

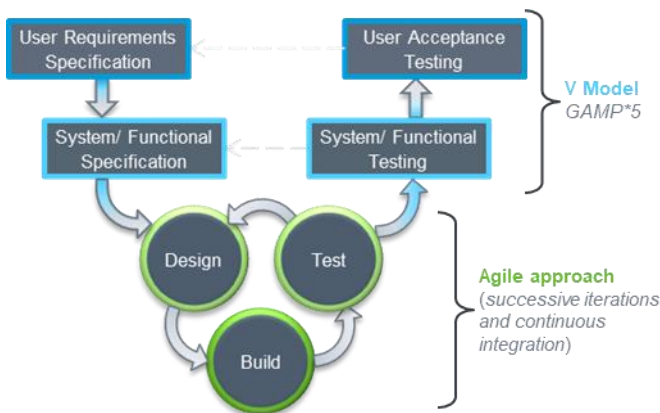


Intelligent Business Planning

SAP IBP Embrace

Align **sales and operations plans** with corporate strategy to support revenue growth, increase market share, and attain financial targets. The Optimizer algorithm generates a feasible supply plan to maximize the profit of an organization. **Optimize** the way you plan, develop accurate sales forecasts and future-proof your business with proactive business analysis support.

Implementation Methodology



Obtaining **Supply Chain efficiency and efficacy** by being empowered with information; analysis and an execution ability across your network while being tailored to local challenges

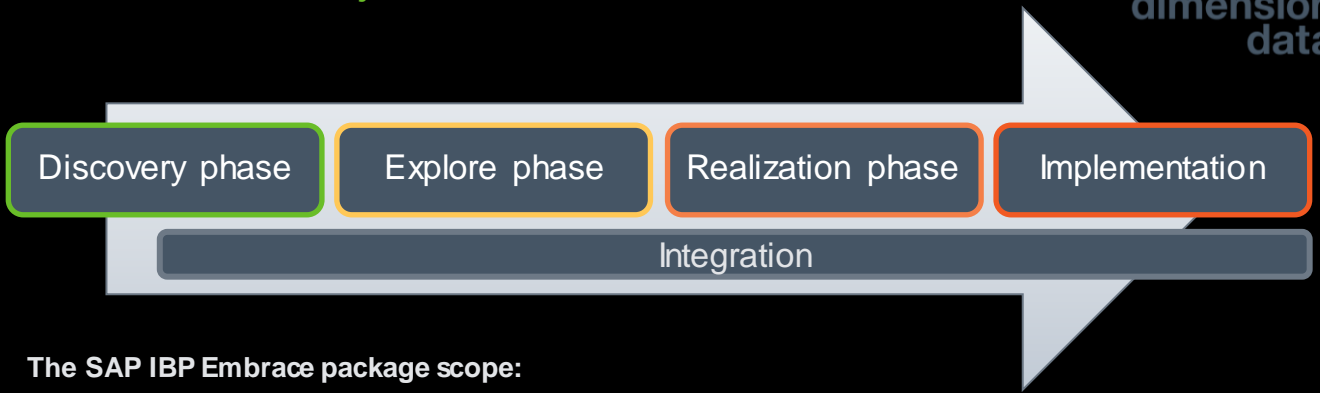
Package scope & SAP best practice

SAP IBP for Sales and Operations Planning with Supply Optimization.



Obtain a reliable **statistical forecast**, and **optimized supply plan** to maximize profit

The long-term SAP IBP journey (steps 2 to 5) will be adjusted according to customer requirements.



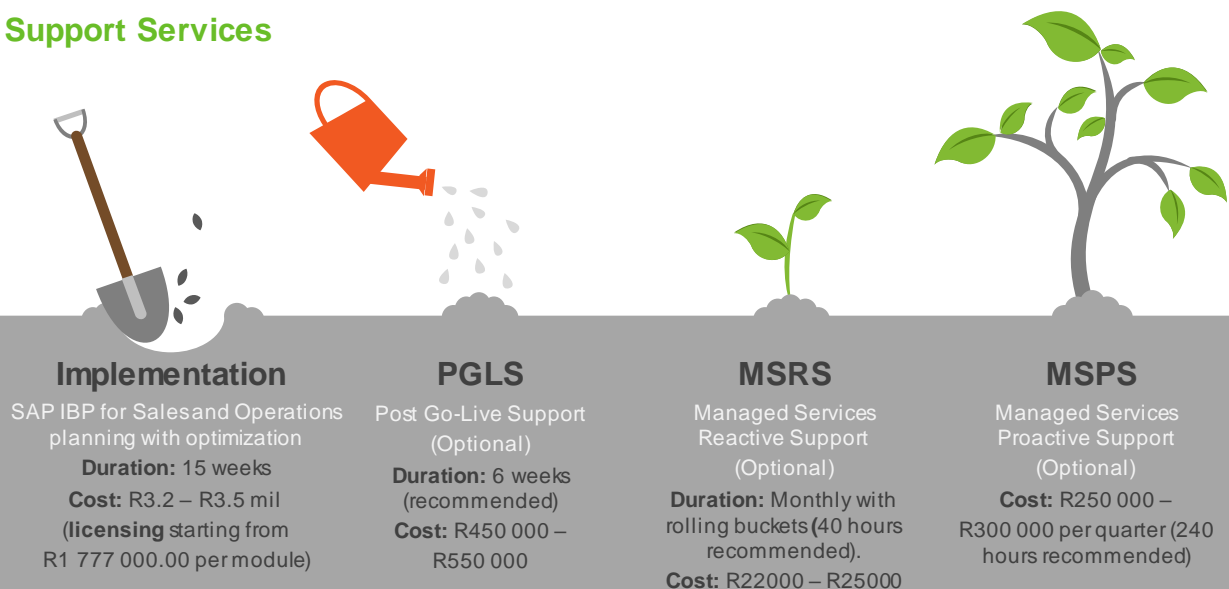
The SAP IBP Embrace package scope:

