



Intelligent Enterprise Assessment for <https://amzsellerforum.com>

Dear Participant,

Thank you for using the intelligent enterprise assessment tool. Your results are now available and provided in this report.

Our [recent study](#) based on input from 1,586 executive participants shows that, in 2022, 100% of businesses with a high Intelligent Enterprise Index outperformed their peers in terms of revenue growth and margin (vs. 71% in 2020). In addition to premium financial performance, our analysis shows that Intelligent Enterprise leaders have 73% better Environmental, Social and Governance (ESG) scores than their peers. By completing the assessment, and reviewing your results, you have finished the first steps toward successfully starting your journey towards becoming an intelligent enterprise.

This report will highlight the critical gaps and topics that you will need to focus on to become an intelligent enterprise. As a next step, we suggest you take the full intelligent enterprise assessment (which takes approximately one hour) to identify and understand required best practices to close these critical gaps and improve your enterprise performance. The full assessment is a free tool for your company.

Sincerely,

Dr. Samir Medrouk

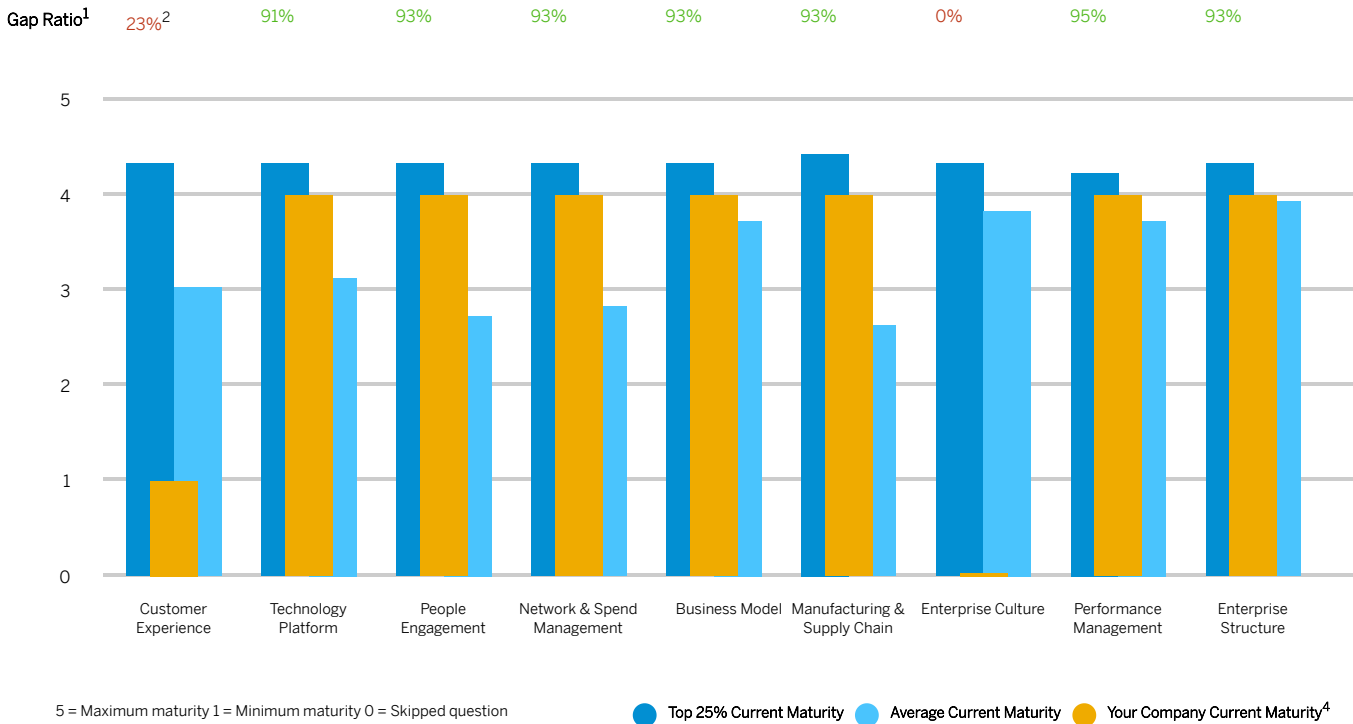
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THE BEST RUN 

Your Level of Maturity for Becoming an Intelligent Enterprise

Your index score³: 3.2

Top 25% index: 4.3



¹ Gap Ratio = Your company maturity and top 25% current maturity

² The Gap Ratio provides insight on how big your gap is to become an intelligent enterprise compared against the top 25% performers for each category. If the number is shown in red, your gap is 50% or more to the top 25% best performers. If your value is shown in orange your gap is between 51% and 74%. In both cases we recommend that you take the full intelligent enterprise assessment in these categories to help you identify how best to bridge these gaps with industry best practices. Values in green mean that you are performing well in this category and no actions are currently needed.

³ This Index value shown here is calculated by taking all values you provided for each category divided by the numbers of categories. The result is your average company value which is the benchmarked against the top 25% respondents. Your goal should be to get closer to the top 25% respondent score.

⁴ The value shown in orange for each category is your level of current maturity compared to average maturity (light blue) and the top 25% (dark blue) of peer respondents who took the same intelligent enterprise assessment to date.

