Claverton Consulting

SRM Easy Help

By ValueWeaver

A collaborative partnership between Claverton Consulting and ValueWeaver

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SRM Easy Help (SEH) on a page

Week 1 → **Week 8** → **6 Months** → **1 Year** → **6-10 Years**

Project Launch → Finish Project → 1st Benefits Release → Payback Achieved → **Easy Help Embedded Value Realisation**

The challenges of SRM

SRM ROI is low
Implementations rarely release maximum value with expensive FTEs required for finance/procurement processes and technology support

SRM is expensive to implement & run
SRM requires specialist skills to implement and operate. Changes often require labour-intensive customisation. Most companies are not fully leveraging SRM to optimise their business processes, controls or to release staff efficiencies

SRM information is hard to get
In a data-driven world, SRM reporting and cross-module SAP data is costly to obtain and maintain

SRM will be here for 6-10(+) years
Alternative solutions are many years away and re-implementation costs are likely to be very high. Sweating your SRM investment will maximise your bang for buck

The opportunities of SRM Easy Help

Rapid ROI & payback on SRM Easy Help
Save 30-40% of embedded costs relating to SRM. Start to realise benefits within 6 months. Payback less than one year. Release staff for value-added activities

Empower leaders & valuable specialists
Vastly improved data access enables faster, better business decisions. Robot Process Automation releases staff from mundane activities

Reduce change complexity
User-created changes (e.g. re-organisations, email shopping carts) without IT skills dependency

6-8 week proven project timeline
Quick, cheap (~£50k*), low-risk, with fast release of value from SRM

Sweat your SRM asset
Changes lower your embedded cost base, enabling you to extract long-term, sustainable value from SRM

Now is the time for SRM Easy Help to release 300-400% ROI to your bottom line

*per production environment, excluding annual support costs @ 22% of licence

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Business Pain Points

Value of SAP SRM estate not fully realised. ROIs are typically far lower than expected

CFO/CPOs gain minimal value through SRM implementations

- Process controls are difficult to build, expose and deploy for usage within the end user community

- The lack of SRM automation can hamper process efficiencies, meaning that SRM can put the brakes on your operating model improvements

- Over-reliance on IT to make simple changes pushes up cost, complexity and reduces viability

CTO/CIOs face labour-intensive processes & limited opportunity to drive sustainable value

- Innovations on SAP SRM are limited to technical upgrades

- Limited FTE gains on technology support operations for SAP SRM

- Lengthy lead times to complete business critical change activities – reliance on tech skills availability

Customisation of SRM to resolve just some of these issues can exceed £250K – SRM Easy Help can be delivered for less than £50k*

*per production environment, excluding annual support costs @ 22% of licence

How Do We Release Value So Quickly?

Week 1	→	Week 8	→	6 Months	→	1 Year	→	6-10 Years

Project Launch — **Finish Project** — **1st Benefits Release** — **Payback Achieved** — **Easy Help Embedded Value Realisation**

- **The Value of SRM Easy Help**

  - ROI achieved within six months and a total 3-year ROI between 300%-400%

  - Reduce support FTEs by 30-40% using Robotic Process Automation enabled SAP SRM

- **How Do We Do It?**

  - SAP certified product which integrates well with SAP SRM

  - Minimum configurations and setup required

  - Fast-track planning workshop to agree outcomes, roles & timescales

  - Proven implementation method

  - Deep SAP & SAP SRM subject matter expertise

  - Expert Programme Delivery skills

  - Seamless approach with client teams

SRM System Outcomes

- SEH focuses on operational excellence & easiness of execution to have better system adaptability across organisational hierarchy

- Enables new paradigm of proactive system support and maintenance through system monitoring

- Delivers meaningful, discerning analytical reports, providing comprehensive data views to the business for better system acceptance & swift, informed decision making

- Provides non-technical business views of data across SRM & ECC

- Covers all amplitudes of analytics, data visibility, reporting and system maintenance like Config & master data; Users & their attributes; Transactional data

Implementation methodology

Week 1 → **Week 8** → **6 Months** → **1 Year** → **6-10 Years**

- **Project Launch**
- **Finish Project**
- **1st Benefits Release**
- **Payback Achieved**
- **Easy Help Embedded Value Realisation**

- **Week-1/2 - Familiarise and Deploy**
  - Business familiarization session for project team and core users
  - Deploy solution in Dev environment for quick technical checks
  - Configurations and roles inputs
  - Unit testing and sharing test results

