

## Tangible Benefits to Executives and Client Teams with Proven Track Record and References

- 1) **Support with absolute trust and reliability**
  - a) Competent and capable support with unwavering commitment
  - b) Unbiased support to avert crisis and manage challenging situations
  - c) Candid disclosure of facts and reality for course correction when essential
  - d) Genuine and optimized effort with certainty of results
- 2) **Growth of in-house knowledge and satisfaction**
  - a) Sharing know-how and deeper SAP knowledge with client resources open-handedly
  - b) Support to users and managers in gaining significant control over processes and data
  - c) Revealing intricate and vital details to client teams necessary for smoother operations
  - d) Encouraging and assisting client teams in expanding skills to nearly match consultants' skills
- 3) **Significant cost savings**
  - a) Helping executives in delivery of projects with optimized level of internal and external resources
  - b) Precise scope definition and accurate distribution of work over internal and external resources
  - c) Eliminating waste of effort by simplification of effort and appropriate packaging of work
  - d) Empowering client resources to challenge consulting excess and delivery shortfalls
- 4) **Transparent communication for total insights and root cause treatment**
  - a) Timely and precise communication with Executives and others providing details for specific insights for decision-making
  - b) Addressing root cause analysis by incorporating input from right resources
  - c) Proper forecasting of near term and mid-term development and progress
- 5) **Objective measurement of vendor performance and ways to improve**
  - a) Independent evaluation of vendor delivery, results, costs and performance
  - b) Alerts as needed to improve vendor performance, changes and remedies as needed
  - c) Identification of risks and issues with vendor delivery, possible mitigations and resolutions
  - d) Enabling removal of dependency on vendors as much as possible
- 6) **Assistance in driving projects for balance among scope, timeline, budget and resource**
  - a) Support in examining accuracy of project planning and probability of flawless execution
  - b) Recommendations for corrections as needed to meet goals and objectives
  - c) Identifying creative ways to optimize performance and improved KPIs
- 7) **Support in resources management**
  - a) Upon request from Executives, assessment of external resources for optimum delivery
  - b) Raising skills and profile of internal resources to meet upcoming challenges and tasks
  - c) Assistance in improving teamwork, removal of gaps and misconceptions if any
  - d) Support to senior management in retaining crucial and capable resources
- 8) **Business process management and operations improvement**
  - a) Simplification, automation and integration of business processes
  - b) Review, stabilization and improvement of end-to-end business functionality
  - c) Standardization of functionality while maximizing use of out of box functionality
  - d) Achieving maximum user adaption and customer satisfaction by streamlining processes