What Your Results Mean and Our Recommended Next Steps

Based on your answers, your company's current index level is 3.2 while the top 25% index level is 4.3

Regarding your current maturity across the categories, combined with the calculated gap ratio, we recommend you focus on the following areas:

1. Customer Experience
2. Enterprise Culture

So, what's next?

As a next step, we advise you to use the full intelligent enterprise assessment tool to help you identify the right practices to improve the categories above and potentially other categories based on a prioritized maturity gap assessment and benefits related to your performance.

Learn more about the assessment [here](#)

Reasons to take the Full Assessment

By taking the full assessment, you will gain deeper insights into the following:

- A clear understanding of your organizational practice maturity which can be used as an input into strategic planning and performance improvement.
- A prioritized gap assessment of best practices aligned with 10 categories:

1. Customer Experience
2. Technology Platform
3. People Engagement
4. Network and Spend Management
5. Business Model
6. Manufacturing and Supply Chain
7. Enterprise Culture
8. Performance Management
9. Enterprise Structure
10. Enterprise Performance

How to Improve Your Company's Performance

This table highlights the categories where more focus is needed and provides best practice examples from the top 25% performers

Categories	https://amzsellerforum.com Intelligent Enterprise Gap ¹	Top 25% Best-Practices Examples
Customer Experience Our enterprise has good customer insight, and we provide personalized and sustainable customer experiences.	●	<ul style="list-style-type: none"> Personalized customer experience Contextual merchandising Dynamic customer profiling Individualized personalization
Technology Platform We have a flexible technology platform that interconnects all the data from our value network (customers, suppliers, workforce, and assets) in real time and provides the foundation for advanced analytics (predictive and prescriptive).	●	<ul style="list-style-type: none"> Technology strategy evolution Solutions and architecture Data strategy Best-in-class security Best in class Industry Cloud
People Engagement Our enterprise is very effective in planning for future talent needs, while hiring onboarding, and retaining the right full-time employees and contractors.	●	<ul style="list-style-type: none"> Smart workforce Multichannel talent sourcing Intelligent career planning Performance based compensation
Network and Spend Management Our enterprise has digitalized the entire mission-critical spend management processes (from sourcing to contracting, purchasing, supplier management, invoicing and payments), and we manage all spend data in a more sustainable way.	●	<ul style="list-style-type: none"> Spend analysis Procurement alignment Employees spend management Sourcing selection
Business Model Our sustainable business model lets us create stronger customer loyalty than our competitors by providing the best differentiated and personalized customer experiences.	●	<ul style="list-style-type: none"> Personalization offers Experience personalization Product and service digitization Pricing model
Manufacturing and Supply Chain Our enterprise has digitalized the mission-critical manufacturing and supply chain processes, and we can manage the extended supply chain in a more sustainable way.	●	<ul style="list-style-type: none"> Live planning Production engineering and operations Distributed manufacturing Digital manufacturing insights
Enterprise Culture Our enterprise's culture encourages innovation by excelling at internal cross-functional and external collaboration.	●	<ul style="list-style-type: none"> Risk appetite Internal collaboration Open innovation ecosystem
Performance Management Our enterprise is effective at long- and mid-range business planning, and we have a clear view of our financial and ESG (Environmental, Social, and Governance) performance across the entire business now.	●	<ul style="list-style-type: none"> Intelligent insights Process improvement Value from digital KPIs management
Enterprise Structure Our organization is structured to support our business strategy and helps to improve strategy execution.	●	<ul style="list-style-type: none"> Structure type Role clarity Data-driven decision making Operation and innovation

Categories	https://amzsellerforum.com Strategy Drivers ²
Enterprise Strategy The drivers of your current strategy	0% Differentiation 0% Combining differentiation & cost reduction
	0% Cost reduction 0% Reactive

¹ Legend for Gap Ratio: ● Less than 50% ● Between 51% and 74% ● Between 75% and 100%

² Differentiation is about developing new products and services and expanding into new markets or market segments. Cost reduction aims to keep costs under control. Reactive makes sure that the company guards against critical threats by taking whatever action is necessary

About the Intelligent Enterprise Assessment Tool

The intelligent enterprise assessment tool is a cross-industry framework that aims to help companies quantitatively gauge their current level of enterprise maturity across 10 dimensions.

This multi-dimensional approach enables a comprehensive view that helps companies pinpoint progress in their journey to an intelligence enterprise, compare their maturity and performance with other organizations, and better understand the interplay between digital and financial performance.

Two complementary versions of the assessment are available:

- **Lite** : 10 questions aligned with the categories (shown on the right) to identify the categories on which you should focus. You have just finished this assessment.

Your time commitment needed: five minutes

- **Full assessment** : 10 categories that include 70 best practices that can drive higher enterprise performance (for example, operating margin, revenue growth, return on equity/asset, and more.). The goal is to identify the right best practices to improve your enterprise performance.

Your time commitment needed: approximately one hour

[Go here](#) for the full assessment.

Please be in contact with SAP when taking the full assessment. Our team can provide insight and assistance with any questions you have during the assessment.

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The Categories

