



MIBCON Business Accelerator

Presales Handbook – GROW with SAP

Presales Handbook

Efficiency in Presale Phase

1

SAP Activate Methodology

5

Benefits

2

Phase Discover – Tools

6

Conclusion

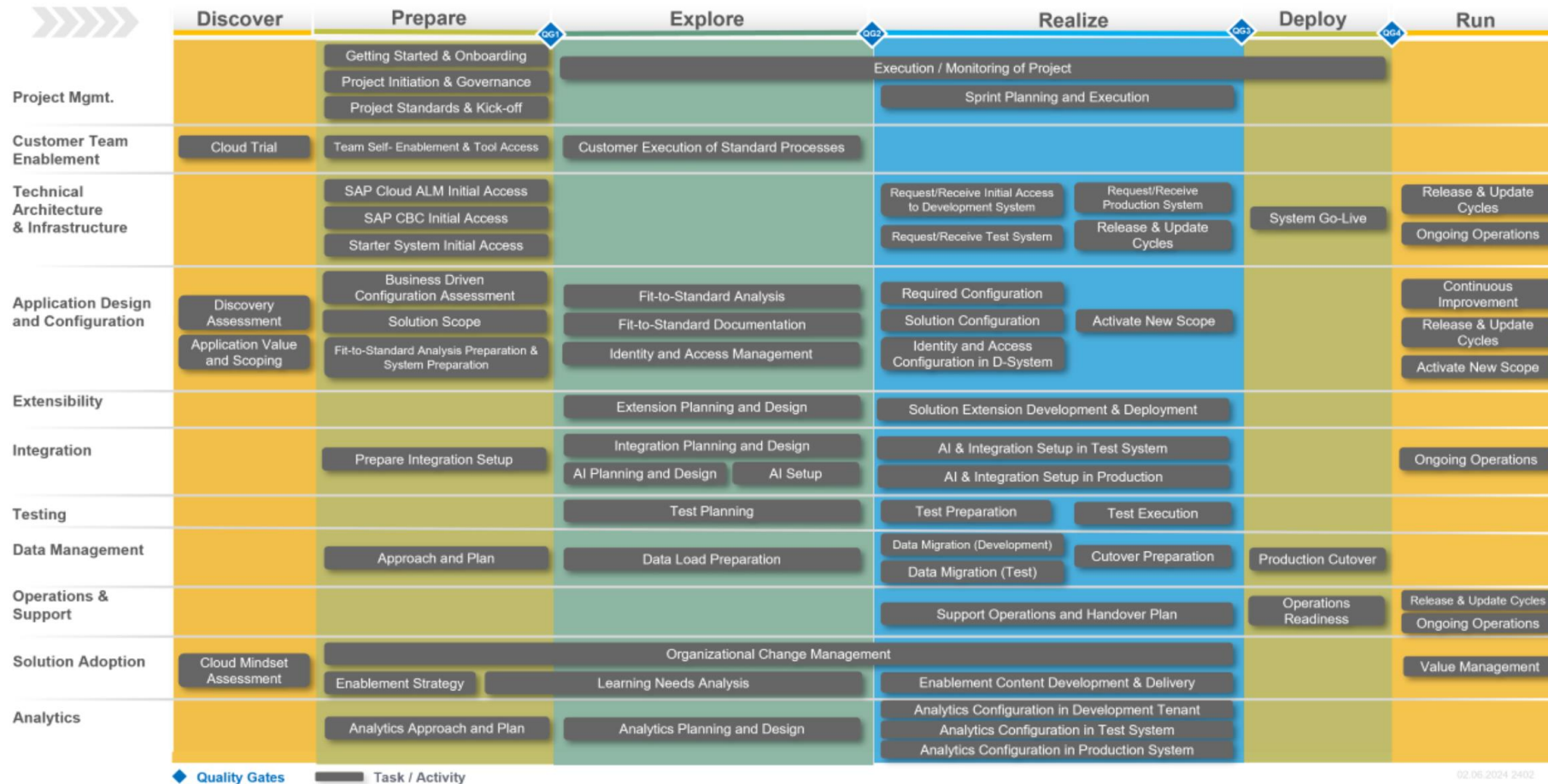
3

Pyramid – Outputs from DDA

4

Activity Roadmap

SAP Activate Methodology





Use

Discover Phase Tools



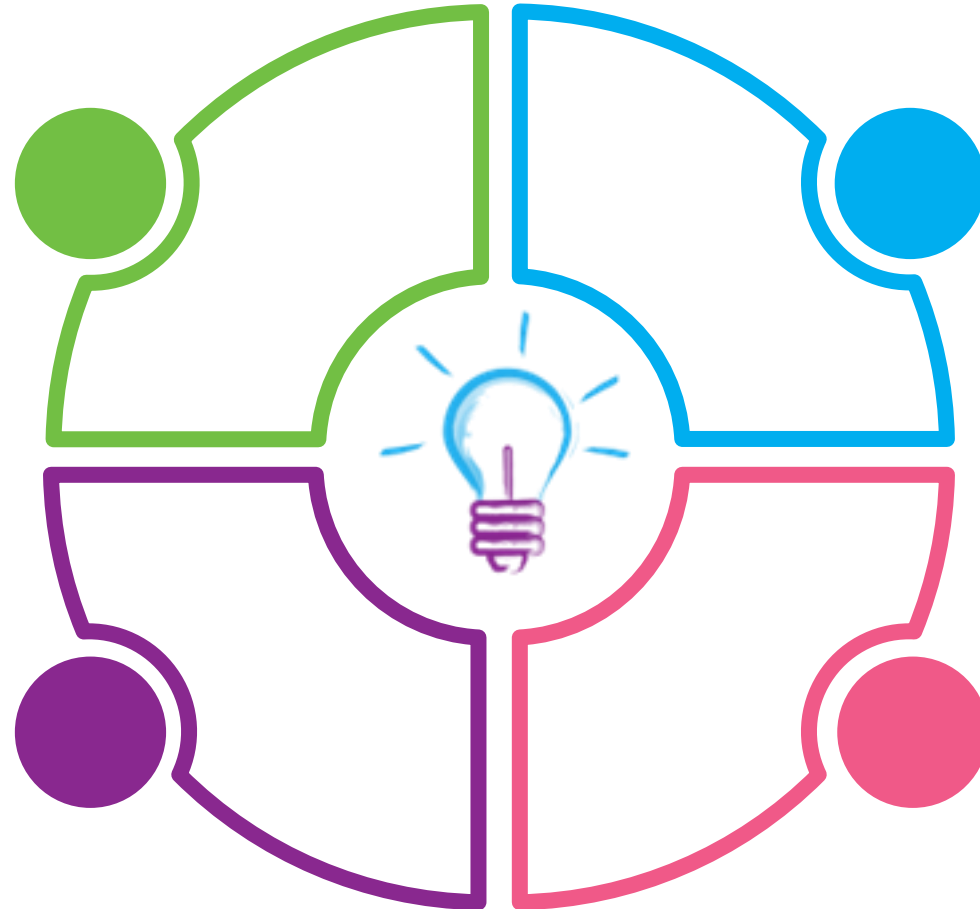
Phase Discover - Tools

Cloud Mindset Assessment

- Determining readiness to move to the cloud
- Identification of bottlenecks
- Accepting the change

Cloud Trial

- Customer can explore the system without prior commitment



Value & Scoping

- Identification and definition of key areas for the enterprise

Digital Discovery Assessment

- Mapping of needs
- Identification of areas for improvement
- Design of the solution
- Implementation strategy

