

## Business Analytics – Transformation by Value Management

### REALIZING THE FULL POTENTIAL OF YOUR INVESTMENT

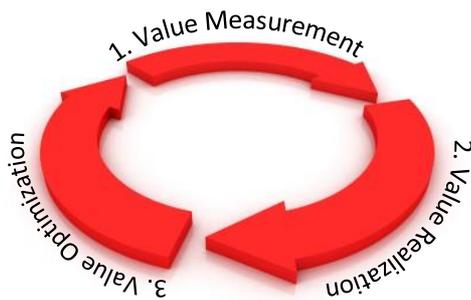
The success of your business process and technology improvement projects is hard to measure. To be able to measure project success and cost-effectively implement your business strategy IncQ consulting has developed a value-driven approach to assess a project strategy, and find answers to executive questions like:

- Are we investing in the right initiatives?
- Are we realizing the full value potential of these investments?
- What governance, practices and competencies are required to ensure benefits are achieved?

This enables you to make investment decisions based on an understanding of your business case, financial returns and risks.

#### A value driven approach to your project strategy

First of all, it is essential to understand that projects aiming for business process improvements, like Business Analytics with Enterprise Performance Management, are not about implementing tools, but realizing concepts to support the organization's business objectives. Establishing an appropriate governance structure with clearly defined roles, responsibilities, authority, and accountability is key to identification, decision-making and realizing the goals.



IncQ Consulting's Value Management is designed to react on these customer critical questions. In this way we can ensure transparency of the achievement of business goals and results at all times before, during and after a project.

#### Value Management Process

The Value Management Process consists of a set of coordinated services aimed to see where the organization stands by identifying and benchmark suitable metrics (or Key Performance Indicators (KPIs)), called **Value Measurement**;

evaluate and measure the metrics (or KPIs) within context of business strategy; realize the value through the implementation of the initiatives, called **Value Realization** and whilst maintaining the value goal, optimize to continually improve and maximize future value, called **Value Optimization**.

**Value Measurement** is focused on identifying suitable metrics (or key performance indicators) to measure the value, benchmark the value and establishing a governance structure to provide oversight by putting in place a proper system for gathering good quality measurable data.

**Value Realization** is focused on measuring deviations by quantifying the value loss and leakage. Closing this gap concentrates on business transformation and a value-driven mind set. Enforced organizational commitment, accountability and reporting on deviations and pain-points, align people, processes, and technology towards corporate goals using measurable initiatives based on expertise and industry specific best-practices. This roadmap of initiatives and validation, is driving the company forward.

**Value Optimization** is focused on the horizontal integration of information, materials, labour, facilities, logistics, transportation and finances into a managed time-responsive solution that maximizes value chains. Efficient and effective value chains optimizes value for the vendor, company and its customers, optimizing financial resources.

## TAKE THE NEXT STEP IN YOUR BUSINESS ANALYTICS JOURNEY

### YOUR BENEFIT

- Components, measurements and KPIs have business “buy-in” prior to generation and presentation
- Immediate and ongoing projected financial benefits
- Assess company goals and ensure business and IT strategy are aligned

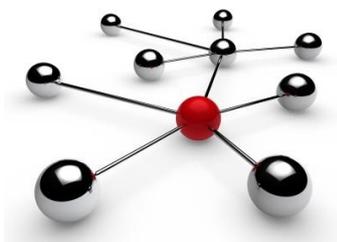
### People



**Fostering a continuous improvement culture**

- Initiatives can be prioritized by contribution and quick-wins
- Immediate and on-going projected financial benefits
- Identify relevant KPIs that allow the expected impact of addressing the business imperatives to become measurable

### Process



**Consistent and streamlined**

- Identify business imperatives concerning information-need, and key processes for every identified improvement
- Incorporate integrated supply chain planning and scheduling, resource management, cycle-time responsiveness achieving chain-wide resource and information optimization
- Introduction of capacity management tools as finite capacity scheduling (FCS) into existing planning environments

**Coordination and integrity**

### Technology



### OUR SERVICES

- Evaluation to assess the maturity of business processes and systems and decide for every process the business impact and appropriate level for supporting the organization’s goals
- Identify areas of improvement enable its evolution

- Conduct best practice assessments to continuously benchmark progress. IncQ as a SAP partner, uses SAP’s customer data base to have access to the data of more than 10000 participants
- Develop a roadmap that helps the identification of the right initiatives to address value creation opportunities and prioritize these initiatives
- Reconciliation and response to communicated pain-points

- Install continuous value measurement methodology, meaning at every important milestone, enabling measurable value realization
- Supporting the introduction and development of schedules that are optimisable both in timing and in cost

