

Scheer  
**performanceREADY**

**For sustainable process efficiency**

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# Challenges for Today's Companies

## Successfully managing dynamic, unpredictable market developments

Today, both SMEs and large corporations constantly face new challenges. They not only have to handle problems like economic fluctuations, new compliance policies, or the

globalization of competitive and market-related interconnections. Companies of all sizes are also struggling with increasingly dynamic markets and the uncertainty this entails. Increasing cost pressure and the shortage of resources are just two factors that leave little room to maneuver.

Having a strong command of your processes is the only way to control your business and its associated risks. To succeed in competition, companies large and small have to make their workflows lean and efficient, as well. The mere implementation of IT systems

is not sufficient. What is required are comprehensive IT solutions that focus on economic benefits in

optimizing business processes. This enables companies to gain competitive advantages and grow consistently despite a difficult market environment.

## Focus on business processes

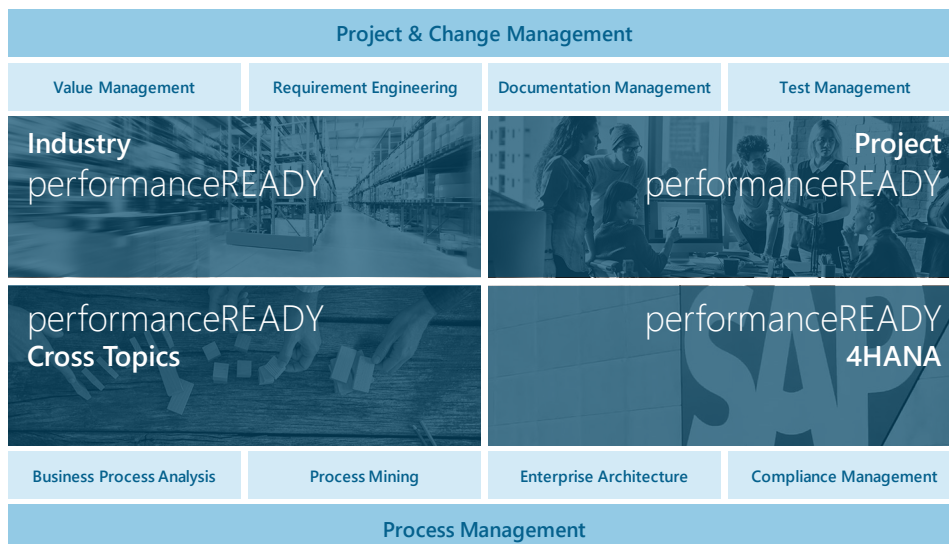
In this approach, IT is simply a means to an end. Companies need to align such technology with optimized business processes – not the other way around.

Concentrating on these processes offers key advantages by placing your core business, the underlying workflows, and their improvement at the center of the discussion. Rather than individual stand-alone activities, the focus is on real-life business processes that span multiple systems and feed into different areas of an IT solution.

To support you on your journey toward digitalization, Scheer GmbH pursues a singular goal: designing outstanding processes to help you achieve more long-term business success.

We want to work with you to make you the very best in your industry. Of course, half-hearted measures and mediocre concepts are not the way to get there.

In Scheer performanceREADY, Scheer has developed a complete solution that can be implemented quickly, efficiently, and cost-effectively. Together with our project management methodology and "Process-driven SAP" implementation approach, Scheer provides comprehensive support that guarantees successful projects in line with your schedule and budget.



# Scheer performanceREADY

## The first comprehensive and consistent process-oriented solution with out-of-the-box customizations

Why reinvent the wheel? Rely on the experience of our consultants, who have been implementing projects for companies in diverse industries for decades. Benefit from their best practices, which will help you discover the best possible support for your company processes through SAP and integrated

IT systems and exploit the potential of current technology and market trends such as big data, mobility, and Industry 4.0.

In Scheer performanceREADY, Scheer GmbH offers the first consistent, process-oriented, all-in-one solution based on functional SAP best practices. With Scheer PAS Business Modeler, our modern and intuitive process management tool from the cloud, we can also create a company-specific model of your processes that represents the binding specifications for the configuration of your chosen SAP solution.

