Accenture Enterprise Services for Energy

Delivering high performance in enterprise resource planning

High performance. Delivered.
A study by the Accenture Institute for High Performance Business revealed that enterprise systems can lead to better financial performance. They can improve an organization’s ability to create distinctive capabilities, optimize business processes, analyze system data more effectively and deploy insights to make better business decisions.

Our research also reveals that high-performance businesses see information technology as a strategic asset for driving operational excellence and competitive advantage. But implementing these systems is not always easy. Enterprise services are underpinned by sophisticated and powerful technology. To take full advantage of their investment and realize their efforts to build high-performance businesses, energy companies need to have in-depth technological understanding and possess strong implementation capabilities.
Achieving high performance with Accenture's enterprise service and capabilities for energy

Drawing on our industry knowledge and years of experience implementing enterprise resource planning (ERP) systems, we have developed the Accenture Enterprise Services for Energy. This links industry-leading processes into a preconfigured ERP solution tailored to the needs of the energy industry.

Our solution is implemented using Accenture's process-led ERP implementation approach for energy and built on the latest technology. Packaged with complete business process documentation and a range of tools, methods and templates, our solution also has live systems specifically developed to speed up implementation. It can help to overcome the challenges of off-the-shelf enterprise systems that may not adequately reflect unique energy sector processes. Accenture's preconfigured solution is:

- Built on the latest SAP® technology.
- Based on industry-leading business processes.
- Equipped with industry-specific documentation to accelerate implementation.
- Capable of providing upstream, gas and downstream specific approaches.

Accenture’s ERP capabilities enable faster, better-informed decisions that help energy companies achieve high performance. Our solution can help deliver high-quality results quickly and cost effectively and can be applied across various ERP initiatives and services such as:

Business diagnostics including:
- Capability assessments.
- ERP health checks.
- Scope discovery.
- ERP solution component selection.
- Developing business cases.

Services including:
- Process-led ERP for greenfield or brownfield implementations, consolidation and upgrades.
- Application management and outsourcing.
- Advanced and emerging solutions.

Our ERP solution helps energy companies maximize the strategic potential of their enterprise systems. Based on our extensive industry knowledge, readily usable assets and proven ERP strategies, processes and technologies, our solution provides significant business advantages, including:

Fast, efficient delivery of results

Delivery time frames can be reduced by up to 50 percent depending on company size and the complexity of its needs. And the effort required to deliver results is minimized as part of the overall process.

Industry-leading processes

Industry-leading processes derived from more than 20 years of working with energy companies, drive our solution that focuses on the distinctive capabilities that generate sustainable value in the industry.

Flexible, cost-effective results

Flexible options, such as a subset of modules, and streamlined development reduce costs and the number of workdays required for implementation.

Low-risk implementation

Our preconfigured solution provides predictable outcomes.
Accenture’s service includes a comprehensive set of flexible services to align with a company’s specific ERP needs for today, and well into the future:

Business diagnostics
Our ERP business diagnostics includes:

- A capability assessment toolset, which can significantly assist any business transformation while helping assess the scales of mastery across functions.
- An ERP health check aimed at comparing current ERP solutions and practices against industry leading practices to help realize value from existing ERP investments.
- Scope discovery, which becomes the logical outcome of the capability assessment and health check.

The business diagnostics culminates in the formulation of a business case.

Process-led ERP implementation
Our energy clients may have new business innovation capital-build projects to meet specific business growth objectives or process improvement objectives and need a business process-led ERP implementation (either greenfield or brownfield). In such cases, our implementation accelerators, such as business process design documents, configuration rationales, test scripts or training materials, not only help to speed up new implementations but can also reduce costs and minimize risk.

Consolidation and upgrades
Our energy clients want to reduce the total cost of ownership (TCO) and improve the maintenance and supportability of the ERP solution, and also clean up custom solutions on ERP with a standard out-of-the-box latest version of an ERP solution and consolidate heterogeneous ERP systems. Technical and functional upgrade solutions are offered. The consolidation challenges are supported beyond regular ERP solution components with architecture models, migration tools and accelerators. Our innovative upgrade approach can accelerate a typical upgrade initiative, streamlining the process, helping to maximize new capabilities and speed implementation. Examples of implementation accelerators include:

- Integration and user acceptance test scripts.
- Deployment templates and checklists.
- Industry-specific report interfaces, conversions, extensions, forms and workflow (RICEFW) inventory.

Advanced and emerging offerings
Energy industry-specific, preconfigured solutions can support the expansion of an ERP footprint. These solutions include a preconfigured manufacturing intelligence solution built on the latest SAP Manufacturing Integration and Intelligence (MII) technology. The analytics offering spans across:

- Excelcius dashboards.
- Hyperion and pre-configured business intelligence information cubes for cross industry.
- Microsoft Analytics suite.

Mobile solutions are emerging as a key enabler of business process change across an enterprise and are a C-suite imperative. Another solution based on SAP’s Sybase technology consists of mobile asset management along with enterprise asset management.

Application management and outsourcing
We provide cost-effective application outsourcing through the Accenture Center of Excellence for Energy in Bangalore. Our experienced team makes the best use of our industry knowledge, proven methods, functional capabilities, alliances and technology to produce tangible results, including reduced total cost of ownership and improved operational efficiency.

Managed services
We have on-demand preconfigured capabilities for clients typically in the mid-market space; the managed service expands across all applications to support a full business transformation model, with an intent to rationalize clients’ application portfolios via emerging cloud concepts and leverage an offshore support model and best of breed software-as-a-service (SaaS) solutions.
Accenture's Energy Business Process Management (BPM) Program helps to enable high performance by driving excellence in all processes. The program provides a portfolio of process-related assets such as logical operating models, industry process models, key performance indicators, role descriptions and capability maturity descriptions. The asset-driven approach enables faster, low-risk, more cost-efficient and leading practice-driven delivery.

