



Industry.PerformanceREADY

Sustainable Process Performance



TODAY'S BUSINESS CHALLENGES

Facing dynamic and unpredictable markets

Large corporations are not the only organizations currently grappling with major challenges, such as economic fluctuation, new compliance guidelines, and the globalization of markets and competitive relationships. Mid-sized businesses also have to contend with increasingly dynamic and unpredictable markets. Add to that the fallout from the credit crunch, the associated cost pressures and scarce resources — all factors that are constraining businesses on a whole range of fronts.

Taking control of processes is the only way that organizations can manage their operations and the associated risks effectively. To remain successful, companies of every shape and size need to ensure that all processes are lean and efficient. Only comprehensive IT solutions that focus on providing key business benefits can deliver optimized processes. Such solutions generate real and sustained competitive advantages even in a tough economic environment.

Focusing on business processes

IT is purely a means to an end in this approach. Its main function is to support optimized business processes in accordance with the maxim "IT follows business!"

Focusing on processes delivers vital benefits, with discussions centering on the business itself along with its underlying workflows (and how they can be improved). Instead of analyzing the functionality and limitations of individual systems, such as CRM systems, the emphasis is on real-world processes (such as optimizing customer management) that impact many aspects of an IT solution (for example, areas such as production and finance).

To help you achieve Business Process Excellence, IDS Scheer Consulting, a Software AG brand, has a single key objective: exceptional customer processes that enable sustained business improvement, whether in a reorganization, implementation of ERP, SCM or CRM systems. We also want to make our customers leaders in their sector. There is no place for half-hearted measures or run-of-the-mill concepts here.

IDS Scheer Consulting, a strong brand within Software AG, has been helping its customers to create more efficient business processes for more than 25 years. More than 1,600 consultants worldwide are dedicated to providing expert assistance for business transformation projects.

As the market leader in Business Process Management (BPM), we cultivate a trustful partnership with our customers and support them on their way to sustainable business success.

IDS Scheer Consulting supports companies in their strategic decision-making — as the driver for cost effectiveness and efficiency and, thus, for business success. IDS Scheer Consulting is committed to delivering Industry Process Excellence for its customers through a combination of industry expertise, process orientation and IT know-how.

With Industry.PerformanceREADY, IDS Scheer Consulting has developed an end-to-end solution that can be implemented quickly, efficiently and at low cost.



Industry.PerformanceREADY – THE FIRST FULLY PROCESS-ORIENTED END-TO-END SOLUTION

Based on preconfigured SAP best practices, Industry.PerformanceREADY from IDS Scheer Consulting is the first genuinely process-oriented end-to-end solution based on SAP® Best Practices. Leveraging market-leading ARIS software for BPM allows a company-specific model of business workflows to be created, which is then used to configure an SAP solution.

To minimize both time and cost of model design and solution configuration, Industry.PerformanceREADY ships with an industry reference model in ARIS and preconfigured SAP software. These are based on best practices — successful insights derived from extensive practical experience across many different projects.

Changes to the process model and software during a specific project are, thus, limited to fine-tuning, thereby saving a significant amount of time and money. As a result, IDS Scheer Consulting can guarantee fast rollout of custom solutions at an attractive cost and with minimal risk.

Because many companies cover multiple industries and business activities, Industry.PerformanceREADY supports any combination of sectors and business processes and is available for ERP, SCM and CRM systems.

To provide maximum transparency and investment protection, the time frame and exact cost of the project are determined as soon as the company's individual process model has been defined. This means that implementation is also possible on a fixed-price basis.

Process Design for SAP



- Methodology with focus on BPM – PRIME for Process-Driven SAP Management
- Jump-start process design with Industry.PerformanceREADY
- Harmonized design based on your SAP applications using ARIS advanced re-documentation
- Fast business-oriented requirement gathering for SAP projects
- Flexible design of integration test and management of complex test cases with ARIS Test Designer

Process-Driven SAP Solution Expertise

IDS Scheer Consulting has been closely connected with SAP for more than 15 years. As SAP Gold Partner and SAP Service Partner, IDS Scheer Consulting is a leading supplier of SAP consulting and process-oriented implementation of SAP applications – both for major enterprises and small- and mid-sized enterprises. For this outstanding engagement, IDS Scheer Consulting has been recognized by SAP with Special Expertise Partner Status in different areas and countries more than 15 times. As a development partner for SAP® NetWeaver and SAP applications for APO, CRM, PP/PI and RM, we guarantee excellent and far-reaching SAP know-how.

Customers approve. Based on independent market research surveys, IDS Scheer Consulting has received the SAP Pinnacle Award for outstanding customer satisfaction in various areas several times.

