



Business Process eXpert Community
bpx.sap.com

Make Business Process Innovation Happen

Agenda

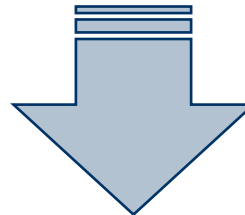
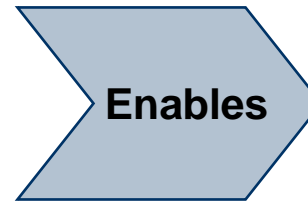
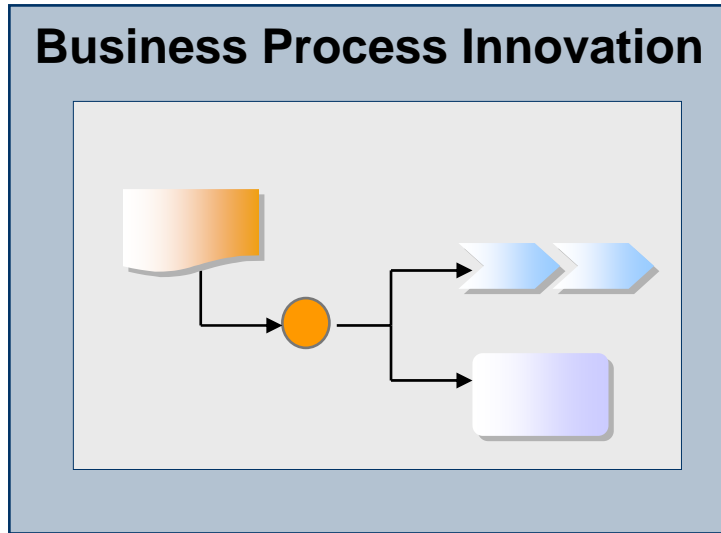
Why Does Business Process Matter?

Who Is A Business Process Expert?

What Is The Business Process eXpert Community?

How Can You Get Involved?

Why Does Business Process Matter?