Scheer performanceREADY consists of an industry reference model and preconfigured SAP software. The reference models are based on best practices that Scheer consultants have developed for your particular industry based on their many years of practical experience in diverse projects. The models can be deployed straight out of the box.

This enables Scheer to implement a solution tailored to your needs in short order at a comparatively low cost and minimal risk.

Many companies represent hybrids of different industries and business types. For this reason, Scheer performanceREADY supports various combinations of diverse sectors and business processes. By integrating various components, optional adjustments, and customer-specific features, we offer companies solutions that are tailored to their specific requirements.

To guarantee your investment security and predictability, we'll determine the cost and time frame of your project as soon as the individual enterprise process model has been defined. This enables us to carry out the subsequent implementation at a fixed price.

### Process design for SAP

- BPM focus with process-driven SAP management
- Fast process modeling with Scheer performanceREADY
- Process design harmonized with your SAP applications through redocumentation
- Rapid identification of the business processes required for your SAP project
- Flexible design of integration testing and the management of complex test cases

A tight-knit partnership on a solid foundation: 30 years of experience and trust



Over the past 30 years, we have established a close partnership with SAP. Its success is based on the many joint projects and the personal networks that have been developed between our two companies at all levels.

This close relationship, coupled with our expertise and SAP experience, has resulted in a number of SAP certifications and various SAP partner levels, including SAP Service Partner, SAP Gold Partner, and SAP Technology Partner. In addition, we are a certified SAP partner for the provision of solutions in the areas of managed hosting and application management.

# The components of Scheer performanceREADY

## Industry-specific best-practice processes and ready-made solutions



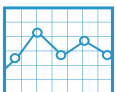
**Best-practice processes  
from Scheer**

Scheer's industry solutions are based on our specific best-practice processes. In addition to performing the classic documentation function, they provide a direct link to SAP software. Transferring the corresponding models into SAP Solution Manager then supports and accelerates the design, implementation, and testing phases. This means that users and specialist departments can navigate from process visualizations to their SAP software and back again during ongoing operations. The process model thus offers the opportunity to document planned processes online.



**Link to demo and  
reference systems  
(cloud) for Enable Now**

Furthermore, the use of preconfigured, industry-specific solutions for process performance management enables not only forecasts, but professional measurement of results, as well. Major improvements can thereby be achieved, such as reduced throughput times; lower associated costs; and improved delivery reliability, quality, and customer satisfaction. After the software in question has been implemented, business processes can be continuously monitored and optimized. It's also possible to keep a close eye on new demands being placed on processes as a result of business changes and meet them effectively with the aid of process governance solutions.



**Preconfigured PPM  
solutions**



**Integrated governance  
solutions**

# Fast, measurable success you can count on

## How you'll benefit



### **Content immediately available to all users**

Immediate access to the process portal for all users – all content is directly retrievable when your project starts



### **Fast project scope definition and document generation**

The ability to generate project documents and process models at the touch of a button saves a tremendous amount of time and money



### **Automated test management**

Automated test management on the basis of preconfigured processes – your path to significant quality improvements



### **Simple process- and role-based training**

Excellent further education and training of your employees through process- and role-based training courses



### **Workflow-supported change management**

Optimized process monitoring and simple implementation of process modifications – preconfigured, workflow-supported change management

# Scheer performanceREADY for your Industry

## Chemical.performanceREADY

The market situation in the chemical industry is characterized by strong cost pressure, increasing raw material prices worldwide, and intense competition.

Acquisitions and mergers are resulting in new major corporations that are forming global production and logistics networks. All these factors need

to be managed appropriately. In addition to standard processes, Chemical.performanceREADY covers the following industry-specific workflows:

- Planning: vertical integration, to-order and contract manufacturing, product development with integrated cost monitoring (time-to-market)
- Production: recipe management, active ingredient manufacturing and handling, paperless handling of chemical manufacturing and packaging
- Quality management: integrated quality assurance, simplified creation of test certificates
- Reporting: cost control / planning optimization in production
- Regulatory requirements: hazardous goods and materials management with a focus on lean generation and administration of the relevant information, batch management and tracing, hazardous materials storage in accordance with German chemical industry association (VCI) recommendations

## Consumer.performanceREADY

Constant price and cost pressure, consolidation in the wholesale and retail sectors, stringent legislative requirements, development of new products for emerging markets, demanding consumers – these are just some of the challenges companies have to deal with in the consumer goods industry.

