SAPinsider

Deliver Your SAP TM Business Case with a Benefits-Driven Implementation Approach

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1 What do you think is the biggest supply chain challenge that SAP customers face in 2014?

In my opinion, the challenge in 2014 is for companies to strike a healthy balance between financially scrutinizing supply chain initiatives and pragmatically achieving their critical goals by moving swiftly to innovate — or at least modernize — some of their outdated logistical processes.

Supply chain organizations are being asked more often to contribute directly to a company's bottom line by eliminating inefficiencies, introducing new technology, or even leveraging supply chain processes as key differentiators. For many companies, growth has become inconsistent, which can lead to budget cuts. Historically, supply chain projects are effort- and time-intensive, so companies are increasingly emphasizing the business case aspect before embarking on the actual implementation of new processes or technology.

2 How should companies address that challenge in the coming year?

A negative perception about on-premise software solutions has manifested itself — that these solutions are difficult to introduce and often take many months or even years to complete. The good news is that more modern implementation methodologies have been shown to dramatically drive down implementation time and cost. In a comparison to the software engineering world, I like to talk about the "Scrumming Up" of the implementation project. At Novigo, we have helped customers complete SAP Transportation Management (SAP TM) projects from blueprint to go-live in as little as 17 weeks. A key to success is managing expectations as well as risk within the organization, while cleverly phasing longer-term projects into reasonable chunks that still deliver an early return on investment (ROI). In such scenarios, companies can then take full advantage of the flexibility that on-premise software clearly provides over its newer software-as-a-service (SaaS) sibling.

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3 Why might an SAP customer want to give Novigo a call?

Oftentimes, companies spend millions of dollars just to calculate a business case ahead of a project. However, a lot less time is spent on how this business case can actually be achieved. At Novigo, we combine our SAP TM implementation expertise with a benefits-driven approach to transform your enterprise and supply chain. Novigo's capability to innovate and provide thought leadership will help customers fulfill their vision in becoming best-in-class supply chain and transportation organizations. Our service offering goes above and beyond providing a team of application consultants. We aim to support customers in the holistic life cycle of a software project, starting from business case creation through organizational change management to the actual system integration.

If your organization is targeting a leading transportation management solution, let Novigo help you strike that balance among ROI focus, organizational discipline, and enough flexibility to achieve your functional requirements. For more information, visit **www.novigo.com**. ◼