

RAPID RETURN FROM ENTERPRISE SYSTEMS



Companies can now reap genuine, measurable business benefits from enterprise system implementations faster, more cost-effectively and with more certainty.

Atos Origin's unrivalled experience and expertise is helping companies implement Oracle's eBusiness Suite to achieve dramatic, measurable business benefits. Thanks to our proven Rapid Return on InvestmentSM methodology, companies in all sectors are achieving cost savings, efficiency improvements and other bottom-line benefits.

THE ISSUES

When implementing new enterprise systems organisations have tended to focus on technology. As a result, the changes to business processes and the way people work together to successfully operate a new system are often neglected.

This overriding technology focus has been underpinned by implementation plans where the project objectives are defined in technological, rather than business terms. This takes away an organisation's ability to build awareness and support for the new system where it is needed most – at the sharp end of the business. The overall impact is a lower, less predictable return on system investment.

THE SOLUTION

Atos Origin's Rapid Return on InvestmentSM methodology provides companies with greater visibility on how, when and where business benefits will be achieved. We offer a fast,

comprehensive and predictable Oracle eBusiness suite implementation.

Working closely with you, we will help develop the business case for change and set out the criteria to demonstrate how the defined benefits are achieved.

Through a series of workshops, using hands-on process simulations on a configured Oracle eBusiness Suite environment, we will challenge your finance, supply chain, human capital and customer management functions to identify and quantify business benefits that can be achieved. Next, a detailed implementation programme demonstrates how and when the identified benefits will be realised. This schedule acts as the agent for change throughout the organisation.

We can quickly tailor our best practice models for your organisation to suit individual requirements. These models include solutions designed specifically for companies implementing Shared Services.

RAPID RETURN FROM ENTERPRISE SYSTEMS

"We selected Atos Origin based on the breadth and depth of its resources and on its ability to implement quickly and cost effectively using its RROI methodology for Oracle implementations. Allied's business is expanding rapidly so supplier responsiveness is very important to us. We have also been particularly impressed with the cost and timescales benefits of using Atos Origin's off-shore software development resources."

Kevin Taylor, ICT Director,
Allied Healthcare

About Atos Origin

Atos Origin is an international information technology services company. Its business is turning client vision into results through the application of consulting, systems integration and managed operations. The company's annual revenues are more than EUR 5 billion and it employs over 46,000 people in 40 countries. Atos Origin is the Worldwide Information Technology Partner for the Olympic Games and has a client base of international blue-chip companies across all sectors. Atos Origin is quoted on the Paris Euronext Market and trades as Atos Origin, AtosEuronext, Atos Worldline and Atos Consulting. For more information, please visit the company's web site at www.atosorigin.com

The enterprise system implementation process is driven by business objectives rather than technology. Change management is firmly embedded within the methodology – rather than as a 'bolt on'.

This approach has a 100% track record of success in Oracle eBusiness Suite implementations. We can therefore confidently offer clients a range of payment methods to jointly share the risks and rewards associated with the project. Support is available beyond implementation as we can manage and host enterprise systems.

OUR APPROACH

We take a unique, holistic approach to enterprise solution implementations – covering people, processes and change management – as well as technology. The approach is based upon close collaboration with the client and draws on unrivalled experience and expertise from all industry sectors.

Our experience in implementing Oracle systems is truly unparalleled: we are a leading global implementer of Oracle systems, with one of the largest practices in terms of the number of dedicated Oracle consultants.

THE BENEFITS

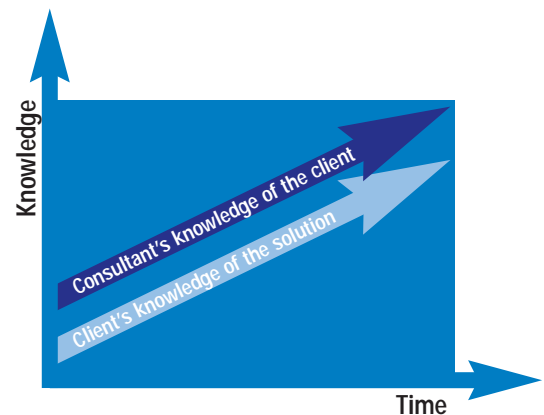
Companies using our Rapid Return on InvestmentSM methodology will benefit from:

- a smoother, faster implementation resulting in quicker access to business-critical information
- reduced cost of implementing the business change
- greater certainty in achieving stated business objectives from the implementation
- the positive effects derived from organisational change, including more productive employees
- increased employee satisfaction, resulting from simpler, more intuitive processes
- better management information to influence business decisions
- a thorough assessment of the impact of new business processes before they are implemented into the organisation
- our extensive experience of implementing Oracle systems across all sectors over a 10 year period.

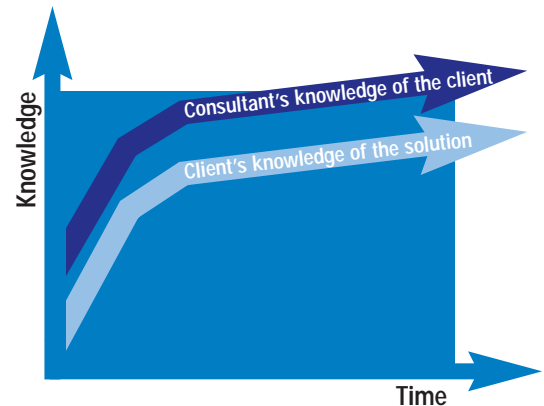
What's more, our Rapid Return on InvestmentSM methodology allows companies to achieve benefits faster, and with more confidence.

METHODOLOGY OF APPROACH

- Atos Origin's approach to implementation cycles typically reduces the time to 'go live' by between 50% to 75%
- this solution takes a client project to a preliminary build (pre-conference room pilot testing phase) in 6 weeks.



ERP Average 12-36 months



RROI Average 6-18 months

NEXT STEPS

Organisations in all sectors can achieve rapid, measurable business benefits from Oracle eBusiness Suite implementations with Atos Origin. For more information about how this solution can improve your company's performance please email oracle.alliances@atosorigin.com or call us on + 44(0) 207 830 4444