

Improved Performance for Finance, Human Capital Management, and Supply Chain Management

The Benefit: Alignment for Financial and Performance Excellence

CedarCrestone's Value Analysis (VA) services accelerate the process of quantifying the value of the initiatives that hold potential for having financial and strategic impact on the organization. Our services provide direction to organizations by aligning information technology initiatives with their overall business objectives and identifying the cost savings and benefits associated with the implementation of leading practice applications. The result is a compelling business case that clearly demonstrates the costs and potential benefits associated with the software acquisition and identifies the applications which provide the greatest impact on the organization.

Key to CedarCrestone's approach is our extensive experience, research and proven methodologies that guide our clients through careful financial analysis of investments using both conventional techniques such as ROI (Return on Investment) and NPV (Net Present Value), and strategy-related approaches that examine value outcomes beyond cost reductions. CedarCrestone's Value Analysis tools, built on cross-industry averages, are used to gather business process information and performance metrics to conduct a "before" technology initiative and "after" analysis of operational costs and savings.

CedarCrestone's Value Analysis services include three service offerings:

- FastValue Workshop
- FullValue Assessment
- Total Cost of Ownership HCM Portfolio Assessment

FastValue Workshop

The FastValue workshop will demonstrate potential cost savings available through the deployment of Human Capital Management, Finance or Supply Chain Management applications, and determine which applications provide the highest return on investment for the organization.

For each of the three operational areas, a FastValue Workshop consists of a one- or two-day on-site event within a five-day program. The workshop is tailored to the needs of the client and may include educational and discovery sessions and/or vendor demonstrations. During the discovery session, CedarCrestone consultants collaborate with the organization's subject matter experts to examine the metrics of the business process and performance measures related to the applications being considered, such as frequency of transactions, average



Company Capsule

Corporate Headquarters:
Alpharetta, GA

Number of Employees:
700+

Partnerships

Oracle

- Platinum Partner
- Specializations
 - Education & Research
 - Healthcare
 - Oracle Database
 - Oracle E-Business Suite Financial Management
 - PeopleSoft Human Capital Management
 - PeopleSoft PeopleTools
 - Public Sector
 - Service-Oriented Architecture
- 2010 Titan Award Winner
- 2008 Titan Award Winner
- Oracle ACE Program

Workday



salaries for key job categories, and other factors. These values and metrics are entered into the Value Analysis tools and are tailored to reflect your organization's current and future state of operations. The deliverable is a presentation of the return on investment likely to be realized from the implementation of the application.

FullValue Assessment

CedarCrestone's FullValue Assessment is typically a two- to four-week engagement designed to help an organization identify the costs, benefits, and architectural considerations associated with adopting information technology solutions related to Human Capital Management, Finance or Supply Chain Management. In the FullValue Assessment, CedarCrestone consultants interview key management, customers, suppliers, and partners to establish a thorough understanding of the current business environment. By using specific client data, CedarCrestone generates a realistic view of the actual return on the investment in new systems. Opportunities are mapped to specific product solutions, and implementation costs and benefits are quantified for the organization.

At the end of the Assessment, recommendations on initiatives that will maximize return on investment will be compiled into a set of deliverables:

- Cost/benefit analysis
- Technology assessment report identifying issues to address for success
- Executive presentation covering business objectives and corporate goals, application blueprint, deployment strategies, and risks.

An optional component includes an assessment of the organization's readiness for change through survey and workshop activities.

Total Cost of Ownership HCM Assessment

By evaluating a new technology against the backdrop of the entire HCM portfolio of systems and applications,

CedarCrestone provides a cost- and value-based view that leads to a more strategic HCM technologies blueprint for the future. The end result is a portfolio that achieves a balance of best practice and optimized return on past and future investments.

CedarCrestone's eight-week TCO assessment program uses four HCM processes as an organizing framework: acquire, develop, manage, and reward talent. Using this framework, CedarCrestone can then accomplish the following:

- Review functionality based on a Benchmark Assessment
- Collect costs for each existing system including initial capital expenses such as software, hardware, implementation, and ongoing expenses including maintenance and upgrades.
- Assess the value contributed to date by each existing system by examining one-time direct savings such as eliminating outdated systems, ongoing direct savings such as headcount elimination, and also soft savings including cost avoidance, productivity savings, and potential revenue improvements.
- Project the incremental cost of any new technology solution in terms of added costs from the new system, such as increased software and implementation costs, increased headcount for administration and maintenance, increased training and user learning.
- Evaluate whether the system will decrease the portfolio costs by enabling decreased headcount through process efficiencies or enhanced reporting and analysis capabilities that lead to new strategic savings.

Through these specialized workshops and assessments, CedarCrestone provides your organization with the information to justify technology expenditures that gain executive support and resource commitment throughout the organization.

CedarCrestone: Turning Software into Solutions

Analyze • Strategize • Design • Implement • Deploy • Upgrade • Manage • Optimize • Host

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About CedarCrestone

CedarCrestone delivers industry-focused client success by providing consulting, technology, and managed services for the deployment, management, and optimization of Oracle applications and technology.