

# Enterprise Mobility

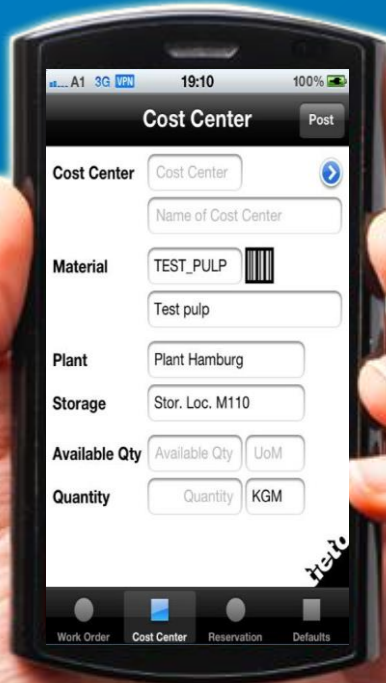
Changing the way of doing business



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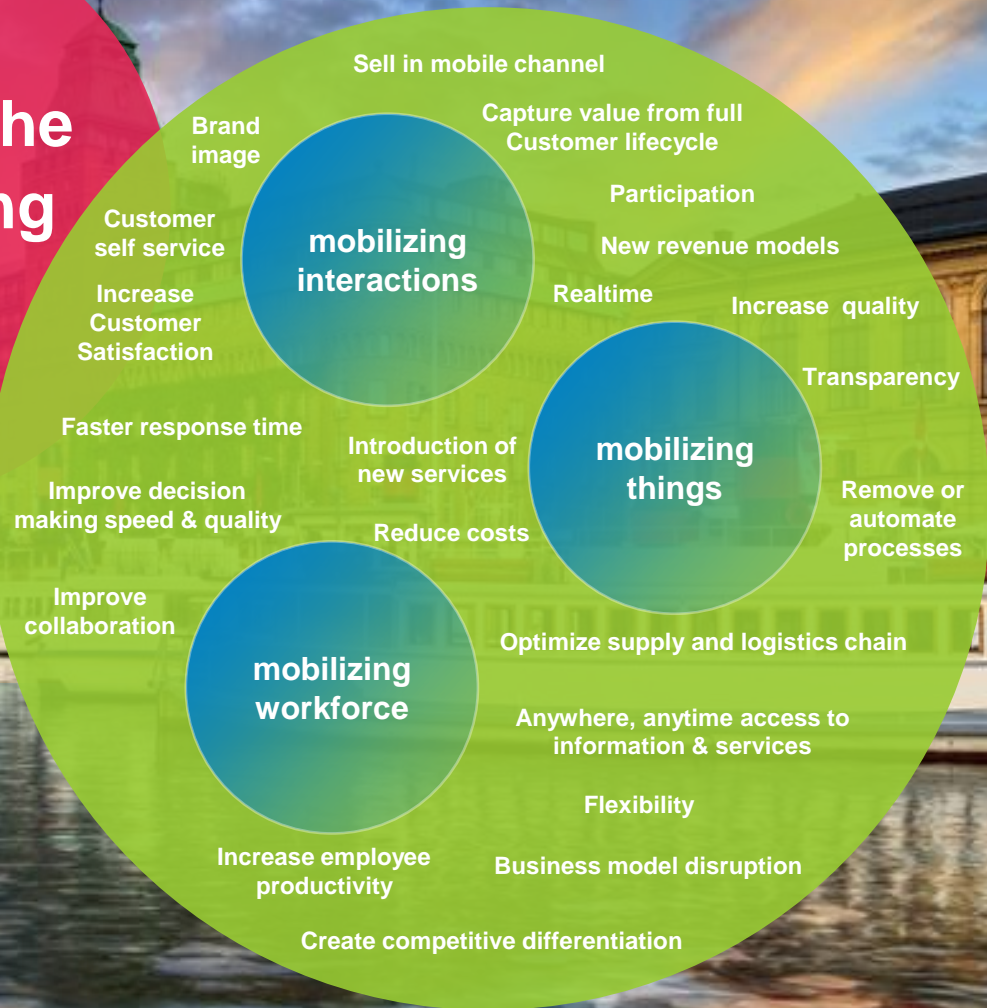
**tieto**

# We already have mobile solutions ready ...



...but important is to start with your business objectives.