- **Week-3/4 – Test and Adjust**
  - Moving solution to QA system and cross-checking configurations with roles
  - Start system testing, verify results and deploy fixes
  - UAT Prep and identify users

- **Week-5/6 – UAT and Go-live**
  - Execute UAT, UAT fixes and corrections
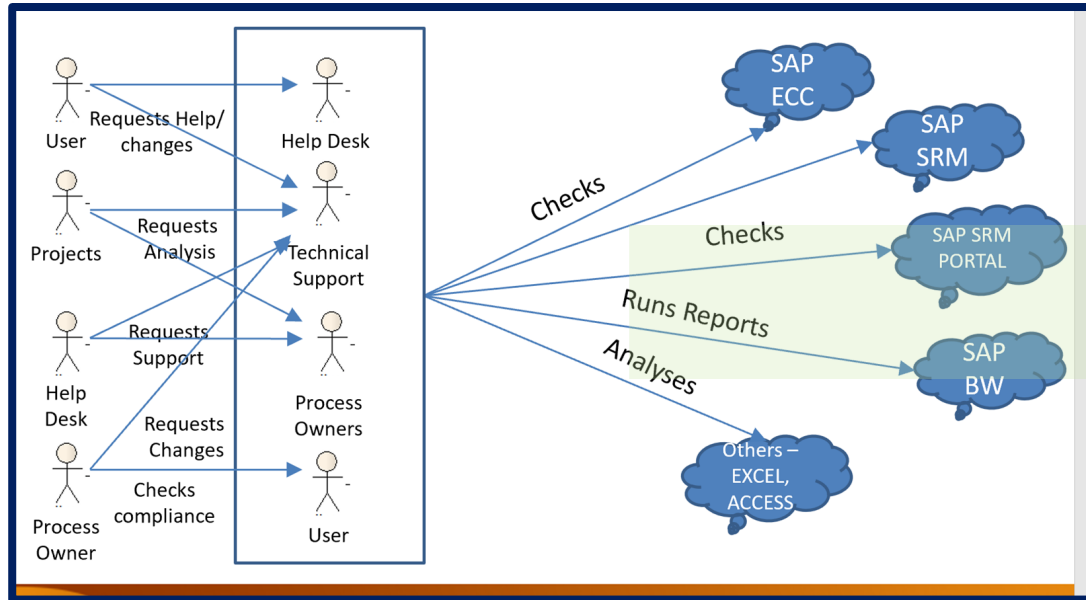 - Move to Production and train
  - Post go-live support

Project Management

Client Engagement

Change Management
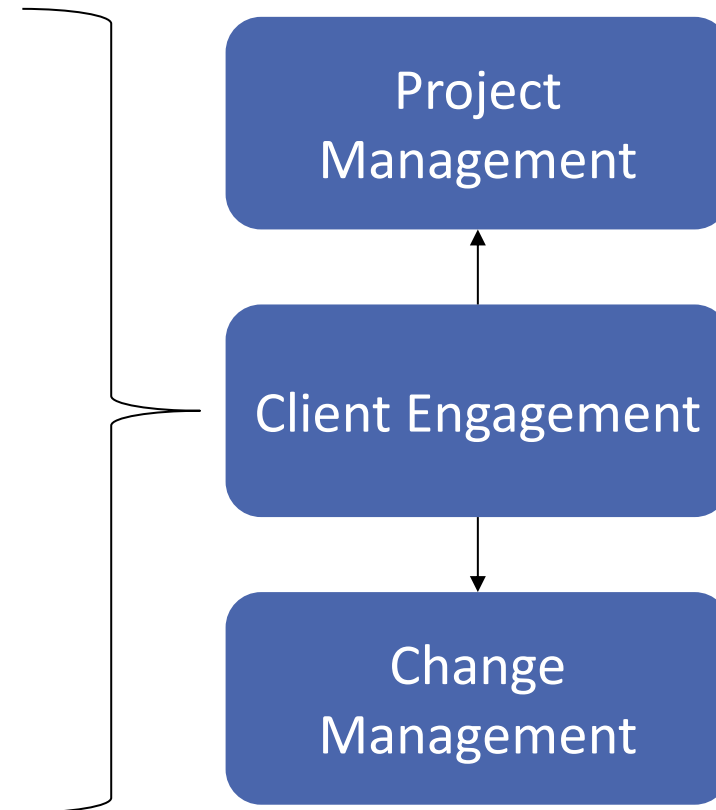
SRM Easy Help Process Simplification

