



CustomerFirst Deployment & Results Accelerator

CONCERNED ABOUT PROJECT DELAYS AND COST OVER-RUNS? OUR DEPLOYMENT & RESULTS ACCELERATOR HELPS YOU RAMP-UP NEW TECHNOLOGY FASTER AND ON BUDGET.

According to *Optimize Magazine*, Fortune 500 companies spend on average 25-50% more on IT than originally budgeted.

The Deployment & Results Accelerator is part of the Software AG CustomerFirst program. This program was created to help you assess your business and IT challenges, build the business case for project approval and funding, and deploy the solution quickly to realize the expected results. The Deployment & Results Accelerator empowers you to efficiently reach your business goals – whether they are centered on integration, process improvements, or overall IT infrastructure like SOA. We utilize the same best-practice discipline used by large systems integrators, but with three major differences:

Proven Approaches - we're focused on delivering solutions based on best practices, not theories. Software AG's proven methodologies and extensive experience allow us to cut through the complexity, pinpoint problems, and deliver rapid, workable solutions.

Faster Results - we thrive on getting customers "live". Every business day, three of our customers go production live and the list is growing. Our consulting and implementation teams know your industry and our products inside out, delivering faster and smoother project results – in weeks, not months.

Real Return - we measure our success by yours. While other firms bury you with documentation and engagements that drag on and on, we focus on making you self-sufficient and successful – as soon as possible. Our projects typically deliver significant ROI in less than 10 months, far below the industry average.

Consulting & Implementation Services

Our team of senior consultants is skilled in the areas of executive relationship building, project management, technical architecture, and solution development leveraging Software AG technologies.

With our consulting services, we help you gain cross functional buy-in for your initiative. Combining our knowledge of organizational dynamics, deep industry expertise, and business process analysis, we can seamlessly join and contribute to your project team.

With our implementation services, we help you deploy projects more efficiently and effectively. When you have a question or issue, no one can understand and resolve it as quickly as we can. We do the work as requested and mentor when needed.

Our consultants minimize your overall project risk, improve efficiency, and reduce cost by:

- Monitoring daily progress and facilitating consensus building if or when issues arise
- Employing best practices learned in thousands of successful implementations
- Leveraging our library of reusable code
- Accessing our "hotline" to in-house development and support expertise

Our services include:

- Vision & Strategy Alignment
- Solution Definition & Architecture
- Application & Database Migration
- Platform Migration
- B2B Migration
- BPM Implementation
- SOA and Governance Implementation
- Application Modernization
- Maturity Assessments
- IT Health Checks
- Centers of Excellence Planning
- Technical Advisory & Solution Support
- Staff Augmentation
- Off-shore development and management
- Project Management

We understand that every project is different. Our services are designed to be customized to your needs, providing the right level of support and the right expertise for successful project deployment and continued achievement of benefits.

With over 1,400 consultants globally, when it comes to deploying and maintaining solutions based on Software AG technologies, we have unmatched experience and expertise.

Deploy your projects and realize benefits - faster.

CUSTOMERFIRST PROGRAM

In addition to the Deployment & Results Accelerator, CustomerFirst includes:

- **Assessment Accelerator** - Helps you analyze current business challenges and recommend a proven solution that meets your financial and operational goals.
- **Business Case Accelerator** - Helps you define the solution that best solves your challenges and build the business case to get the project approved and funded.



"We had development going on in silos. Now, [with Software AG] we've instituted better collaboration with an integrated, aligned framework using common code and emphasizing re-use."

- Director of Application Development, AEP

DEMONSTRABLE RESULTS

Large US Bank

Processes more than \$2.7 trillion in straight-through payments each year using Software AG. The bank now enjoys a flexible infrastructure to support its payment management services. The time it takes to initiate e-payment with corporate customers has been reduced by 50%. Most significantly, the simplified approach has given both the bank and its customers the power to transact wire payments in real time.

International Pharmaceutical Company

Improved the order-to-book process by identifying, streamlining, and monitoring critical points in the process, thus reducing order failures and delays by more than 75%. The company now avoids putting millions of dollars in sales at risk.

High-Tech Manufacturer

In 9 weeks, they achieved:

- 85% reduction in problem discovery and resolution time
- 75% reduction in problem orders
- 15% increase in online order fulfillment
- 38% increase in business process productivity

To find the Software AG office nearest you, please visit www.softwareag.com

ABOUT SOFTWARE AG

Software AG is the world's largest independent provider of Business Infrastructure Software. Our 4,000 global customers achieve measurable business results by modernizing and automating their IT systems and rapidly building new systems and processes to meet growing business demands.

Our industry-leading product portfolio includes best-in-class solutions for managing data, enabling service-oriented architecture, and improving business processes. By combining proven technology with industry expertise and best practices, our customers improve and differentiate their businesses - faster.

Software AG - Get There Faster

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