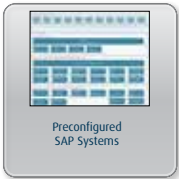


COMPONENTS OF Industry.PerformanceREADY

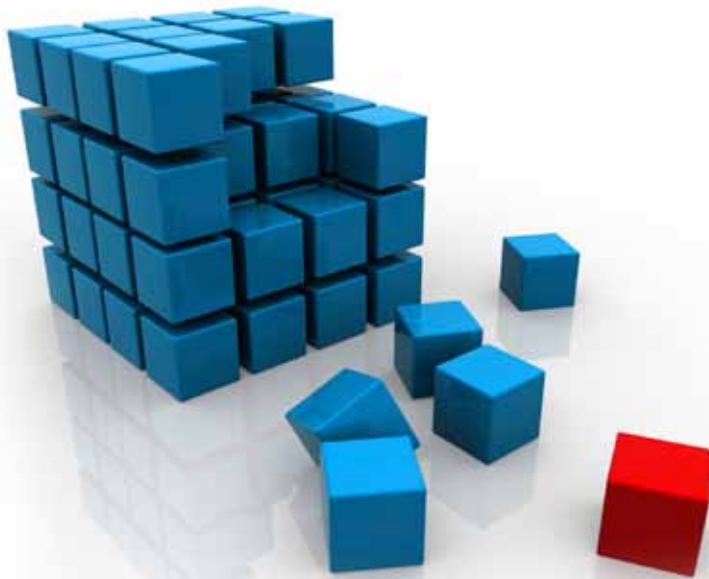
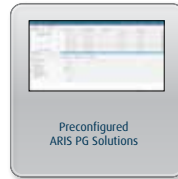
Industry-specific best practice processes and preconfigured solutions



Industry solutions are based on specific best practice processes by IDS Scheer Consulting. In addition to the classical documentation function, these solutions offer a direct connection to the SAP software. Design, implementation and tests are supported and fastened by the synchronization of the models with the configuration component of the SAP solution – SAP Solution Manager. Users can navigate from process view to the SAP software and vice versa. The process model, therefore, makes online-documentation of target successions possible.

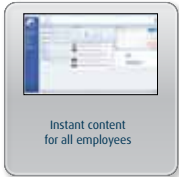


The application of preconfigured industry-specific ARIS Process Performance Manager solutions enables forecasts and measurement of results. This leads to major improvements, such as shortening lead time, reducing costs, increasing the adherence to delivery dates, quality and customer satisfaction. After launch, business processes can be constantly monitored and optimized. New requirements to the processes caused by business changes can be controlled and realized by using ARIS Process Governance.



QUICK AND MEASURABLE SUCCESS INSTEAD OF COINCIDENTAL RESULTS

Your Benefits



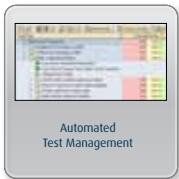
- Immediate access to the process portal for all users – all content is available from the beginning of a project



- Project documents and process models on demand – save major time and money



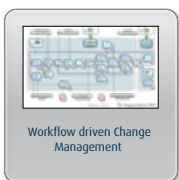
- Fully automated documentation of SAP systems with Customizing Clipping Report – a reliable add-on solution by IDS Scheer Consulting which is currently leading in documentation of SAP systems



- Automated test management based on preconfigured processes – the path to considerable quality improvements



- Excellent training and education of all employees – trainings based on processes and roles



- Ideal process monitoring and easy implementation of process adjustments – a preconfigured workflow supported change management

- ✓ **READY to implement**
- ✓ **READY to measure**
- ✓ **READY to manage**



CHOOSE FROM THESE Industry.PerformanceREADY SOLUTIONS

Chemical.PerformanceREADY



The chemicals industry is confronted with mounting cost pressure, a global rise in raw materials prices and intensifying competition. M&A activity has resulted in the emergence of

large corporations with global production networks and logistics structures. Successfully managing such structures is a key challenge. In addition to the standard processes,

Chemical.PerformanceREADY supports these industry processes:

- **Planning:** Vertical integration (MES-systems), contract/toll manufacturing product development with integrated cost tracking (time-to-market)
- **Production:** Recipe management, active ingredient production and management, electronic processing of chemicals production and packaging
- **Quality management:** Integrated quality assurance, simplified creation of inspection certificates
- **Reporting:** Cost control/improved production planning
- **Legal regulations:** Hazardous materials/dangerous goods management (particularly streamlined creation and management of information relating to dangerous goods), batch management and traceability, storage of hazardous materials in accordance with German Chemical Industry Association (VCI) recommendations

Consumer.PerformanceREADY



Constant price and cost pressures, consolidation in the wholesale and retail sectors, tough legal requirements, the need to develop new products for emerging markets, increasingly demanding

consumers — these are just some of the challenges facing organizations in the consumer goods industry.

Consumer.PerformanceREADY allows organizations to significantly improve the performance of all value-chain processes via process-oriented implementation of an SAP solution — for example, in:

- Sales planning
- Category management
- Global master data management

Discrete.PerformanceREADY



Few industries are confronted with such a diverse range of challenges as discrete manufacturing.

Organizations in this sector seeking to secure growth opportunities in a fiercely competitive

market need to embrace short innovation cycles and minimize time-to-market. At the same time, the trend toward multiple variants calls for ever more flexible production processes.

