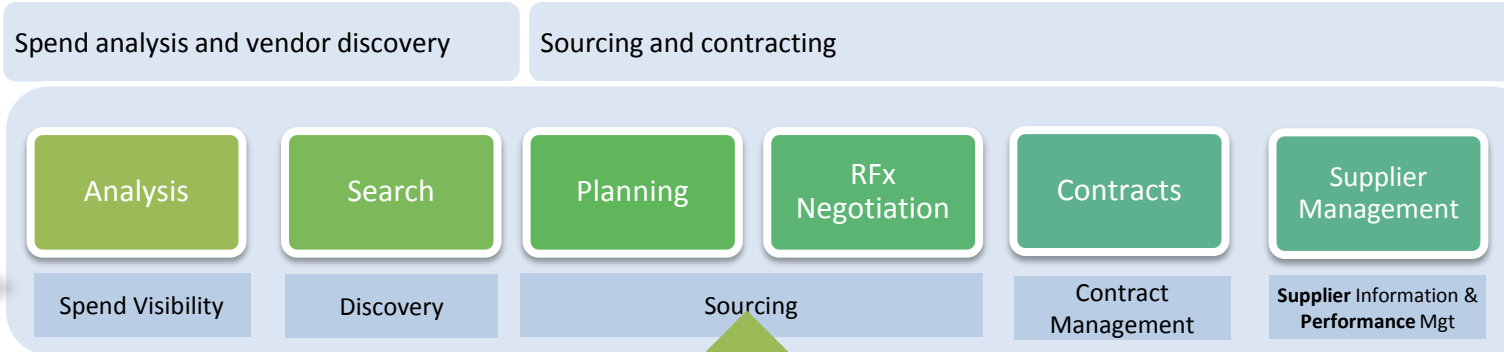
**Based on SAP HANA, SAP HANA Vora & HADOOP** and includes SAP Social Sentiment, SAP HANA PAL, R, IBM Watson



*SAP Ariba*  
*Transformação com as novas soluções SAP*



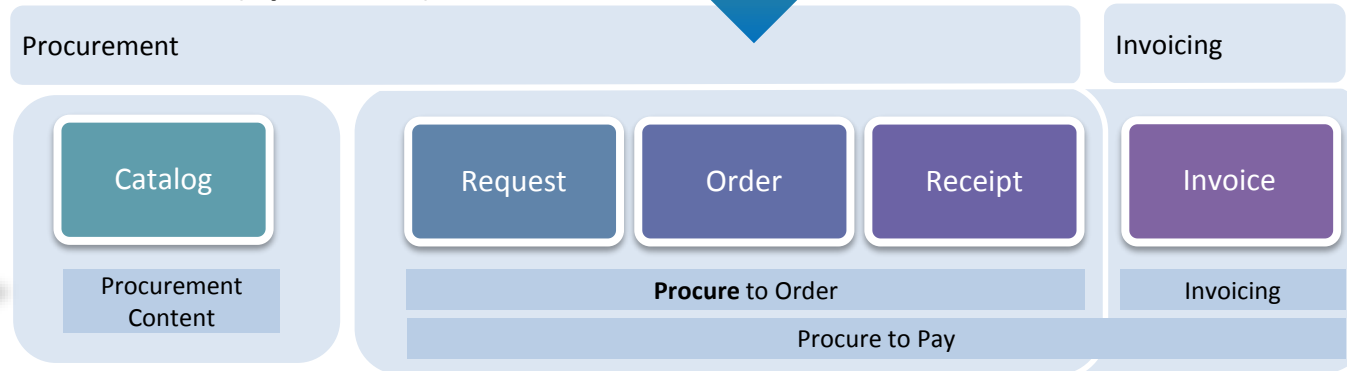
## Ariba Upstream (Strategic)



Find and negotiate the best price



## Ariba Downstream (Operational)



Control the purchasing process

Pay the right price at the right time

## Discovery

## Create a need

## Supplier information in the network

Create Posting 1 Describe Needs 2 Add Details 3 Review Posting

266 Sellers match your requirement. Click here to preview and invite Sellers.

Posting Title: \*

This posting is for testing purposes.

