

Business Process Optimization (BPO)

“Improve your business processes. Generate better returns on your investment.”

One of the greatest factors contributing to unsuccessful or sub-optimal ERP installations is the misalignment of business processes to the ERP tool. In many cases, inefficient processes and practices were replicated into the ERP solution. ABeam Consulting has demonstrated that successful, return-generating ERP implementations are those that concentrate on the marriage of the ERP tool with streamlined business processes. The activities within ERP and those within the organization’s business processes should always be consistent.

Benefits of Business Process Optimization

Most organizations think in a functional, departmental manner. Organizations that are differentiating themselves and establishing true competitive advantages think in a process-centered approach. This approach transcends departments. When an organization truly applies a business process mentality, value threads will emerge that were not previously evident and the organizational structure will change.

When a company engages process improvement, benefits abound. ABeam Consulting’s Business Process Optimization Offering enhances those benefits:

- Target and resolve a specific business process or multiple business process issues within/across organizations

Business processes are the centerpiece of business strategy. Companies can no longer define themselves in terms of their products; they must instead define themselves in terms of their key business processes. A company’s processes are among its most precious assets and when managed and maintained, they will deliver exponential return generating value.

- Allow common processes to be defined and extended globally, enhancing productivity, competitive advantage and information flow
- Align business processes and ERP to the organization’s strategic objectives, eliminating the typical, misaligned business environment
- Drive the identification and measurement of *valid* key performance metrics and improvements to those metrics
- Use best practice concepts to transform the organization and generate business process centering, not activities within functional silos
- Eliminate non-value added sub-processes and activities, improving cycle times and customer service levels across the organization
- Drive a “quality” mentality in every area and department, transcending to a company’s products and relationships with customers and vendors

ABeam Consulting’s Business Process Optimization Approach

ABeam Consulting uses a simple yet thorough approach to Business Process Optimization. Continuous refinements have made our approach adaptable and efficient for one or numerous business processes that have been

ABeam Consulting (USA) is the rapidly expanding North American operation of a global management consulting firm which employs more than 2400 professionals world wide. We provide business performance consulting services that integrate business strategy, business process design, information technology enablement, outsourcing, organizational performance and program / project management solutions to our clients. We do not simply transfer global “best practices” from a “top down” perspective, but work to discover the “true” needs of our clients. By providing successful solutions which incorporate change management and different levels of the organization, we deliver sustainable business results.

For more information about ABeam Consulting’s capabilities, services and industry expertise, call 972-929-3130 or visit www.abeam-usa.com.

identified for improvement. Our approach is based on three major activities that cascade into the individual activities of a BPO engagement:



To be successful, we also understand how vital it is that the optimization of business processes be accounted for in a company's existing or pending ERP system. The business processes and the ERP tool must be in harmony to avoid the common pitfalls of unsuccessful installations.

A thorough understanding of both the ERP tool *and* business processes is necessary to optimize your solution. ABeam Consulting's consultants have that knowledge and are business and industry professionals averaging over 10 years of experience in high level positions. They also have extensive expertise in one or more ERP packages with over 4 years of hands-on experience.

Dependent upon the industry, our BPO engagements focus on optimization objectives that typically yield some of the following results:

- Reduced inventory
- Improved customer service
- Reduced procurement costs
- Reduced obsolescence and scrap
- Improved collections
- Reduced logistics and transportation costs
- Increased working capital

Regardless of where your company is on the process optimization continuum, ABeam Consulting welcomes the opportunity to help you achieve your goals.