Accenture Enterprise Services for Mining

Delivering high performance in enterprise resource planning

High performance. Delivered.
An innovative, comprehensive and proven approach that helps mining companies accelerate enterprisewide business value to achieve high performance.
The mining industry faces unique levels of process complexity, which make the deployment of enterprise resource planning (ERP) and associated solutions challenging. Key issues include:

- Consolidation and pricing power.
- Changing cost structure.
- Declining reserve and quality.
- Volatile demand and supply situation.
- Supply and demand shifting from West to East.
- Speculative forces.
- Sustainability and negative public perception of industry.
- Absence of integrated IT systems across the value chain.

The successful deployment of ERP solutions for mining companies requires a deep understanding of mining industry-specific requirements and how they can be addressed and modeled within an ERP solution.

The Accenture Enterprise Services for Mining is an innovative, comprehensive and proven ERP solution that accelerates enterprisewide business value for high performance. The solution (see Figure 1)—which is Accenture’s industrialized approach to ERP—has been developed based on many years of experience working with some of the leading mining companies in the world and provides a large number of industry-specific configurations and/or enhancements to core ERP functionality that enable mining companies to address their requirements. With our enhanced, complementary offerings and a fast delivery time frame, our mining-focused approach can be aligned quickly with your unique requirements for fast results.

The solution links Accenture High Performance Business research, industry-specific leading business processes and key performance indicators with a preconfigured ERP platform. The solution is also integrated to shop floor manufacturing execution systems and plant automation devices, based on the latest ISA-95 standards—providing complete plant to business integration.

The Accenture Enterprise Services for Mining can be leveraged at all stages of the application life cycle, from analysis and design through implementation and support.
Selection of mining companies that have used the Accenture Enterprise Services for Mining:

- Anglo American
- Foundation Coal
- Freeport McMoRan
- Impala Platinum
- Newcrest
- Vale
- Xstrata Alloys
- Xstrata Coal
- Xstrata Nickel
- Vedanta KCM
Meeting your enterprise needs

The Accenture Enterprise Services for Mining is a patented framework and set of deliverables that industrializes all aspects of an ERP program and related business services, providing leading practices and technology capabilities for mining companies, including:

- Improved capabilities for Trader’s and Scheduler’s Workbench (TSW) to manage the complete transportation/shipment planning and managing outbound logistics, including vessels and voyages.
- Pre-configured, end-to-end scenarios for mining and mineral processing for copper, coal, iron and others, including traceability of contained metal throughout the value chain.
- Advanced capabilities such as multi-resource scheduling, remote logistics management and other functionalities supported by SAP Enhancement Pack 5 (EHP5).
- Leading-practice model options for product costing in terms of costing flows, evaluation levels and allocation rules.
- Strong product- and role-based analytics solution linked to business process management and enabled through SAP Business Objects (BO). This solution includes key performance indicators that drill down to asset management, production, cost of production, financials, safety and sustainability.

The three components of the solution—knowledge capital, implementation accelerators and Accenture building blocks—provide all the assets needed for a high-value, lower cost, end-to-end ERP program.

Knowledge capital
Knowledge capital comprises:
- Mining industry-specific process models.
- Detailed process design documentation.
- Process flow diagrams in ARIS or Visio format.
- Leading practice definitions.
- Capability assessment models.
- Key performance indicators.
- Job/role definitions.

Implementation accelerators
Implementation accelerators are prepackaged materials and documentation to help clients get to a common, global design quickly and effectively. They include:
- Full engagement process documentation.
- Workshop materials.
- Position papers on hierarchy and master data definition.
- Prebuilt training and testing materials.
- Data conversion objects.
- Work plans and cutover checklists.
- Industry-specific object repositories.
- Test/user scripts.

Accenture building blocks
Accenture building blocks are industry-specific configurations and/or enhancements to core ERP functionality. Based on the latest ERP technology, these building blocks enhance the existing standard ERP software from vendors to address the complex requirements of mining companies.
Flexible, end-to-end portfolio of services to meet your business needs

The Accenture Enterprise Services for Mining includes a robust, end-to-end portfolio of services that address a range of business needs across the application life cycle, from core business transformation for new ERP customers to advanced capabilities for existing ERP-enabled companies (see Figure 2). Mining companies around the world have already used the Accenture Enterprise Services for Mining to help them achieve a variety of business objectives tailored to their unique needs.

Consolidate disparate application environments
Increase performance and business visibility with standardized processes; increase efficiency and reduce cost through reduced complexity.

Generate more value from existing ERP
Extend the value of your enterprise system investments with the latest practices for business intelligence, supply chain management, supplier relationship management and pricing without lengthy implementation time frames or expensive customization.

Accelerate business mergers, acquisitions and divestitures
Streamline the integration of multiple ERP systems into a comprehensive system that will deliver business value while maximizing new capabilities and smartly rationalizing your company’s existing ERP solution, or rapidly stand up new enterprise systems to support business spin-offs.

Long-term cost and performance management
Leverage Accenture’s industry expertise, functional capabilities, alliances and technology to produce tangible business results on an ongoing basis.

Figure 2. Solution capabilities and toolsets.

The solution set spans core and advanced capabilities along with a robust diagnostic toolset to evaluate current and future needs and align to business value.