Current SRM Process

Simplified Easy Help Process
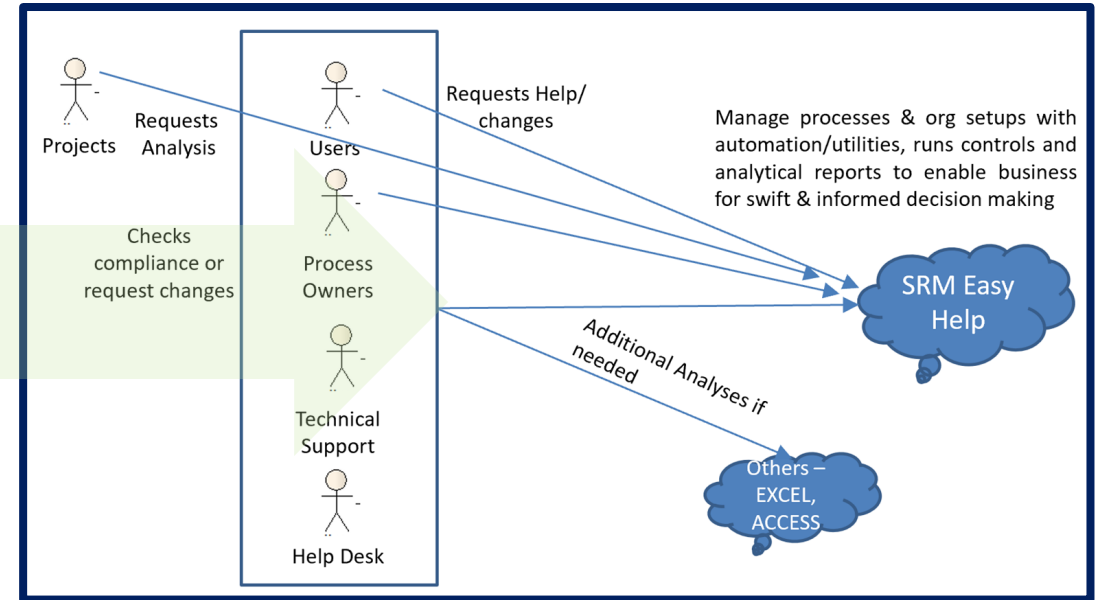
- Complex process model drives cost and inefficiency
- Process owners and projects require significant tech support
- Users cannot drive the change agenda
- Heavy reliance on tech teams

- Process owners take control of the process
- Users directly empowered to make changes
- Analytics available to users at the touch of a button
- Reduced reliance on IT / Helpdesk processes

SAP SRM Road Map

SRM EASY HELP
PRODUCT ROADMAP

10-year plan

- SAP SRM is on the SAP road map until 2027 but is likely be around for far longer

- Any replacement is going to require major business disruption and technology reimplementation – at significant cost

- In the meantime customers must persist with
  - A high embedded cost base for systems and people
  - Inflexibility of SRM limitations and processes
  - A lack of data to help decision making

- The costs of SRM Easy Help are trivial compared to the costs or solution replacement. The ROI / Payback is rapid on an Easy Help investment is 6-12 months.
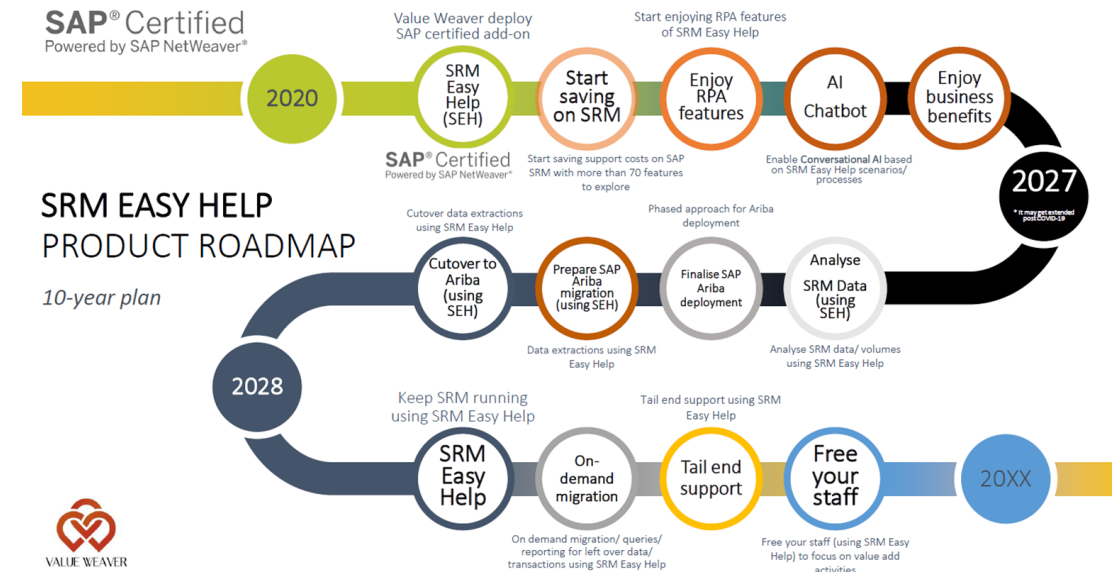
With 6-10+ years of value to be derived from SRM, an **8-week SRM Easy Help project** will drive **300%-400% ROI,** with **payback within 6-12 months**

