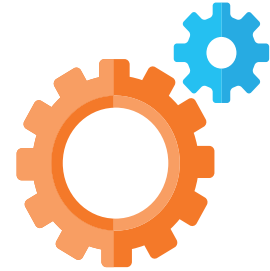


# Avanade® RapidResults Implementation Program for Microsoft Dynamics AX™

**Business Process-Driven ERP:  
Fusing technology and business  
processes to achieve improved ERP  
implementation results.**



## Executive Summary

An ERP implementation is challenging: it can represent a big opportunity but also a big risk because of the level of change an implementation can drive in your business. Capitalizing on the opportunity and minimizing risk involves looking beyond the technology and envisioning and implementing the business process changes required to make the target impact.

Too often, businesses believe there is too much pain associated with legacy ERP technology and that they must do something to fix it. So, many organizations try to replace the old with “new”, but really they just repeat past errors and fail to redesign the actual business processes that will improve performance. This is the reason behind the reputation for ERP implementation failures and why those implementations fail to deliver results.

Of course, ERP software is part of the solution, but alone it is not enough. While ERP software can enable new business processes, the technology alone does not ensure that the organization will design and adopt them from the start. Some businesses solve this problem by layering extensive business process design and system integration efforts that while effective, are too lengthy and costly for many businesses to adopt.

There is a better approach to implementing ERP solutions that overcomes these challenges. Avanade’s business-process driven approach drives the right balance of vision and affordability to put real ERP business impact within reach of businesses of all types. A business-process driven ERP implementation fuses better ERP technology and better business processes to help organizations achieve greater value and business outcomes faster with less cost and risk.

# Avanade RapidResults – Business Process-Driven ERP

RapidResults from Avanade is an advanced way for businesses of all types to solve the ERP challenge. RapidResults is a business-process driven ERP implementation program that combines pre-built leading industry processes with business process management tools embedded in the ERP software eliminating the need for external business process engineering tools. Avanade applies RapidResults in the implementation of Microsoft Dynamics AX to help businesses fuse the best ERP technology with enhanced business processes to help them realize the full potential of their ERP solution.

## What Could Be Different About Your ERP Implementation?

The successful fusion of better technology and better business processes is the foundation of a truly successful ERP implementation. The right ERP implementation program must enable your business to answer the following questions:

“What do we want our business to become as the result of this effort?”

“How do we fuse technology and business processes to make it a reality?”

RapidResults enables you to collaborate to answer these questions and realize the business process improvements that drive greater value and business outcomes for your business.

## A Better Way to Implement

RapidResults is a business-process driven implementation program for the Microsoft Dynamics AX ERP solution that applies business process management (BPM) techniques and tools throughout the ERP implementation. We embed these techniques and tools in the software, to eliminate the need for costly external BPM programs.

But RapidResults is a more that just BPM techniques and tools for process design. Avanade takes the BPM approach even further by providing pre-built industry leading processes as the start of an implementation.

Our industry-leading processes and BPM approach enable you to select which industry and business processes to implement, configure or customize to meet your unique requirements. By adopting these leading processes, you can spend more time on designing the other processes that truly differentiate your business.

## Implementation Applying Deep Industry Expertise

RapidResults includes an industrialized set of pre-configured leading industry practices, processes and metrics ready for implementation in Microsoft Dynamics AX.

### RapidResults can help your business:

#### Create Greater Opportunities for New Value

- Standardize more processes so you can differentiate others
- Deliver greater business value out-of-the-box
- Build a foundation for future innovation and capability

#### Reduce ERP Implementation Time and Risk

- Increase implementation speed up to 25%
- Make design decisions that deliver and endure
- Improve quality control and assurance

#### Lower ERP Costs

- Reduce implementation costs & lower TCO by up to 25%
- Minimize the need for complex customization
- Reduce manual tasks and automate more

As a subsidiary of Accenture, Avanade leverages Accenture’s decades of high-performance industry research and experience as the foundation for RapidResults. Avanade integrates this research and experience in the form of Business Process Models into pre-built Microsoft Dynamics AX solutions. As a result, Avanade customers have access to leading industry practices, processes and metrics to help fulfill their vision and match their business processes with their ERP solution.

We also provide solution accelerators and application building blocks to speed up development and testing and improve quality. We support this process through Avanade’s portfolio of preferred industry solution partners that offer business capabilities that are integrated with Microsoft Dynamics AX to fulfill industry specific requirements. RapidResults also incorporates Avanade’s Connected Methods delivery methodology to guide design, build, and test as well as the entire project to deliver high quality results.

# How RapidResults Works

Avanade applies RapidResults throughout the implementation of Microsoft Dynamics AX. Avanade’s project team works alongside your team using the RapidResults business process management tools to discover and design the right solution for your business.

## Strategy, Opportunities, and Goals

The first stage in RapidResults is to define the objectives that should drive the design of your ERP solution. RapidResults facilitates this process by guiding, capturing and, documenting what you want to accomplish with your ERP implementation - your business strategy, your goals and improvement opportunities, and the metrics that will define success. RapidResults offers pre-defined, proven metrics to help set your goals against leading industry practices.