<table>
<thead>
<tr>
<th>Implementation services</th>
<th>Upgrades and consolidations</th>
<th>Managed services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Business diagnostics</strong></td>
<td><strong>System diagnostics</strong></td>
<td><strong>Software selection</strong></td>
</tr>
<tr>
<td>• Capability assessment</td>
<td>• Scope discovery</td>
<td>• Business case</td>
</tr>
<tr>
<td>• ERP health check</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Enterprise services</strong></td>
<td><strong>Analytics</strong></td>
<td><strong>Sustainability</strong></td>
</tr>
<tr>
<td>• Global trade services</td>
<td>• Software-as-a-service: SAP Business By Design</td>
<td></td>
</tr>
<tr>
<td>• Plant integration</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Pricing optimization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Mobility</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Core solutions</strong></td>
<td><strong>Supply chain management fulfillment</strong></td>
<td><strong>Planning and service management</strong></td>
</tr>
<tr>
<td>• Financials and corporate services</td>
<td>• Product development and marketing</td>
<td>• Human resource capital management</td>
</tr>
<tr>
<td>• Procurement and supplier relationship management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Sales, service and customer relationship management</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Accelerating business value

The solution helps mining companies maximize the strategic potential of enterprise systems. Built on Accenture’s 30 years of industry and technology experience, the Accenture Enterprise Services for Mining accelerates time to value and provides a path to high performance. Key benefits include:

Speed to value
ERP delivery time frames can be substantially reduced by as much as 50 percent.

Leading processes
Industry-leading processes minimize the need for complex ERP customizations. The result is business value right out of the box—and up to an 80 percent solution for new implementations.

Quality and cost-effectiveness
Realize better quality and reduce cost through flexible service options and streamlined development approaches.

Low-risk implementation
Our preconfigured approach scales easily for large enterprises and leverages pretested, proven components.

Flexible commercial arrangements

The solution is delivered and maintained by Accenture ERP professionals from around the world, including the Accenture Mining Center of Excellence in India. The center offers mining companies significant value and insight.

Smart, experienced and collaborative people
Our collaborative team includes many of India’s most talented technology and business process professionals.

Accelerated delivery with leading technology and ERP know-how
The center focuses on application design and maintenance, localization development, upgrades, data conversion, testing and material development services. In addition, the center works with leading pricing tools such as Vendavo and pVelocity and cutting-edge manufacturing integration and visualization technologies including SAP MII.

Proven ERP experience
The center team has expertise in SAP ERP ECC, SAP Supplier Relationship Management, SAP Customer Relationship Management, SAP Advanced Planning & Optimization, SAP Business Intelligence (Business Warehouse and Strategic Enterprise Management) and SAP NetWeaver. In addition to the above, the team also has capabilities in the latest release of Oracle E-Business Suite Release 12 for select scenarios across modules/areas like Order to Cash, Configurator, Record to Report, Inventory and Procurement.

Proven Accenture SAP and Oracle delivery methodology
The center team uses the Accenture Delivery Methods for SAP and Oracle. These methods use industry-standard terminology and provide proven project management approaches that help clients meet Capability Maturity Model Integration (CMMI) Level 3 and International Standard Organization (ISO) 9000 requirements. In addition, these methods include robust, tailored estimators that drive accuracy in pricing and timing for our projects.

The Center of Excellence is part of the Accenture Global Delivery Network, which is the largest and most diversified delivery network in the world. It offers a wide array of services in systems integration, application outsourcing, infrastructure outsourcing, technology consulting and business process outsourcing.

With more than 50 centers and more than 130,000 skilled people around the world, the Global Delivery Network provides a wide spectrum of industrial-scale, cross-industry services combined with industry-specific knowledge. As a pioneer in global delivery, we serve more than 2,100 clients worldwide from this network. Our Global Delivery Network brings:

- Reliable, predictable and high-quality solutions.
- Quality processes and operational excellence.
- Reduced risk in business continuity.
- Broad and flexible options for changing business needs.
- Timely delivery and lower-cost solutions.
- Convenient and accessible locations.
- Cultural and language sensitivity.

The Accenture Enterprise Services for Mining can be delivered on a project basis or as a managed service. Our turnkey managed services address all aspects of the implementation and support with flexible commercial options, leveraging the latest in cloud computing technologies, capabilities and associated benefits.

Drawing on a foundation of excellence

The solution helps mining companies maximize the strategic potential of enterprise systems. Built on Accenture’s 30 years of industry and technology experience, the Accenture Enterprise Services for Mining accelerates time to value and provides a path to high performance. Key benefits include:

Speed to value
ERP delivery time frames can be substantially reduced by as much as 50 percent.

Leading processes
Industry-leading processes minimize the need for complex ERP customizations. The result is business value right out of the box—and up to an 80 percent solution for new implementations.

Quality and cost-effectiveness
Realize better quality and reduce cost through flexible service options and streamlined development approaches.

Low-risk implementation
Our preconfigured approach scales easily for large enterprises and leverages pretested, proven components.
Proven experience and a strategic approach

The broad scope and innovative thinking behind the Accenture Enterprise Services for Mining is rooted in Accenture’s deep global mining industry experience. We approach our work in the mining industry as a trusted teaming partner committed to your vision of high performance. Working closely with you, we take a total view of critical initiatives, remaining mindful of the interplay of people, process and technology for success. Focusing on strategy and execution, we work with your company to translate insight into complete solutions for lasting value and to position for high performance over the long term.

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.