SEH Use Case: System operations

SRM Easy Help Use Case: System Operations

EASY AND CONSISTENT WAYS TO CREATE/DISPLAY CONSUMABLE INFORMATION

QUICK, CONSISTENT AND MASS MAINTENANCE OF KEY DATA ELEMENTS

SHORT LEAD TIMES TO COMPLETE BUSINESS CRITICAL ACTIVITIES

SIMPLE AND EASY USER INTERFACE FOR ANY LEVEL OF USER ELIMINATING THE NEED OF TECHNICAL KNOWLEDGE TO MANAGE SIMPLE THINGS

INBUILT PROCESS CONTROL REPORTS TO DEPLOY AND USE

VALUE FROM SAP SRM ESTATE REALISED AND INCREASED SCOPE FOR PROCESS IMPROVEMENTS

References

Our customer feedback has been positive. Few comments from our current and potential customers:

- ❑ "Surely a value-add on our SRM system"

- ❑ "Price is very attractive to try it for sure, quick ROI"

- ❑ "It can help us quickly enable chatbot for SRM processes"

- ❑ "It fits well on SRM system to provide business value"

- ❑ "It's self-intuitive and does not need major training for our staff"

SRM Easy Help - Recap

SRM Easy Help reaches the benefits that other CxOs can't

- Solve the typical problems faced by CxOs with SRM implementations
  - Reduce costs
  - Reduce complexity
  - Reduce risk
  - Improve visibility of processes and controls,
  - Improve the ROI of your SRM investment
  - Improve data visibility and access, creating better, faster decisions
  - Improve support for your user community
  - Release expensive staff for value-added activities
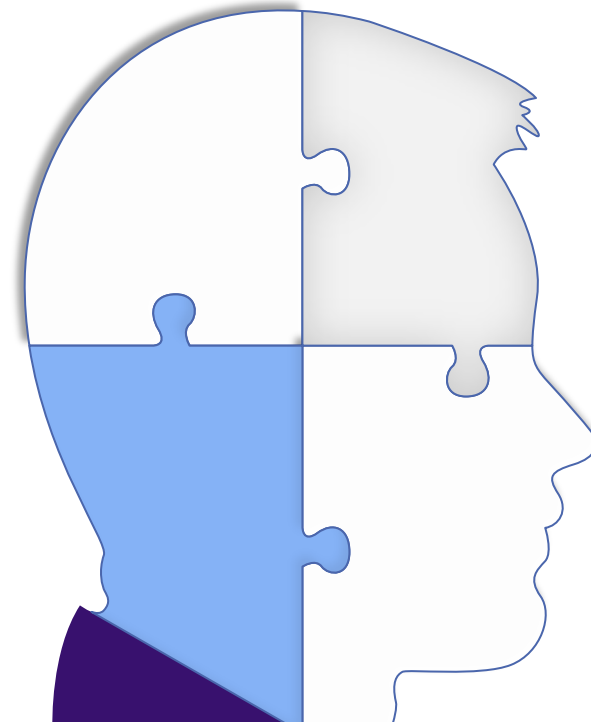
A £50k* investment in SEH today will start to generate benefit within 8 weeks

*per production environment, excluding annual support costs @ 22% of licence

Thank You
Any Questions?

Claverton

'The company that helps your business do business'