
ERP

Plan, Manage and succeed

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Agenda



Introduction

- Guest Speaker Profile
- BearingPoint, who we are !?
- ERP (Definition, benefits & Integration)

Organization strategy / ERP strategy

ERP Planning

ERP Implementation

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Discussion

ZAHRA SALAMEH

Enterprise Solutions- SAP Manager

Zahra Salameh: A profile



Education:

- B.Sc - Computer Science & Mathematical Statistics, with a double major in Accounting
- MBA with consulting project on “Role of IT in BPR”
- PhD. (in progress)

Experience:

- ***17 years of experience in Business Information Technology (career path as a programmer, EDP Manager, MIS, Consulting manager, ERP project manager, solution leader.)***
- ***Main experience as Program Management/ project management (SAP/ PeopleSoft / Business projects)***
- ***Currently working as a Solution Manger responsible for the development and marketing of Enterprise Project Management Solutions (methodologies, tools, project office, Process standardization and improvements, Project Management Compliance ...etc)***
- ***Working for BearingPoint for the last 4 years with previous experience in other consulting firms.***
- ***ASAP certified. PMI member, certification in progress.***

BearingPoint Historical Overview



- **BearingPoint has more than 100 years of experience behind the services and solutions we offer to our clients.**
- **On February 6, 1997, KPMG Consulting was reorganized into a distinct operating unit of KPMG, LLP, and on January 31, 2000, we completed the separation from KPMG LLP and began operating as KPMG Consulting, LLC and.**
- **Our Initial Public Offering of KPMG Consulting, Inc. on the NASDAQ (Symbol: KCIN) was launched on February 8, 2001. On October 2, 2002, KPMG Consulting announced its new name and made the global transition to BearingPoint.**
- **On October 3, 2002, BearingPoint moved to the New York Stock Exchange and began trading under the symbol BE.**

Company Profile



BearingPoint means

“helping our clients set direction to achieve end results”

- **BearingPoint provides business consulting and systems integration to Global 2000 companies and government organizations.**
- **More than 16,000 professionals in 39 countries.**
- **More than 2,100 leading clients around the globe.**

About BearingPoint



As business advisors and systems integrators, we bring our clients' business and systems into alignment, resulting in business empowerment.

Business empowerment means:

- Sharing what we know, to our clients' advantage
- Finding new, innovative paths and guiding our clients to them
- Taking a flexible approach and providing the tools our clients need to make the next leap forward
- Doing whatever it takes to achieve end results that create enterprise value for our clients

Our Value Proposition

Get-It-Done Culture



- **R²I[®] Rapid Return on InvestmentSM**
- **Enterprise Value Creation**
- **Industry and Solution Templates**
- **Knowledge Transfer**
- **Broadband Solution Centers**
- **Collaborative Delivery Framework**



- **Industry Experience: 12 Years on Average**
- **Nearly 50 Alliances with Technology Leaders**
- **39% Graduate Degrees Among Leadership**
- **Relationships—90% Rating: “Easy to Work With”[†]**

We get the job done for our clients by doing *whatever it takes* to deliver on our promises.

Primary Client Benefits:

- **Reduced Risk**
- **Faster Deployment**
- **Certainty of Outcome**
- **Accelerated Return on Investment**
 - Process Improvement
 - Cost Reductions
 - Productivity Gains

- **100% Retention of Top 50 Clients^{††}**
- **95% Retention of Top 150 Clients^{††}**
- **93% Rating: “Trustworthy”[†]**

[†]Survey of 260 BearingPoint clients

^{††} FY02



Business and Systems Aligned. Business Empowered.™

For more information Visit: www.bearingpoint.com

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