The Accenture Center of Excellence for Energy in Bangalore, part of the Accenture Global Delivery Network comprising more than 13,700 staff, supports the BPM program, including the development and management of industry process reference models. The center offers a comprehensive range of services that include management consulting, system integration and outsourcing.

We have strong capabilities that can support the entire value chain from upstream, gas, refining, marketing, supply chain, oil sands and oilfield services. Leveraging our experience, technology capabilities and a global delivery model, we support the full project life cycle from India. Currently hosting ongoing work for more than 10 global and local clients, the center offers energy companies significant value and insight, including:

**Experienced personnel**
Our team comprises more than 700 people with strong energy industry know-how who are among India’s most talented business and technology professionals.

**Leading technology**
The center’s broad technology capabilities include application design and maintenance, upgrades, testing and training material development and expertise in:

- SAP-IS Oli.
- SAP ERP Operations – Procurement and Supplier Relationship Management.
- SAP ERP Operations – Planning, Logistics Execution and Supply Chain.
- SAP ERP Operations – Sales, Service and Customer Relationship Management.
- SAP ERP Analytics and Business Intelligence.
- SAP ERP Financials.
- SAP ERP Human Capital Management.
- SAP-Process Integration (Netweaver).
- SAP Manufacturing Integration and Intelligence (MII).
- SAP Sybase Unwired Platform (SUP).

**Certification achievement**
Our experienced team focuses on standard operating models and proven delivery methods that enable high-quality, low-risk implementations. Our certification credentials include: CMMI Level 5, PCMM Level 5, BS7799, eSCM Level 3, SAS 70 Type II, ISO 27001 and BS15000.

**Managing integrated information systems**
Accenture uses Architecture for Integrated Information Systems (ARIS) as a tool for the design and management of business processes modeling. ARIS can be used to provide outputs that help manage related items such as user roles, organizational units and system interfaces. It also acts as a database, tracking relationships between business objects with the capability to relate processes and to integrate with other tools. ARIS products cover every phase of a business process modeling project—from strategy definition and process design to transferring the models into host IT systems and monitoring process execution. Accenture has leading practices and a proven methodology for projects using ARIS to help plan, analyze, design, build and deploy ARIS/SAP integration across an organization.
Collaborating with a technology leader

Our ERP solution for energy rests on a strong foundation in SAP proven practices that reflects Accenture’s 20-year track record of success working across the energy industry. We are proud of our strong and longstanding SAP alliance. We focus on developing integrated processes and services that sustain business improvements and enable a solid return on technology investment.

Accenture delivers more than 1,500 cross-industry SAP implementations every year—from straightforward implementations to large-scale transformational change programs—that our global team of 34,000 SAP practitioners focuses on each year—more than any other systems integrator.

Understanding enterprise systems

Accenture conducts regular research into various aspects of using enterprise systems to drive high performance. Some of the recent highlights include:

• **Enterprise Systems Find the High-performance Spotlight.** About three-quarters of surveyed companies report greater-than-expected revenue after implementing enterprise systems. The results show that financial success depends on factors such as effective planning and prioritization of enterprise system initiatives, the ability to manage enterprise systems as an ongoing program and a willingness to approach systems from a long-term perspective.

• **Using Enterprise Systems to Gain Uncommon Competitive Advantage.** Top-performing companies realize significantly more value from their enterprise systems than do their less successful counterparts. High performers routinely emphasize three primary activities in their approach to enterprise systems: integrating the organization, optimizing business processes and analyzing system data to improve decision making.

• **New Growth from Enterprise Systems: Achieving High Performance through Distinctive Capabilities.** High performers excel at getting the most value from their ERP systems. These characteristics give them greater advantage when times are challenging, and position them for growth when times are good. By mastering and applying the lessons of these ERP exemplars, other businesses can likewise achieve greater insight into operations, accelerate ongoing systems integration and cost containment, become more agile and streamlined, position themselves for growth and place themselves on the path to high performance.

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Enterprise performance management (EPM) is an essential part of high performance. As the management adage puts it: “You can't manage what you don’t [or can’t] measure.”

Done right, EPM—typically a finance function—gives executives the information they need to run their businesses. But Accenture’s vision for EPM, based on extensive experience and research, goes beyond these expectations. It encompasses the capabilities required to back faster, more insightful management decisions and optimize business performance across the entire organization. Our vision includes: governance for a holistic view of enterprise performance; business intelligence for thorough analytics; and enterprise information management for data integration. At Accenture, this broader vision is called “advanced” EPM.

Today, more than ever, advanced EPM is within reach of SAP users. The integration of SAP Business Objects applications and technologies is enabling organizations to extract data and interpret key insight to better understand and drive enterprise performance. This is key if organizations are to gain the increased insight needed to set a strategy, plot targets against it, create plans to hit its targets and analyze the results so they can continually adapt to new market conditions and opportunities.

The Accenture Enterprise Services for Energy complements the Accenture Advanced Enterprise Performance Management Solution by providing the underlying transactional and master data. It specifically focuses on EPM to help energy companies take advantage of their enterprise systems to better identify and manage the drivers of high performance.
About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with approximately 261,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world’s most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US$27.9 billion for the fiscal year ended Aug. 31, 2012. Its home page is www.accenture.com.

Contact Us

For more information or the opportunity to discuss how Accenture can help with an ERP implementation and any associated challenges, please send an e-mail to energy.erp@accenture.com.