# Changing the way of doing business



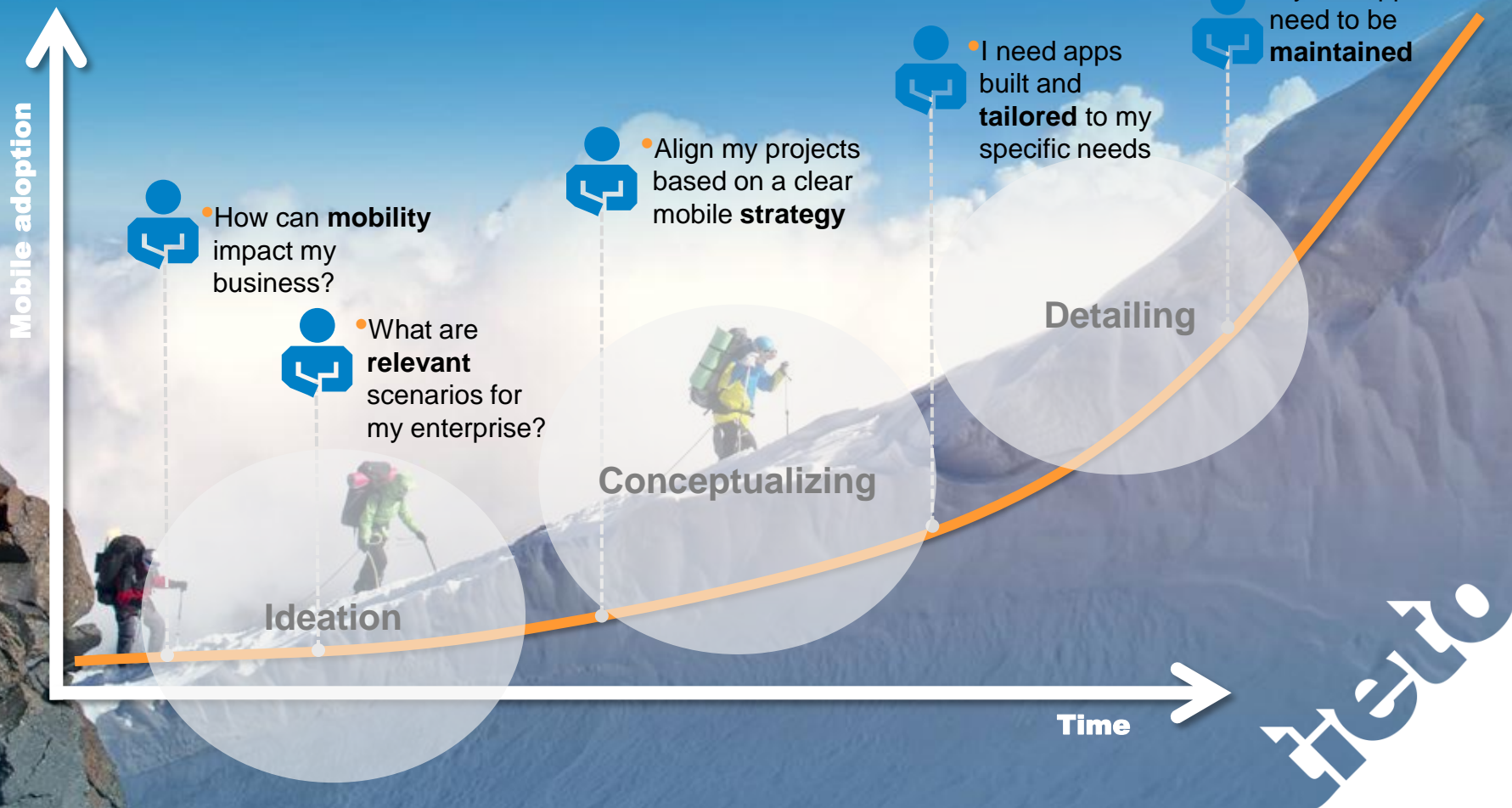
**There is no such thing as a mobile strategy.**