**Strategic
Differentiation**

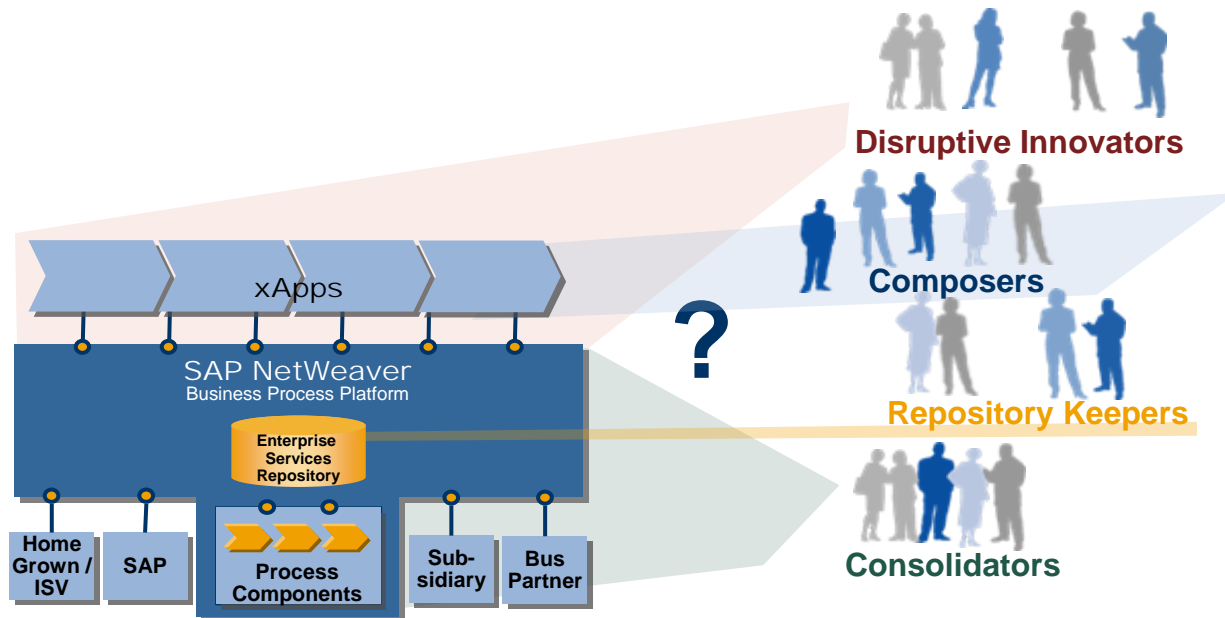


Business Agility is Key to Strategic Differentiation

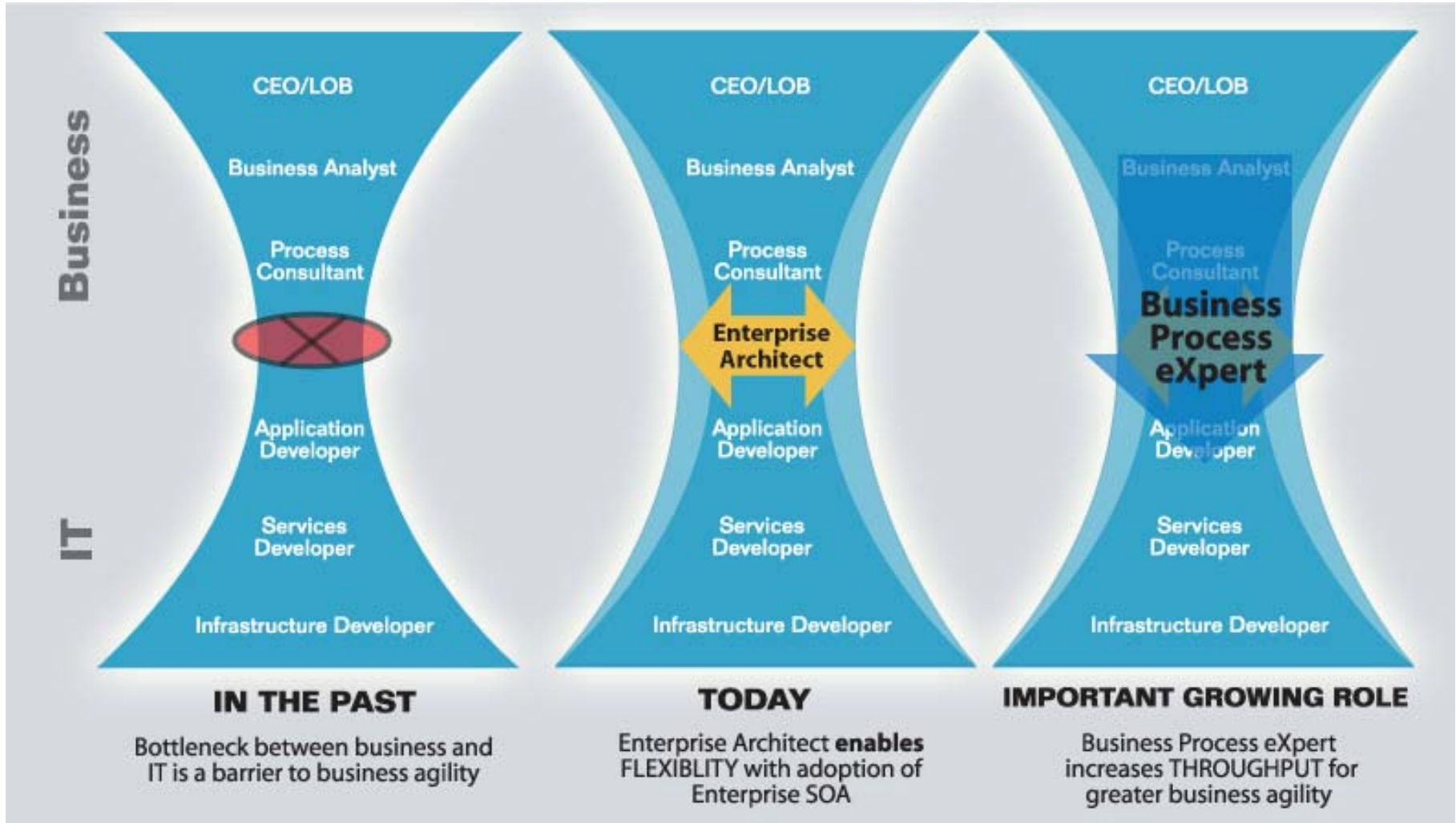
For IT to deliver the flexibility needed, they need a single, unified business process platform that provides a repository of coherent services.

