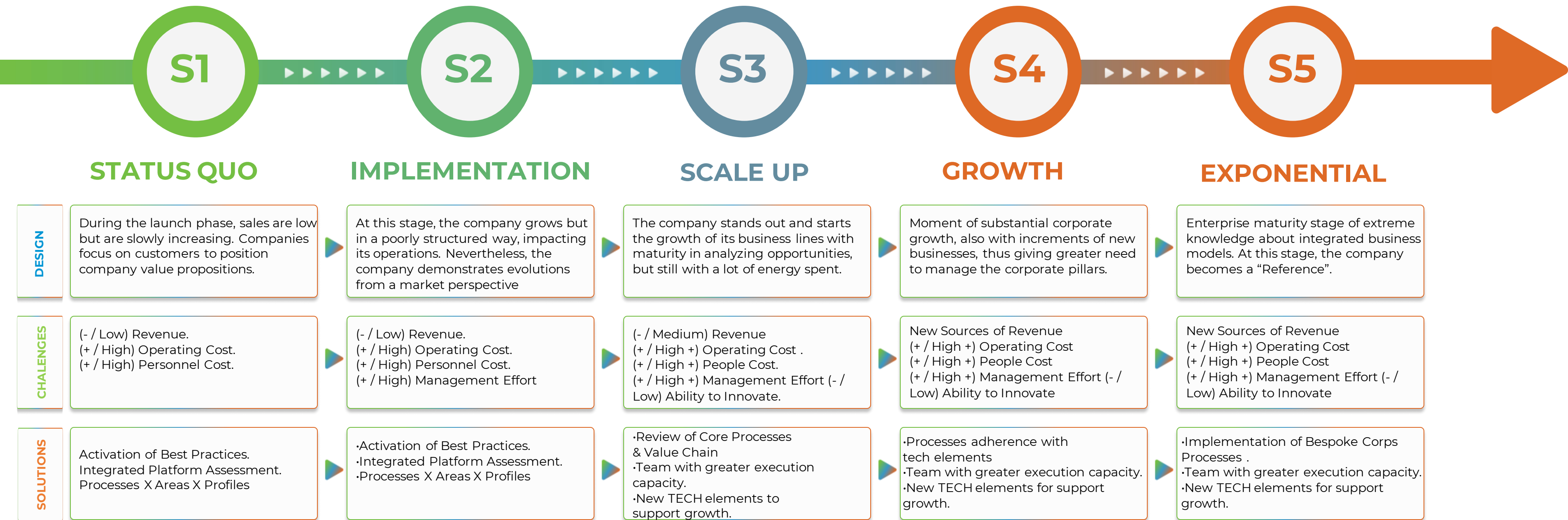# SOLaaS Exponential Business

Aug | 2023

SOLUTION AS A SERVICE – SOLaaS
COMPANY EVOLUTION

CORPORATE GROWTH VIEWS AND STAGES, IMPACTS ON BUSINESS MODELS AND POSSIBLE SOLUTIONS

	S1 **STATUS QUO**	**S2** **IMPLEMENTATION**	**S3** **SCALE UP**	**S4** **GROWTH**	**S5** **EXPONENTIAL**
DESIGN	During the launch phase, sales are low but are slowly increasing. Companies focus on customers to position company value propositions.	At this stage, the company grows but in a poorly structured way, impacting its operations. Nevertheless, the company demonstrates evolutions from a market perspective	The company stands out and starts the growth of its business lines with maturity in analyzing opportunities, but still with a lot of energy spent.	Moment of substantial corporate growth, also with increments of new businesses, thus giving greater need to manage the corporate pillars.	Enterprise maturity stage of extreme knowledge about integrated business models. At this stage, the company becomes a "Reference".
CHALENGES	(- / Low) Revenue. (+ / High) Operating Cost. (+ / High) Personnel Cost.	(- / Low) Revenue. (+ / High) Operating Cost. (+ / High) Personnel Cost. (+ / High) Management Effort	(- / Medium) Revenue (+ / High +) Operating Cost . (+ / High +) People Cost. (+ / High +) Management Effort (- / Low) Ability to Innovate.	New Sources of Revenue (+ / High +) Operating Cost (+ / High +) People Cost (+ / High +) Management Effort (- / Low) Ability to Innovate	New Sources of Revenue (+ / High +) Operating Cost (+ / High +) People Cost (+ / High +) Management Effort (- / Low) Ability to Innovate
SOLUTIONS	Activation of Best Practices. Integrated Platform Assessment. Processes X Areas X Profiles	·Activation of Best Practices. ·Integrated Platform Assessment. ·Processes X Areas X Profiles	·Review of Core Processes & Value Chain ·Team with greater execution capacity. ·New TECH elements to support growth.	·Processes adherence with tech elements ·Team with greater execution capacity. ·New TECH elements for support growth.	·Implementation of Bespoke Corps Processes . ·Team with greater execution capacity. ·New TECH elements for support growth.