**Its about changing the way of doing business, with mobility as a enabler.**



# Let's explore opportunities in your business context together

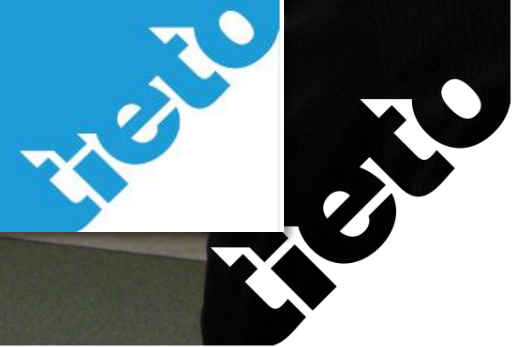
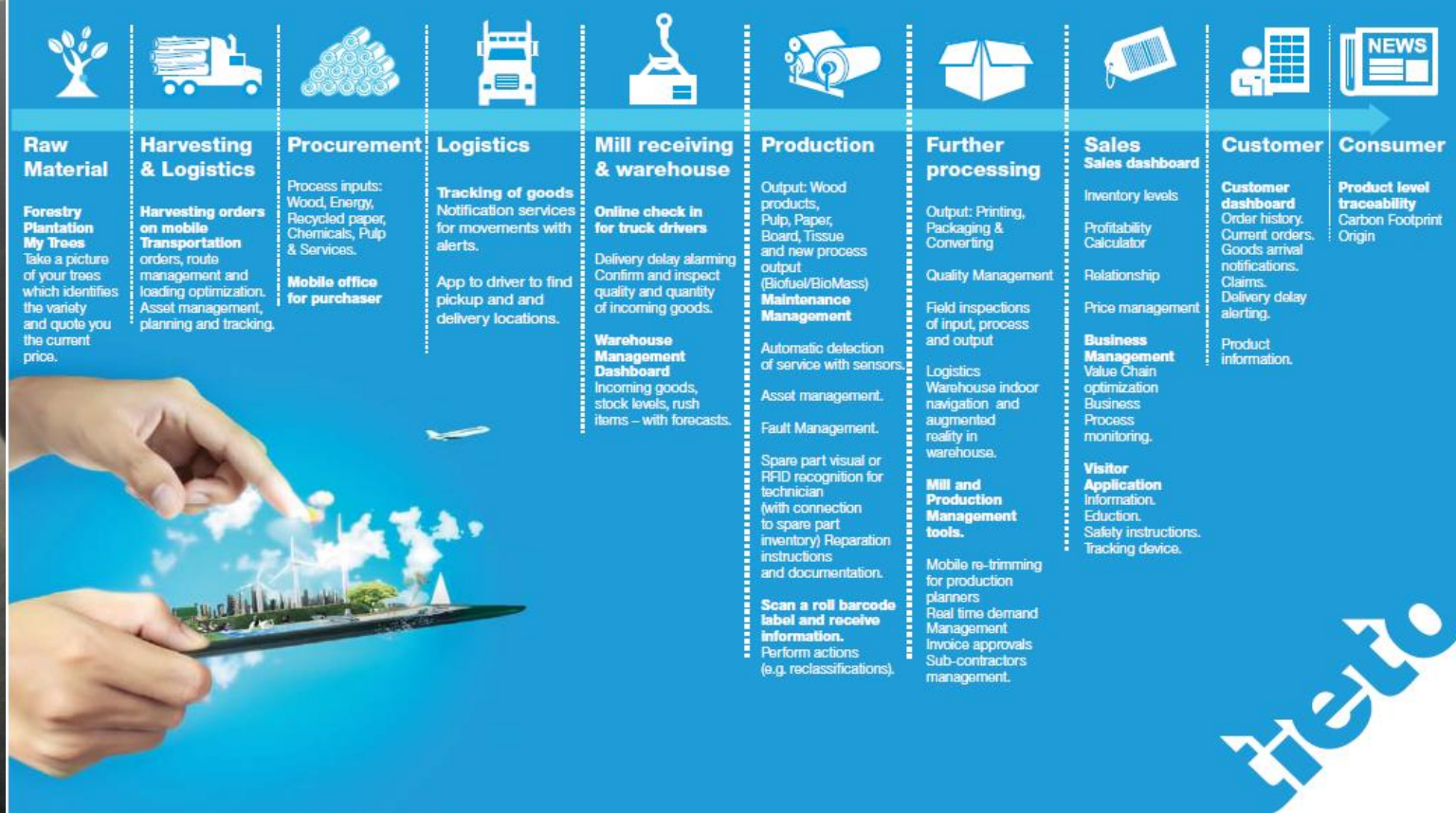
## Using Tieto Co-Creation Framework



# Ideation

## 4. ENLIGHTENED WITH IDEAS

# Mobilizing the forest industry



# Tieto Co-Creation Framework

## From Ideas to Execution

### Customer example



**78  
single  
Ideas  
recorded**



**35 qualified  
Ideas with  
business  
potential**



**18  
concrete  
Apps for  
realization**

Project Name	Project ID	Project Status	Project Lead	Project Start	Project End	Project Budget	Project ROI
Project A	1001	Completed	John Doe	2012-01-01	2012-03-31	\$1,000,000	15%
Project B	1002	In Progress	Jane Smith	2012-04-01	2012-06-30	\$2,000,000	20%
Project C	1003	On Hold	Mike Johnson	2012-07-01	2012-09-30	\$500,000	10%