Project Amount: \*  -or-  USD

Contract Length:  Months

Next: Preview

Previous

Cancel Posting

0 Invited Sellers

266 sellers match your requirement

**Microsupply**  
Your hardware, software, consumer electronics and communications products superstore  
Scottsdale, AZ  
United States

Overall Communication Credibility Reliability Quality

Contact Supplier

Basic Information References (0)

Description  
Microsupply.com is a multi-category Internet retailer and Managed Services Company of new consumer to large business technology products. We currently offer over 100,000 products in several categories, including industrial test equipment, systems, security solutions, consumer electronics and complete industrial systems and parts.  
We provide rapid response customer service, utilizing strategically located distribution centers and third party fulfillment providers.

Have a question or want to learn more? Send this supplier a message.  
Contact Supplier

Year Founded 2000  
Employees 20  
Revenue \$5M to \$10M USD  
Stock Ticker Not Specified  
Legal Name Microsupply  
Type of Organization Corporation  
State of Incorporation Arizona

Details	Sales Territories	Commodities	Industries
	Any Territories	<ul style="list-style-type: none"> <li>Computers &amp; Peripherals</li> <li>Industrial Process Machinery &amp; Supplies</li> <li>Raw Material Processing Machinery</li> <li>Petroleum Processing Machinery</li> <li>Textile Machinery &amp; Accessories</li> </ul>	<ul style="list-style-type: none"> <li>Other</li> <li>Healthcare</li> <li>Chemicals</li> <li>Automotive</li> <li>Utilities</li> </ul>



Facilities Management



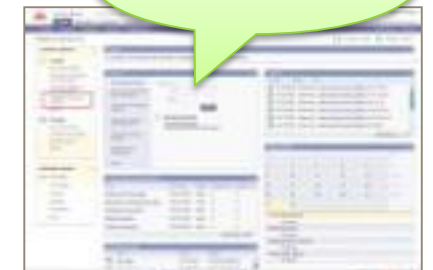
### Browse Categories

- Agriculture, Farming & Fishing
  - Construction & Building
  - Culinary Equip Beverage
  - Education, Org Clubs
  - Electronics & Components
  - Energy, Drilling
  - Facilities & Maintenance
- Electron Tube Devices & Accessories
  - Lamps, Lightbulbs & Lamp Components
  - Lighting Fixtures & Accessories
  - Manufacturing Of Electrical Goods & Precision Instruments
  - Passive Discrete Components
  - Printed Circuits, Integrated Circuits & Microassemblies

★ **Varadi & Co.**  
Pennsylvania, United States  
References: -- Transacting Rel...  
... Lamps, Lightbulbs & Lamp Comp...

★ **APACSupplier1**  
India  
References: -- Transacting Rel...  
... Lamps, Lightbulbs & Lamp Comp...

Previewing 6 suppliers out of 266



Create a summary of your need

Publish on Ariba Discovery

Relevant suppliers will be notified

Review & Select new suppliers

Invite them to your SOURCING project

- Melhoria da gestão colaborativa dos processos de compras
- Alinhamento com as melhores práticas
- Investimento inicial reduzido
- Tempo de implementação reduzido (3 a 6 meses)
- Modelo Cloud/ SaaS
- Investimento inicial reduzido

### Supplier Information & Performance

**Profile Questionnaire**

Name: [Redacted]

**1 Company Information**

1.2 Please give a brief overview of your company: We provide computer hardware and software for F500 companies.

1.3 How many permanent employees do you have? 890

1.4 Corporate (parent company) annual revenue: \$790,000,000.00 USD

1.5 Which year was your company founded? 1989

1.6 Upload Deposit Forms:

1.7 Upload W-9 Forms: [W9 Form.doc](#)

1.8 Upload Insurance Certificate: [Insurance Certificate.doc](#)  
Effective Date: Thu, 1 Jan, 2009  
Expiration Date: Wed, 26 May, 2010