Discrete.PerformanceREADY supports you in:

- Optimizing material requirements and the procurement processes
- Managing complex transportation chains and avoiding capacity bottlenecks
- Synchronizing production with material availability and capacity
- Optimizing production processes to minimize costly setup times
- Reducing TCO of the IT environment
- Meeting legal requirements for corporate compliance

Logistics.PerformanceREADY



Ongoing globalization has put logistics service providers under severe pressure, leading to industry consolidation and intense competition.

There are calls for greater process transparency, deployment of innovative technologies (such as RFID) and more environmental awareness (“green logistics”). To achieve a competitive edge, logistics companies need to address the entire value chain. Logistics.PerformanceREADY supports you in:

- Optimizing all processes from order receipt to invoicing
- Conventional transport business and contract logistics
- Integrating processes, such as internal and external accounting, fleet management, master data management, quotation costing and submission, and more

Metals.PerformanceREADY



The metal-producing and metal-working industry is confronted with constantly changing requirements in the form of mounting cost pressure, a global rise in raw materials prices and intensifying worldwide competition. In addition to adapting and harmonizing all processes enterprise-wide, organizations must establish an IT environment that will provide optimal process support. Metals.PerformanceREADY offers solutions to:

- Improve order processing via online checks
- Optimize inventory management with finish-to-order of semi-finished products
- Secure cash flow with integrated credit management for each customer or customer group
- Uncover procurement synergies with reliable planning and control of raw materials procurement, direct integration, and sales and production planning
- Evaluate business Key Performance Indicators (KPIs) quickly and reliably to better manage central business units

Pharma.PerformanceREADY



Pharmaceutical companies are currently facing intense margin pressure due to a growing number of generic products in the market as a result of drugs coming off patent, combined with cost-cutting measures by health insurers. In response to these challenges, strategies for reducing costs while maintaining productivity. Pharma.PerformanceREADY delivers a unique integration of business activities and IT:

- Implementation of complex reporting requirements specific to the pharmaceutical industry
- Integration of key industry requirements, such as ingredient production and management, third-party deals, recipe management and release, and much more
- Possibility to add other supply chain management components such as supply network planning, vendor management inventory or detailed planning functionality

Retail.PerformanceREADY



For retailers, increasing efficiency and optimizing corporate workflows are a primary objective. High supply chain costs, constant price and cost pressures, rising consumer reticence — these are just some of the challenges they currently face.

Retail.PerformanceREADY allows organizations to significantly improve the performance of all value-chain processes via a process-oriented implementation of an SAP® solution. Use the solution to:

- Implement end-to-end processes for customer acquisition and retention
- Support internal and external accounting, inventory management/transport and master data management
- Add components, such as merchandise and assortment planning with SAP MAP and SAP forecast & replenishment for automatic MRP

Utilities.PerformanceREADY



Deregulation in the public utility sector continues to set a variety of new challenges at a national and international level. IDS Scheer Consulting's experts address these challenges through the development and delivery of solutions for business process optimization and the process-oriented implementation of SAP solutions and applications. Increase your competitive advantage with Utilities.PerformanceREADY. The solution covers:

- Optimization of energy data management, metering points and energy logistics
- Support of industry-specific supplier processes, especially when changing suppliers
- Integration of industry-specific customer processes, from bid proposal management to invoicing

Do you have other processes? Industry.PerformanceREADY is available for even more industries. Contact us for details.

Global Presence

Argentina	Netherlands
Australia	Nicaragua
Austria	Norway
Bahrain	Oman
Belarus	Panama
Belgium	Peru
Belize	Philippines
Brazil	Poland
Bulgaria	Portugal
Cambodia	Puerto Rico
Canada	Qatar
Chile	Romania
China	Russia
Colombia	Saudi Arabia
Costa Rica	Singapore
Croatia	Slovakia
Czech Republic	Slovenia
Denmark	South Africa
Dominican Republic	South Korea
Ecuador	Spain
Egypt	Sweden
El Salvador	Switzerland
Estonia	Taiwan
Finland	Thailand
France	Turkey
Germany	Ukraine
Greece	United Arab Emirates
Guatemala	United Kingdom
Honduras	USA
Hong Kong	Venezuela
Hungary	
Iceland	
Ireland	
India	
Indonesia	
Israel	
Italy	
Japan	
Jordan	
Kuwait	
Latvia	
Lithuania	
Luxembourg	
Malaysia	
Mexico	

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About Software AG

Software AG is the global leader in Business Process Excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first B2B server and SOA-based integration platform, webMethods.

We offer our customers end-to-end Business Process Management (BPM) solutions delivering low Total-Cost-of-Ownership and high ease of use. Our industry-leading brands, ARIS, webMethods, Adabas, Natural, CentraSite, Terracotta and IDS Scheer Consulting, represent a unique portfolio encompassing: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; and strategic process consulting and services.

Software AG - Get There Faster



AS GLOBAL AS YOUR BUSINESS:
Software AG has 65+ global business and technology partners, 10,000 customers in 70 countries and are one of the 25 largest enterprise software vendors in the world.