origen TECH

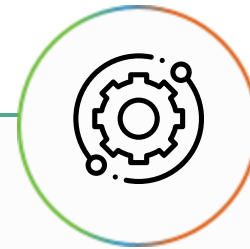# SOLUTION AS A SERVICE – SOLaaS
FACTORS FOR USING THE MODEL

SOLUTION AS A SERVICE: AN EVOLUTION PROGRAM

SOLAAS SAP S/4HANA: RELEVANT POINTS
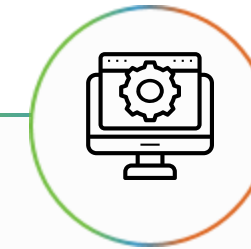
BASED ON "BEST PRACTICES":
Every model is based on the best market practices and the SAP ERP S/4HANA platform to serve the value chain of ORIGEN TECH customers.
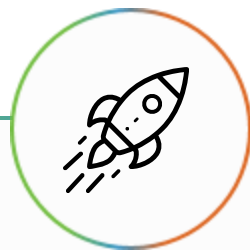
CORE BUSINESS "FOCUS & SUPPORT":
Rapid results become clear as the fast activation approach streamlines standard processes.

BTO Platform:
BTO platform transforms the initiative knowledge accessible to all involved stakeholders, containing documents and training materials.

ACCELERATED PLATFORM ACTIVATION:
Faster activation due to our embedded framework, a "pre-configured model" involving all standard backoffice processes.
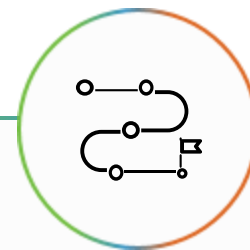
BUSINESS TRANSFORMATION ROADMAP:
Versioning enables results more rapidly, making sure the right scope is being addressed at the right time

IT BUSINESS PARTNER/ ADVISOR:
It is OrigenTech's responsibility to understand business rules and corporate scenarios and develop a Roadmap, established around the market's best practices.

ORIGEN TECH

SOLaaS S/4HANA
APPLICABILITY TO THE BUSINESS MODEL.

OUR VALUE PROPOSITION

SOLaaS S/4HANA applied to the business model
By adopting unique scenarios that focus on growth pillars, our model will provide companies ways to evolve towards new corporate models where the following stand out:

▶ **Governance:** Based on enabling the "best of breed" best practices, enabling the company to have a broader and more precise view of its integrated Value Chain.

▶ **Accelerated Deployment/Activation:** As our architecture proposition envisions the implementation of a "pre-formatted" solution, which makes our deployment fast and assertive.

▶ **Cost Reduction:** ·Because the model uses the best market practices, integrated with ORIGEN technologies, the total cost of operation in the technology area tends to have lower cost values, compared to traditional market models.

▶ **Business Scalability:** Our model promotes the exponential growth of modern companies, operational efficiency and business sustainability, directly leading to increases in profits.

ORIGEN TECH

BUSINESS TRANSFORMATION OFFICE
VALUE PROPOSITON

GOVERNANCE FOR DIGITAL TRANSFORMATION

McKinsey & Company

WHY IMPLEMENT THE OFFICE TRANSFORMATION CONCEPT

"(…) an independent transformation office (TO), (is) a very different unit that, when organized well, brings a different pace and rhythm to planning and execution. The best of these are the beating heart of a transformation, propelling the company forward at a new speed and instilling a new culture of delivery. A good TO identifies and captures value (…) by changing the metabolic rate of the organization and setting new rules of engagement."

