Digital SCM

A BearingPoint Accelerator

We provide deep knowledge about industry, global demand and supply markets, their environment and requirements, as well as leading practice examples.

We know about digital innovators and how to apply them in your industry.

We focus on client centricity as we are aware of its importance for your future business.
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Market Drivers

Digitalization is disrupting the way business is done across all industries and its market will exceed the growth of the overall economy.

Digitalization

- Nine out of ten internet users buy online
- Estimated annual growth of 8% of the internet economy
- Digitalization has a major transforming effect across all industries to generate value and network effects

Trends in Supply Chain Management

- Business leaders are implementing the newest big data tools, investing in advanced analytics applications, and purchasing the latest data visualization software
- Digitalization of information and material flows enables real-time analysis of the company
- E-market places and collaboration platforms offer new opportunities in B2B relationships with minimal administrative effort and a high cost-saving potential

76% of the global population has internet access
50% of the global population uses social media
People spend Ø169 minutes online
43% of companies use sophisticated big data analytics
By 2020, 37% of all generated data will be in a Cloud
By 2020, 26 billion devices connected to the internet will be “things”
Market Drivers
Digitalization’s impact is transforming every industry

- RFID Technology
- Digital operating model
- Cognitive networks
- GPS Tracking
- Crowd
- Digital business networks
- Internet of things
- Machine-to-machine
- Cloud architectures
- Big data analytics
- 3D printing

Customization
Customer journey for each channel

Innovation
is driving new business models

Simplification
through mobility, cloud, smart devices, etc.
Our Approach

“Develop your digital strategy” starts with a workshop that identifies your digital maturity and provides a jump start for future activities.

We provide deep knowledge about industry, global demand and supply markets, their environment and requirements, as well as leading practice examples.

We commonly identify your current digital maturity across all areas in your company.

We know about digital innovators and how to apply them in your industry.

We focus on client centricity as we are aware of its importance for your future business.

**Maturity Assessment**
Evaluation of maturity for areas such as: R&D, Production, Supply Chain & Sourcing, Sales, Finance, IT, People & Skills, etc.

**Vision & Innovators**
Comparison of your own maturity results with leading practice examples and own goal setting.

**Initiatives**
Identification of high-level measures to be taken in order to achieve digital strategy goals. Prioritization of targets and measures.
Our Approach

**Prepare**
- Project Setup
- Stakeholder Analysis
- Risk Analysis
- Questionnaire
- Train the trainer concept

**Assess**
- Train the trainer Workshops
- Workshop preparation
- Schedule for onsite Maturity Assessment
- Maturity Assessment of capabilities Level 1 & 2

**Analyze**
- Maturity assessment results based on defined criteria
- Summary of key findings
- Identify high level optimization measures for process & IT

**Roadmap & Governance**
- Detailed description of measures (fact sheet)
- Effort estimation for proposed measures
- Roadmap planning
- Enhance governance model aligned

Deliverables
Client Benefits
Developing your digital strategy built up knowledge to provide a jump start for future activities

Know...

- how to leverage “digital” to better collaborate with my business partners.
- how to pilot my digital project.
- how to manage online and offline sales.
- how to be innovating.
- what are the elements of my digital strategy.
- if the collaborators competencies need to evolve.
- who are the best partners to sell online.
- what I can do on social media.
- about new online services for my clients.
- the answers of many more questions...
BearingPoint assisted the client to define their global digital platform sourcing strategy. The objective was to define the sourcing model at global level (Europe, Americas, Asia), understand what the market proposes, assess the ROI and scope the target platform.

### Business Needs

The pharmaceutical industry is now facing the challenge of transforming its traditional commercial model, moving towards customer-driven digital marketing activities.

In the mean time, major competitors have engaged with a global digital platform outsourcing approach. In that context, our client wants to set up a global digital platform in order to:

- Increase commercial agility
- Provide Marketing teams with an enhanced time to market solution
- Rely on a consumption-based and scalable model (and NOT on a yearly budget plan one)
- Foster innovation and create synergies across the organization with a limited roll-out cost

### Our Approach

1. **Digital as-is & Market Analysis**
   - Current digital landscape as-is analysis (global digital services portfolio id)
   - Market analysis from 10 worldwide service providers RFI’s answers
   - BearingPoint best practices sharing

2. **Target sourcing model recommendation**
   A comprehensive set of recommendations on:
   - Target sourcing model
   - Operating model & governance
   - Key roles & responsibilities
   - Financial guidelines (funding, pricing, billing, etc.)
   - Technical foundations (architecture & solutions)

**Step 3: Roadmap & business case assessment**
- 3-year deployment roadmap
- Business case building

### Client’s Results

A clear target sourcing model definition with:

- Orientations across BU, countries, divisions endorsed at global level
- The relevant information to run the budget process internally
- Identification of immediate next steps & actions to be taken

3-year Deployment Roadmap (worldwide)
Business case: 3-year costs/ROI (worldwide)
References
Multinational industrial gases and engineering company

Digital impact and top-down approach

Top-down approach to structure strategy development

Project phases
Focus areas and coverage

Digital transformation program

Strategy for flexible & digital IS assets

WHY?
Lean, top-down as-is-analysis

WHAT?
Improvement potential and scenarios

HOW?
Transformation project proposal

Drivers
Customization
Innovation
Simplification

Targets
Speed
Collaboration
Quality & Cost

Focus areas and coverage

Processes and Capabilities
> More flexibility and speed
> Ensured alignment and common direction
> Tools and methods for analysis and optimization

Architecture
> Reduced complexity
> Increase flexibility
> ‘Central interface platform’

People and Organization
> Digital talents
> Training and recruiting

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About BearingPoint

BearingPoint consultants understand that the world of business changes constantly and that the resulting complexities demand intelligent and adaptive solutions. Our clients, whether in commercial or financial industries or in government, experience real results when they work with us. We combine industry, operational and technology skills with relevant proprietary and other assets in order to tailor solutions for each client’s individual challenges. This adaptive approach is at the heart of our culture and has led to long-standing relationships with many of the world’s leading companies and organizations. Our global consulting network of 9,700 people serves clients in more than 70 countries and engages with them for measurable results and long-lasting success.

For more information, please visit: www.bearingpoint.com