**Record - Info Technology with Target**

	Q1	Q2	Q3	Q4 Total
<b>Total</b>	89	87	87	85
Black-N-Gold Supply ...				95
Blue Dart Express				85
CMX Technology	90	89	80	80
Capex Corporation	90	91	83	91
CompSup Two CMR		88		80
Digi Storage			87	60
GlobalTech Distribut...				71
IBM	82	85	91	
Others (10)				86

**Survey Responses by User**

	Q2	Q3	Q4 Total
<b>Total</b>	86	84	78
UPS			89
David Rollins			89
Vinnie Iacopini	86	88	
Mike Porreca		91	86
Craig Weiss		84	89

### Auctions result example

Name	End Time	Status	Lead Bid	Lead Bidder
<b>1.1 Maxtor 500GB Hard Drive</b>	11/02/2011 11:03 AM	Pending Selection	\$94.52 USD	JCN Technologies
1.2 Desktop Unit Configuration 1	12/05/2011 10:30 AM	Pending Selection		
1.3 Desktop Unit Configuration 2	01/04/2012 10:30 AM	Open		
1.4 Laptop Configuration 1	02/03/2012 10:30 AM	Scheduled		
1.5 Laptop Configuration 2	03/04/2012 10:30 AM	Scheduled		

View: All Participants | Term: Price | Period: All

**Price - Maxtor 500GB Hard Drive**

**Bid History**

Participant	Price	Submission Time
JCN Technologies	\$94.52 USD	10/06/2011 11:04:02 AM
Apex Corporation	\$95.00 USD	10/06/2011 11:33:56 AM
JCN Technologies	\$96.50 USD	10/06/2011 11:02:13 AM
Digi Storage	\$99.92 USD	10/06/2011 11:30:03 AM
JCN Technologies	\$101.00 USD	10/06/2011 11:29:04 AM
Apex Corporation	\$102.00 USD	10/06/2011 11:07:15 AM
Digi Storage	\$105.96 USD	10/06/2011 11:26:27 AM
JCN Technologies	\$106.50 USD	10/06/2011 11:25:30 AM
Apex Corporation	\$108.00 USD	10/06/2011 11:23:02 AM
Digi Storage	\$110.00 USD	10/06/2011 11:21:49 AM

### Spend Analysis

**Analytics Dashboard**

1- Top 25 Suppliers Before Enrichment (Bar)

2- Top 25 Suppliers After Enrichment (Bar)

3- Business Unit Analysis (Graph)

4- Production Category Analysis

5- Spend per Invoice (Table)

Supplier	Invoice Spend (EUR)
POWELL ELECTRONICS	168,451.7
MACHINE SPECIALTIE	174,322.9
PRECISION PROCESS	160,438.8
CERAMTEC SA	162,873.9
ACCELIENT	212,254
ITT INDUSTRIAL, IN	279,089
GLAS SEAL	279,284.6
WORKINGTON INDUST	312,586.3
ACCRO MET INC	355,843.3
TTI INC	372,487.2
QED INC	418,788.6
MORGAN CERAMICS IN	551,488.4
EBIDE PLC	551,488.4

6- Spend per Invoice (Table)

Supplier	Invoice Count	Invoice Spend (EUR)
<b>Total</b>	<b>3</b>	<b>119,392,157.68</b>
FISHER SCIENTIFIC IN...	2	82,864.47
TYCO INTERNATIONAL L...	2	76,876.77
HW GROUP, INC	2	13,506.00
MAN CAPITAL, LLC	0	39,749.08
SUPRIMAS IV	2	388,172.37
Others (488)		

# Q&A







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