With Consumer.performanceREADY, companies can deploy a process-oriented SAP solution to significantly improve the performance of all the processes involved in their value chains. The processes covered include the following:

- Sales planning
- Category management
- Global master data management

## Discrete.performanceREADY

Virtually no other industry faces the range of diverse challenges that confront discrete manufacturing. Companies that want to ensure their potential growth in this fiercely competitive market have to demonstrate a high rate of innovation while coping with ever-shorter times to market. Meanwhile, the trend toward product variety is requiring increasingly flexible manufacturing processes.

Luckily, Discrete.performanceREADY provides corresponding support across the board:

- Optimization of material requirements planning and procurement
- Control of complex transport chains and avoidance of capacity bottlenecks
- Synchronization of manufacturing with material availability and capacity
- Optimization of production processes to minimize cost-intensive setup times
- Reduction of the total operating cost of your deployed IT landscape
- Fulfillment of legal requirements in corporate compliance

## Pharma.performanceREADY

The number of generic products on the market is growing due to expiring patents, and the cost-saving measures of health insurance companies are putting huge pressure on margins in the pharmaceutical industry. This calls for strategies to reduce costs while maintaining productivity. Pharma.performanceREADY provides for unique continuity between business and IT and supports your specific processes.

- Realization of complex pharma-specific reporting requirements
- Integration of key processes such as active ingredient manufacturing and handling, third-party business, and recipe management and approval
- Customization of a preconfigured solution through the addition of components from supply chain management, such as supply network planning, vendor management inventories, or detailed planning

## Public.performanceREADY

Digitalization has untold potential to optimize and modernize administration in the public sector. The expectations regarding cost effectiveness, service improvements, and process design are extremely high. With Public.performanceREADY, digital transformation enables efficient processes in public administration:

- Integrated business and fiscal processes for reformed budget execution
- Digitalization of operational and strategic purchasing using the latest cloud technologies
- Student life-cycle management in academia and vocational training
- Cloud-based recruiting processes
- Third-party funds management for mapping complex research projects

## Utilities.performanceREADY

The ongoing liberalization of the utilities sector is constantly presenting new challenges at the national and international levels. The experts at Scheer respond to these challenges with solutions for business process optimization and the implementation of process-oriented SAP systems. Increase your competitive advantage with Utilities.performanceREADY, the preconfigured industry solution that offers optimal process coverage.

- Optimization of energy data management, metering point operation, and energy logistics
- Support for industry-specific supplier processes, especially when switching suppliers (adjustment to GeLi and GPKE requirements)
- Integration of the specific customer processes of energy providers, from quotation to settlement

**Scheer performanceREADY is also available for other industries and topical areas. Contact us to find out more!**



# Legal notice

## **Scheer performanceREADY**

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### **Publisher**

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# About Scheer

Scheer GmbH is the flagship company of the Scheer Group, which operates in various European countries as well as in the U.S.A., Singapore and Australia.

As a consulting and software house with proven process expertise, Scheer GmbH supports companies in the development of new business models, with the optimization and implementation of efficient business processes as well as with the dependable operation of their IT systems. The integrated architecture comprises various consulting solutions and products: it offers dependable solutions for the end-to-end digitization of business models and processes as well as for the implementation of new technologies in digital business. Scheer is the partner of choice for many well-known companies working towards the useful and efficient implementation of SAP and SAP S/4HANA. Furthermore, consulting in the context of the current development of business process management and process mining supports the quality of innovative business model processes.

Customers benefit from high levels of Scheer sector expertise, gained from diverse consulting projects, professional IT implementation and the possibility of having their applications or the entire IT-architecture run and managed in the cloud by Scheer experts.