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App Name	MP	Ash	TecFit	BPfit	Wel
Custom Value Calculation	1	1	3	3	3
Outbound and Monitoring of Supplier Performance	1	1	3	4	2
Environmental Fee Calculation and Reporting (SAP Recycling Administration)	1	1	2	2	2
Freight Costing	1	1	2	2	4
Input Control	1	1	2	2	2
Inbound Processing and Receipt Confirmation with Warehouse Manager	1	1	2	2	2
Inbound Processing and Receipt Confirmation without Warehouse Manager	1	1	2	2	4
Master Data Governance for Material	1	1	3	3	3
Master Data Governance for Supplier	1	1	2	2	2
Outbound Processing with WM	1	1	4	2	2
Outbound Processing without WM	1	1	2	3	4
Physical Inventory on Storage bin level	1	1	1	2	3
Physical Inventory on Storage bin plus level	1	1	1	2	3
Processing Commitment Orders in ERP	1	1	1	1	2
Processing Contracts and Sourcing Rules in ERP	1	1	1	1	5
Processing Delivery Schedules	1	1	1	1	3
Processing External Receipt Settlement (RAS) in ERP	1	1	1	1	2



# It's not about app's



Visual design &  
Front-end development

Industry Business  
Process knowledge

Business  
Transformation

Interaction Design  
App development  
(cross platforms)  
Analytics  
Real-time  
Mobile Middleware  
System Integration  
Backend Enablement  
Backend Transactions  
Mobile Device  
Management  
Cloud vs. On Premise  
Security  
Service Lifecycle  
Management  
Governance

**Helix**

# Changing the way of doing business

# Selected References





# Factory floor Management

Moving the production system to the hands of front line employees on the factory floor.

- 11% better sales margins in single deals
- 18% productivity improvement for their sales personnel
- Support for decision making showing figures during the customer visit



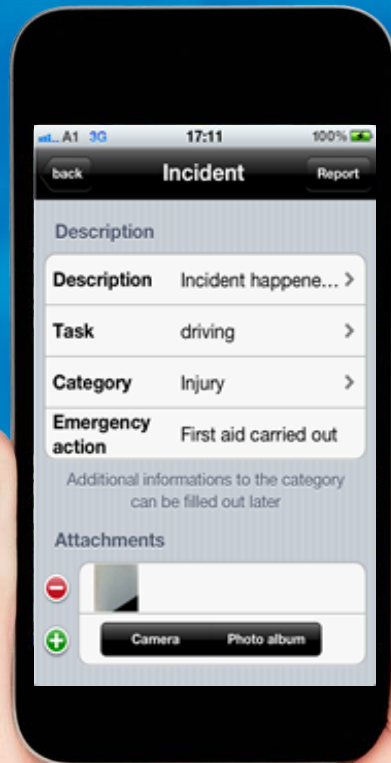
# Mobile working instructions

## Accurate Time reporting from your field workers

- 2,5 hours saving per week per service order
- 300 Euro cost saving per device
- Process reengineering (less print outs)
- Support for different kind of devices

Von	Bis	Auftrag	Strecken-Bez	Strecken-Richtung	KM-Von	KM-Bis
04:30	08:00	Tunnelreinigung	A02	1	10	15
**	**	Zulage	7503	3	**	**
**	**	Zulage	7505	3	**	**
08:00	11:15	Gehölzpflege	A01	2	16	22
**	**	Zulage	7505	2	**	**
11:15	12:00	Mittagspause	**	**	**	**
12:00	16:00	Vermessung	A03	1	**	**
**	**	Zulage	7300	2,5	**	**

# Mobile Incident Recording



## How mobility save money with SAP Sustainability Management

- 40 minutes time saving per incident entry
- 2 hours time saving in post processing through process change
- 5% more recorded Incidents



# Mobility is nothing new to us



<http://www.youtube.com/watch?v=P4xwsAV2YRw&list=UUVXmeyNX-s3aQETIjSaedvQ>



# At Tieto, we make mobility work for you

- ▶ End-to-End<sup>2</sup>, wir beraten und unterstützen Sie über den gesamten Service-Lebenszyklus, einschließlich der Fähigkeiten, um komplexe, geschäftskritische Backend-Systemen zu verbinden
- ▶ Unser Co-Creation-Modell soll Ihnen helfen, in Ihrem Business-Kontext, beschleunigt durch unsere Branche Know How, Geschäftsprozess zu identifizieren und Möglichkeiten zu erarbeiten
- ▶ Mit unserer Best-of-Breed-Lösung Kompetenz, einschließlich starker Allianzen und Partnerschaften sind wir in der Lage, Sie bei Ihrer Technologieauswahl zu beraten und zu unterstützen
- ▶ Tieto hat bereits mehr als 20 Jahre Erfahrung und mehr als 3000 Projekte umgesetzt, und wichtig: wir wollen weiterhin Innovationen in diesem Bereich fördern



Authorized  
Systems Integrator **Microsoft** Partner



# Thank you

Knowledge. Passion. Results.

Tieto & SAP. Your Business. Mobilized.

**Focused  
Simplified  
Positioned for future**

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