



Business Transformation with Value Management - From Value Discovery to a Completely Calculated Business Case

Value Engineering for ECM Solutions with the SAP® Value Lifecycle Manager tool (VLM)

The greater the pressure for cost reduction, the more thoroughly you need to justify the cost-effectiveness of your investments in IT innovation. But how do you know for sure which projects really pay off? Who provides you with a substantiated and revisable groundwork for your decision?

Value Engineering with the SAP Value Lifecycle Manager tool provides an answer.

What is Value Engineering

Successful organizations combine their approach for process optimization with IT innovation, thus generating additional value. The goal of value engineering is to develop business cases derived from a value-driven strategy which is based on the priorities of the corporation.

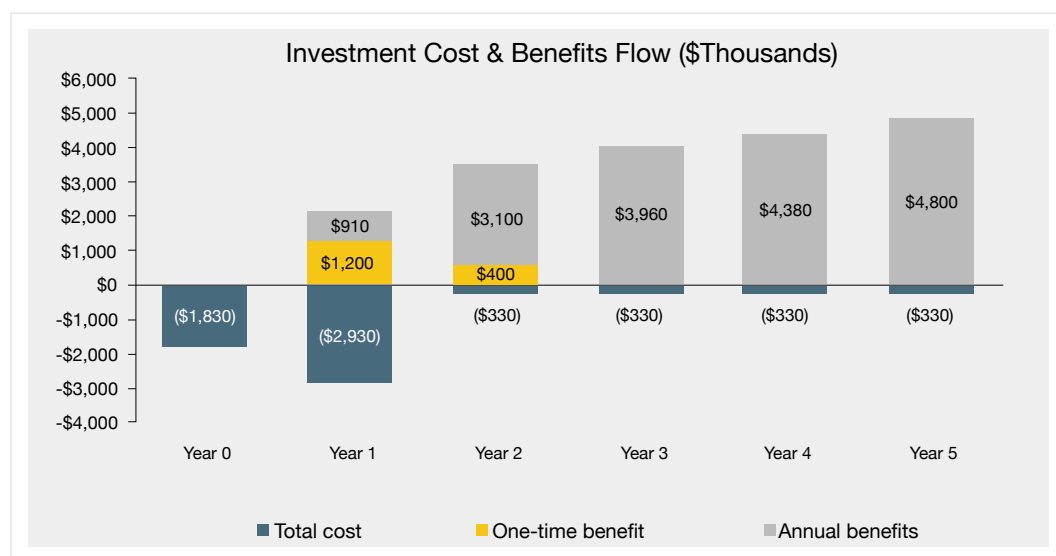
The following key questions are addressed:

- What are your requirements for maximum value creation?
- Which processes offer potential to increase value?
- What is this potential and how can the benefit be quantified?
- Which initiatives will unlock the potential value?
- What is the return on the investment over the valuation period?

Tool-based Computation of the Business Case with the SAP Value Lifecycle Manager Tool

Calculate and document a business case using the SAP Value Lifecycle Manager online tool. It is based on a defined methodology that promotes a disciplined approach to thoroughly document each step, data input, and calculation, and make it revisable. This results in a completely transparent business case, which can be compared using key performance indicators such as ROI, NVP, IRR and company specific KPIs.

The value of SAP's Value Lifecycle Manager tool is not only represented by the structured approach and tool support, but foremost by the content that has been provided for hundreds of specific business processes. This content includes detailed questionnaires for interviews with C-level management and the respective business departments as starting point; comprehensive lists of process specific pain points and suggested proven best practices for improvement; and, at the end, pre-defined formulas for the calculation of the relevant benefit and KPIs.



OpenText has supplemented the SAP-specific content in Value Lifecycle Manager tool with a set of Enterprise Content Management (ECM) value scenarios as supported by the OpenText solutions. This content includes, for example, vendor invoice management with automated OCR recognition, supplier management, data archiving, legacy decommissioning, employee file management, as well as more general content enriched business processes.

Plan the complete project cost as well as the benefit timing and receive, as a result, a cost benefit evaluation over the valuation period using SAP's Value Lifecycle Manager tool. The calculated performance indicators such as ROI (Return on Investment), payback period, cash flow, NPV (Net Present Value), or IRR (Internal Rate of Return), enable you to assess and validate the business case and provide you with important criteria for your decision. VLM also provides a real time sensitivity analysis (Move-The-Needle) for illustrating best and worst case scenarios, testing your assumptions and fine-tuning the most likely case.

A final step of SAP's Value Lifecycle Manager tool generates comprehensive reports for documenting and presenting the business case.

How OpenText can support your business case development

OpenText supports you with the evaluation of your SAP-related ECM scenarios with regards to their optimization potential. Together, we identify business processes as possible candidates and the appropriate contact persons in the organization for interviews and data collection. We use the SAP Value Lifecycle Manager tool to create the business case and prepare a presentation for the decision makers in your organization.

If you are interested in exploring the business process optimization potential in your organization with Open Text and SAP Value Lifecycle Manager tool, please contact your SAP or OpenText account executive or contact one of the OpenText Value Engineers listed below.

www.opentext.com/sap

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