

Case Study

ICT Strategy

Situation

With the pending project to implement SAP R/3 as the new enterprise resource planning system, the client decided to also look into long-term planning of their information and communication landscape, i.e. ICT Strategy. As the original implementation cost for the SAP system looked rather high, the management was particularly interested in learning if the project cannot be done more cost effective within the context of a new ICT Strategy while gaining flexibility and agility for their business.

Solution

The client asked R&P to conduct a comprehensive scenario analysis based on a costing and decision making matrix leading to a new ICT Strategy to establish an optimal way for setting up the new ICT environment for our client's business in Asia. The findings of this analysis were used to initiate the SAP project with improved commercial terms as well as creating the foundation for the new ICT strategy of our client in the region.

Success

Based on the findings of the scenario analysis, which at the same time laid the foundation for any future ICT Strategy, R&P conducted a series of workshops and management interviews to identify relevant strategic markers for the future ICT setup of our client. Being able to show that with a different setup the SAP project cost could actually be lowered by 8%, the client asked R&P to define the ICT strategy plan on which the client was able to draw critical decisions for the future success of their operations. This plan is nowadays an integral part of the planning process and is continuously improved by the resident ICT Management.

About our client

Our client is part of one of the world's leading manufacturers of semi-finished and special products in copper and copper alloys. The group's revenue in 2007 was more than € 2.5B. Established in 1989, the Singapore entity evolved from a small manufacturing line and representative office to a reputable service center and the Regional Headquarters for the client's group in Asia.

Testimonial

'I am impressed by the consultant's know-how, especially his down-to-earth and pragmatic style, how he handled the project, as well as the extent of personal engagement he showed during the project.'

Regional ICT-Manager of our client.