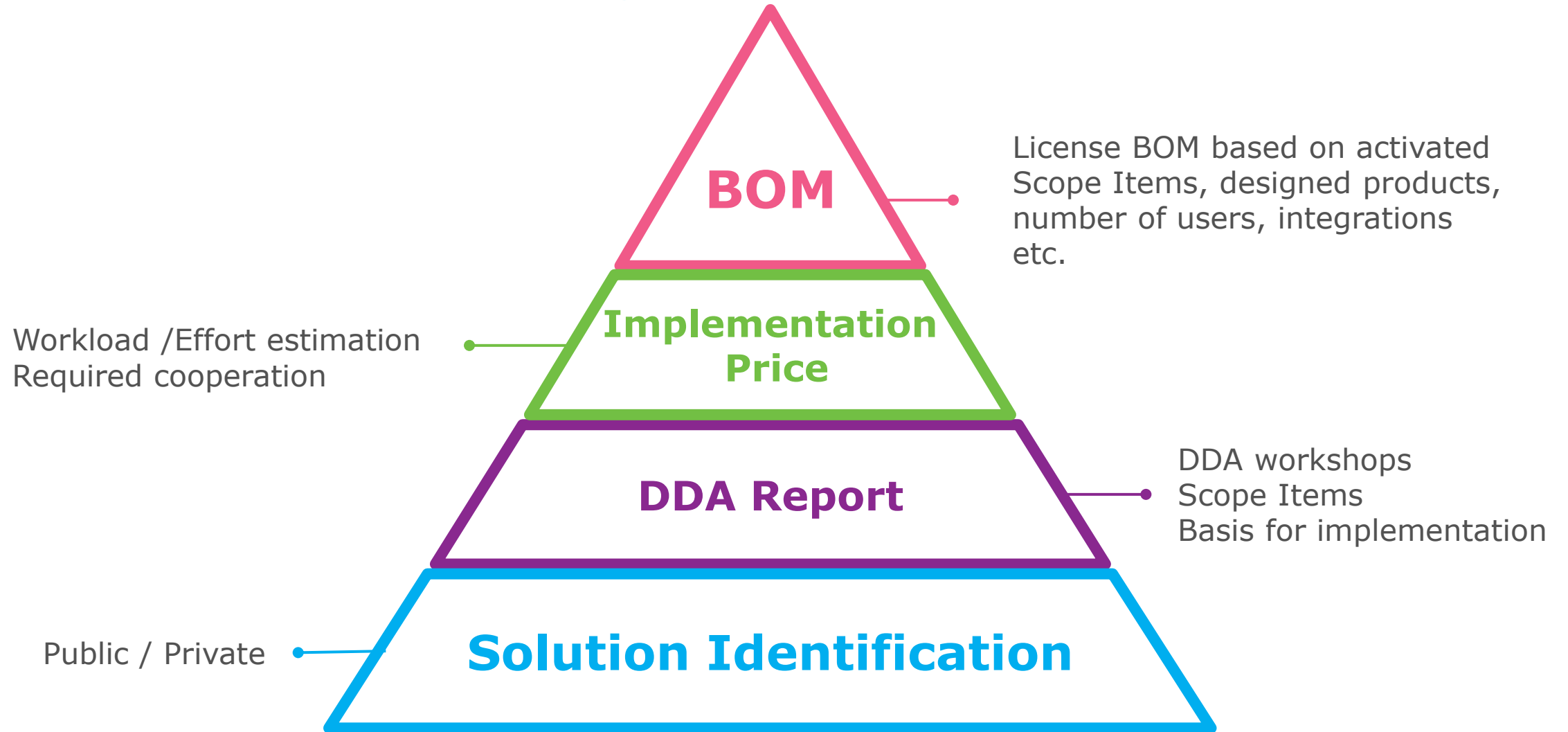


Build

Outputs from Digital Discover Activities



Outputs from Digital Discover Activities





Work

Activity Roadmap



Activity Roadmap

Customer Cooperation and Targets



Targets and Strategy

General meeting
C-level management



Cloud Readiness

Cloud mindset
assessment /
Evaluation



Scope of the Solution

Workshops with
key users / DDA
tool processing



Design of the Solution

Presentation of
outputs from
workshops/
Validation



Proposal

Confirmation
meeting / Price
quotation
(subscription
and
implementation)



Enjoy
Benefits



Benefits

1

Methodology

Efficient approach to select right solution

2

Scope

Understanding of specific needs / scalability, managed steps

3

Price

Cost predicability, transparent proposal

4

Implementation

Faster and more efficient implementation with success



**BEST
PRACTICE**

Conclusion

Conclusion

- Don't be afraid of change
- The product has high quality and business coverage
- SAP Activate Methodology is very well prepared
- Cloud is not a danger, but opportunity
- MIBCON had a chance to try it out many times
- **Confirmed, it works !!!**



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