## Plan and Analyze

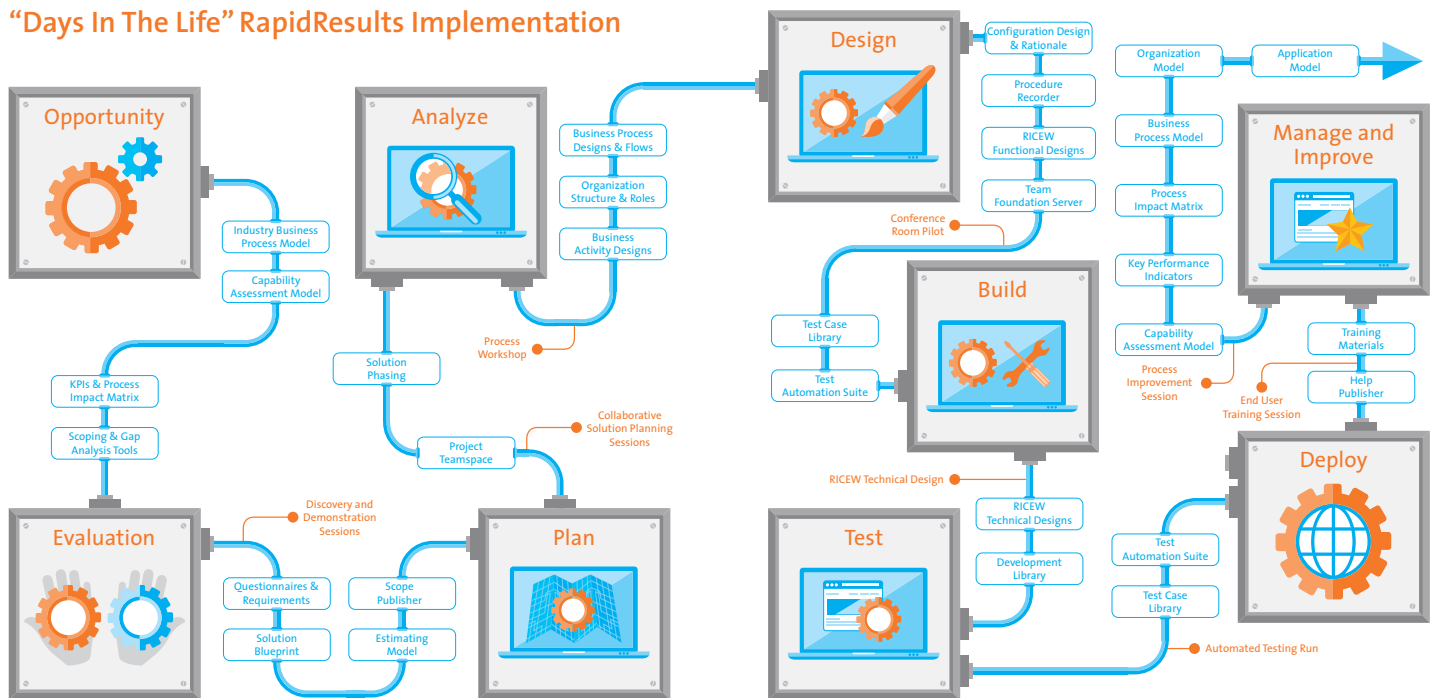
The next stage is defining the processes to meet your goals. RapidResults tools facilitate mapping your goals to your business processes and reviewing and refining this process to achieve optimal goal alignment, as well as identifying opportunities for process improvement. Throughout this stage, leading industry processes and practices are available to benchmark current processes and determine which leading process should be adopted

As a key part of this stage, we help identify gaps and adjust leading processes to fit your specific requirements or help develop new processes and capabilities, as required to meet your goals. The tool automates this gap analysis to guide downstream configuration and development activity.

## Design, Build, and Test

The final stage is to implement the validated processes, along with any customization, integration, and testing that may be required. RapidResults includes all the tools and methodologies required for the design, build, and testing of your solution.

## “Days In The Life” RapidResults Implementation



# RapidResults for Microsoft Dynamics AX

## RapidResults: Business-Process Driven ERP to Achieve Impactful Results

RapidResults is a unique business-process driven implementation solution that reinvents how to implement ERP solutions:

- BPM tools embedded in the ERP software facilitate the discovery and design of the right solution for your business.
- Leading industry practices and processes formed from 30 years of industry research and experience incorporated into the solution help define the best processes for your business
- Advanced design and development tools and accelerators facilitate the rapid delivery of the processes and capabilities that will differentiate your business.

With RapidResults for Microsoft Dynamics AX, Avanade can help you deploy the right ERP solution for your organization using a business-processes driven approach supported by industry leading practices that delivers greater value and business outcomes faster with less cost and risk.

Contact us to speak with an ERP implementation specialist or for an initial consultation.

## Avanade RapidResults for Microsoft Dynamics AX

Business Process Model Solution embedded industry models containing leading practices, processes, and metrics	Accelerates improvement of business processes to focus on value.
Solution Accelerators Defined implementation assets: solution blue print, configuration design, testing tools, etc.	Accelerates all project phases, improves deliverable quality, and lowers cost and risk.
Application Building Blocks Pre-configured & flexible environment, software, and partner solutions to enable leading processes	Accelerates configuration and delivery of industry specific and customer-specific functions.
Implementation Methods & Tools Approach for delivering value through solutions and services	Improves quality and timeliness and lowers risk to realize desired results.



### About Avanade

Avanade helps customers realize results in a digital world through business technology solutions and managed services that combine insight, innovation and expertise focused on Microsoft® technologies. Our people have helped thousands of organizations in all industries improve business agility, employee productivity and customer loyalty. Avanade combines the collective business, technical and industry expertise of its worldwide network of experts with the rigor of an industrialized delivery model to provide high quality solutions using proven and emerging technologies with flexible deployment models—on premises, cloud-based or outsourced. Additional information can be found at [www.avanade.com](http://www.avanade.com).

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