"Any organization undergoing a transformation will have a pipeline of improvements, subdivided into actions, owners, and financial resources at stake. An important role of the transformation office is to ensure that all participants have a "single source of truth," a transparent view of what flows through the pipeline and a central record of the progress of each initiative owner. For better or worse, that single source of truth extends to the TO terminology that rapidly becomes the language of the transformation."
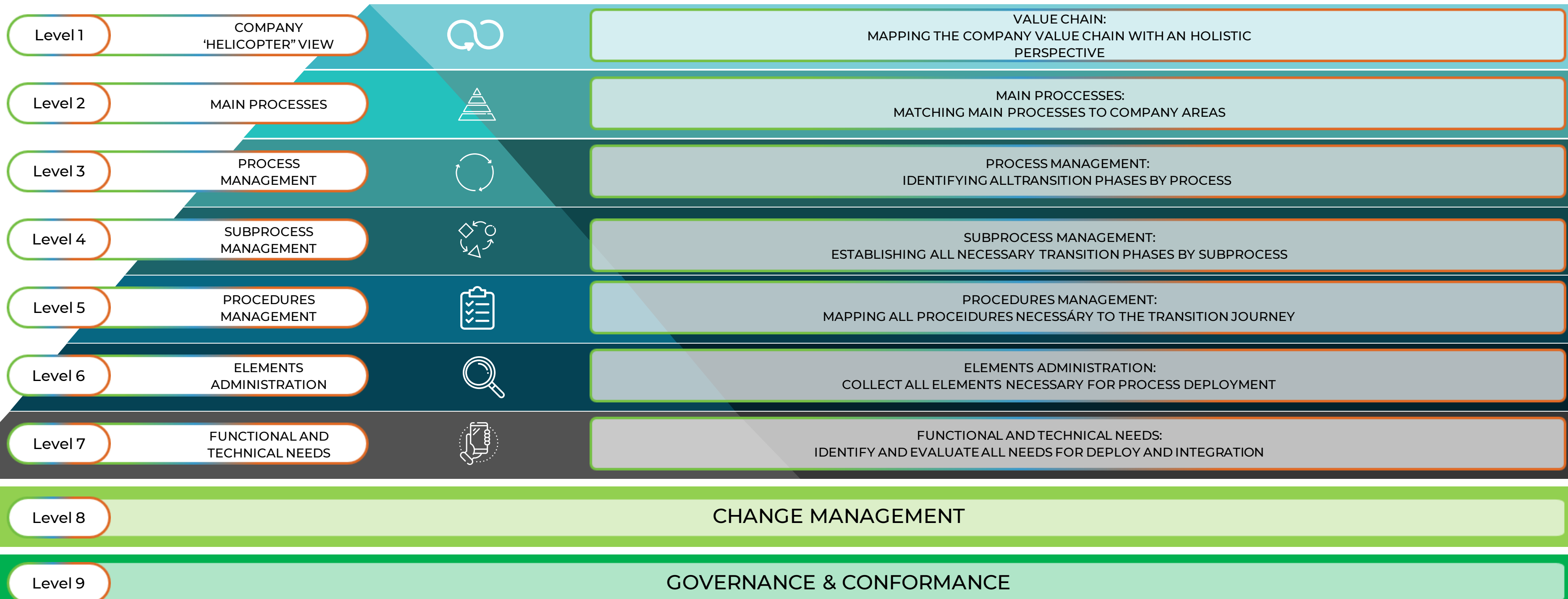
MAIN BENEFITS:

▶ Holistic Model: Strategic Plan aligned to the company's Business Model

▶ Value Chain Modelling

▶ Technological Platform to support business

▶ Growth Strategy

▶ Baselines for Governance and Conformance

ORIGEN TECH

BUSINESS TRANSFORMATION OFFICE
BUSINESS TRANSFORMATION APPROACH.
Governance for digital Transformation

Digital transformation

| Level 1 | COMPANY 'HELICOPTER" VIEW | VALUE CHAIN: MAPPING THE COMPANY VALUE CHAIN WITH AN HOLISTIC PERSPECTIVE |

| Level 2 | MAIN PROCESSES | MAIN PROCCESSES: MATCHING MAIN PROCESSES TO COMPANY AREAS |

| Level 3 | PROCESS MANAGEMENT | PROCESS MANAGEMENT: IDENTIFYING ALLTRANSITION PHASES BY PROCESS |

| Level 4 | SUBPROCESS MANAGEMENT | SUBPROCESS MANAGEMENT: ESTABLISHING ALL NECESSARY TRANSITION PHASES BY SUBPROCESS |

| Level 5 | PROCEDURES MANAGEMENT | PROCEDURES MANAGEMENT: MAPPING ALL PROCEIDURES NECESSÁRY TO THE TRANSITION JOURNEY |

| Level 6 | ELEMENTS ADMINISTRATION | ELEMENTS ADMINISTRATION: COLLECT ALL ELEMENTS NECESSARY FOR PROCESS DEPLOYMENT |

| Level 7 | FUNCTIONAL AND TECHNICAL NEEDS | FUNCTIONAL AND TECHNICAL NEEDS: IDENTIFY AND EVALUATE ALL NEEDS FOR DEPLOY AND INTEGRATION |

| Level 8 | CHANGE MANAGEMENT |

| Level 9 | GOVERNANCE & CONFORMANCE |

ORIGEN TECH