BUT

Who can harness the business process platform to make business process innovation happen?



Players in Business Process Agility



Who is the Business Process eXpert ?



Business Process eXpert

Has the business knowledge and IT savvy

to make business process innovation happen in real-time

by adapting, composing and executing business processes

using composition software tools and enterprise services

It is an evolution of roles

- **Business Analyst**
- **Application Consultant**
- **Process Developer**
- **Business Process Architect**
- **...**

Typical Profile of a Business Process Expert

Deep knowledge of business-unit operations and core processes

Expertise in gathering requirements and modeling business process flows

Proficiency in MS Office, Visio, possibly a power user of Excel, basic macros, and scripting

Either a business person who has “gone technical” but has few coding skills, or a former application developer moving toward the business world

Knowledge of using simple queries extract to information from data sources

Strong expertise in configuring an application

Company: Microsoft

Location: US-WA-Redmond

Base Pay: N/A

Employee Type: Full-Time Employee

Industry: Advertising

Sales - Marketing

Job Type: Marketing
Information Technology

Req'd Education: 4 Year Degree

Req'd Experience: More than 5 Years

Req'd Travel: Not Specified

Relocation Covered: Yes

DESCRIPTION

Are you a Business Process expert? Do you have a sales or service background? Are you interested in driving the development of an enhanced process capability in MSN's Global Sales and Marketing Organization (GSM)?

GSM is looking for an experienced, dynamic leader to drive the development of a MSN-wide sales and service Business Process framework and the infrastructure for designing, developing, and managing processes.

The key purpose for this position is to be the MSN point person for the organization's process needs. This includes establishing Core and enabling Business Processes, creating and maintaining a Business Process framework and infrastructure, ensuring synchronization of all process efforts globally, and providing process development facilitation and coordination for worldwide sales.

Primary Responsibilities:

- Act as Business Process subject matter expert
- Act as a coordination point for all process work
- Establish strategic direction for sales & service process
- Define and maintain a standard process framework
- Define and develop infrastructure necessary to design, develop, implement, and manage processes consistently
- Obtain and maintain buy-in for the process framework and infrastructure
- Drive adoption and execution of the framework and infrastructure
- Liaise with regional and country sales and service teams that are impacted by and responsible for executing the processes
- Manage communication plan for group's goals, objectives, framework, infrastructure, and deliverables on an ongoing basis

REQUIREMENTS

5 - 10 years related experience in Business Process, with a focus on service and support. Bachelor's degree in Business at a minimum, MBA a plus. Demonstrated success with strategy development, framework design and infrastructure design. Candidate should be a minimum of Six Sigma Black Belt (Master Black Belt preferred)

Proven track record in Business Process development, with focus on service and support. Demonstrated success in dealing with ambiguity. Proven ability to communicate at all levels, including senior executive levels. Outstanding facilitation, problem resolution, cross-group collaboration, and organizational agility skills. Exceptional organization and project management skills.

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Are you a Business Process expert?