Localized Best Practice SAP IBP implementation for **Sales and Operations Planning with supply optimizer.**

Key service features

Services benefit		
Assistance in business case generation	✓	<ul style="list-style-type: none"> As a presales activity we do assist in the generation of a business case, this is based on SAP data across various industries.
Defined implementation methodology	✓	<ul style="list-style-type: none"> Methodology and solution catering for local challenges Adhere to governance. Focus on adoption and ease of use.
Comprehensive training	✓	<ul style="list-style-type: none"> Stakeholder wide training based on best practise processes.
Solution support	✓	<ul style="list-style-type: none"> Hub Model for support allow s us to be flexible and more responsive in providing support.
System Integration	✓	<ul style="list-style-type: none"> Utilising standard tools and methodologies for integration ensures longevity of your solution and upgrade compatibility.
Business Analysis (MSPS – Managed Services Proactive Support)	✓	<ul style="list-style-type: none"> Our Supply Chain professionals have functional and technical know ledge allow ing them to monitor your planning processes and their efficacy and provide recommendations. We also monitor defined KPIs to ensure you are obtaining the benchmarked performance Our professionals search for innovative functionality as delivered (quarterly) and as best to fit your organisation ensuring you keep ahead and stay ahead of the competition

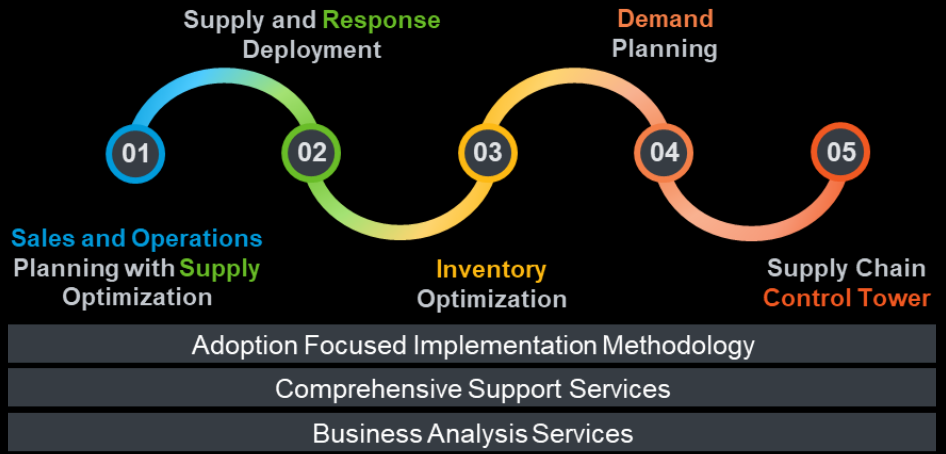
Support Services



Partnership Roadmap

Implementation phases include:

- Needs analysis, business discussion and recommendations;
- Data conversions;
- Training;
- Implementation;
- Post implementation support;
- Customer care / support; and
- Ongoing business analysis.



Key success Criteria

<p>Executive sponsorship </p> <ul style="list-style-type: none"> • Visible executive advocate and program champion • Executive team evangelizes importance 	<p>Program vision and value </p> <ul style="list-style-type: none"> • Key stakeholders are educated, aware, and actively supportive • Focus on the business case, business outcomes, and transformation 	<p>Cross-functional collaboration </p> <ul style="list-style-type: none"> • Clearly communicated and aligned objectives • Active participation across departments • Shared understanding of role in goals 	<p>Governance </p> <ul style="list-style-type: none"> • Cadence for monitoring progress, resolving issues, and celebrating wins • Drive accountability
<p>Policies </p> <ul style="list-style-type: none"> • Internal and external policies clearly articulated and circulated • Provides specific expectations for compliance 	<p>Process refinement </p> <ul style="list-style-type: none"> • Update business processes to drive optimization and consistency • Leverage best practices 	<p>Success measurement </p> <ul style="list-style-type: none"> • Clear definition of success that is measured and reported regularly • KPIs and performance monitoring • Benchmarking 	<p>Resource planning </p> <ul style="list-style-type: none"> • Implementation phase • Steady-state operations
<p>Flight planning </p> <ul style="list-style-type: none"> • A multiphase roadmap timeline • Enablement plan (for example, by stakeholder, category, business unit, geography) 	<p>Communication </p> <ul style="list-style-type: none"> • Develop an internal and external communication strategy • Ensure strategic communications come from executive sponsors 	<p>Training </p> <ul style="list-style-type: none"> • How the day-to-day job will be different but also the subject matter, value, and reason • Not one-size-fits-all but based on job function and role 	<p>dimension data</p>

Why DD?



85 Points of Presence in 48 countries.



Advanced Supply Chain Expertise
Implementation partners on APO and IBP



10,000+ skilled employees in MEA



Co-Innovation
US\$3.6 bn annual R&D investment from NTT



Provide product innovation
and integration that meet client needs sustainably



Adoption Focused Implementation and service processes