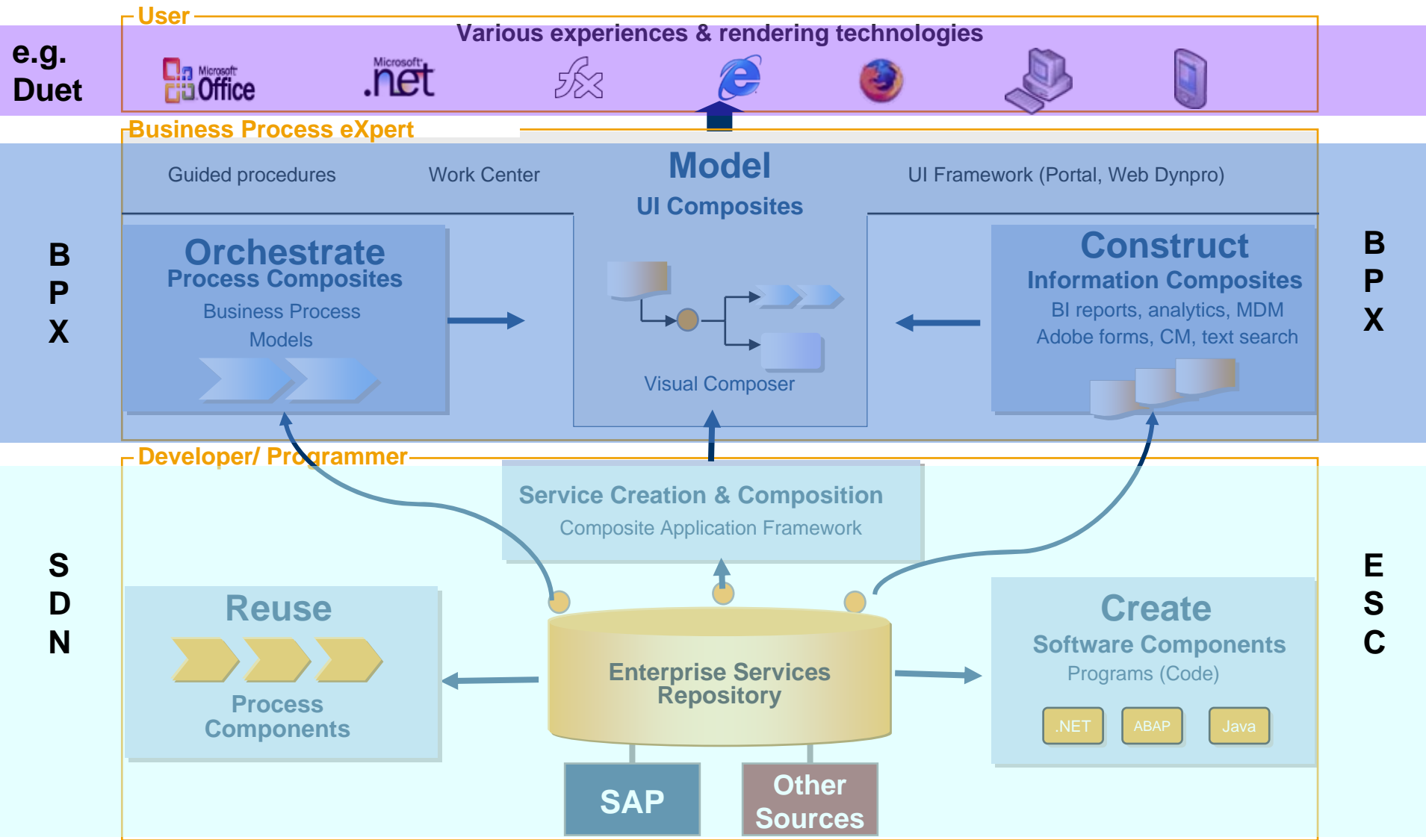
driving the development of an enhanced process capability

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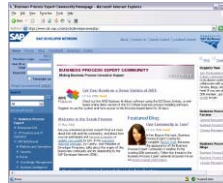
SAP NetWeaver and Roles



What Does SAP Offer the Business Process Expert?

Available Now

- Best practices
- Enterprise services from ES Community
- Comprehensive online resources
- Collaborative community of experts and peers



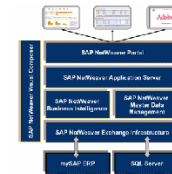
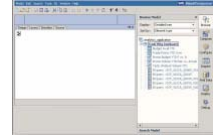
Future Offerings

- Personal certification
- Training
- Industry content



Tools

- ◆ Visual Composer
- ◆ ARIS for SAP NetWeaver
- ◆ Service-enabled configuration add-ons e.g. payroll add-ONS
- ◆ SAP Discovery System for ESA



What is the Business Process eXpert Community?

An open community for collaboration and interaction, featuring:



[Marcus K](#)

[Posts: 37](#)

[Questions: 9](#)

[Forum Points: 24](#)

[Registered: 8/3/05](#)

I am really, really glad to read in today's SDN Newsletter about the creation of a community for us! I am member of the SDN for nearly one year now and always thought "Interesting stuff -- for developers!". I was always looking for forums where I could post my questions and often did not find any. I am hoping to feel a lot more comfortable here.

Be part of a new breed of professionals who:

- **Adapt** business processes to meet specialized needs.
- **Compose** new applications from existing services to provide innovative solutions.
- **Execute** inventive processes based on legacy investments.

And are at the center of the evolution to leverage **enterprise services** for true business flexibility.

Join today to collaborate with peers through forums, blogs, and more.

<http://bpx.sap.com>

