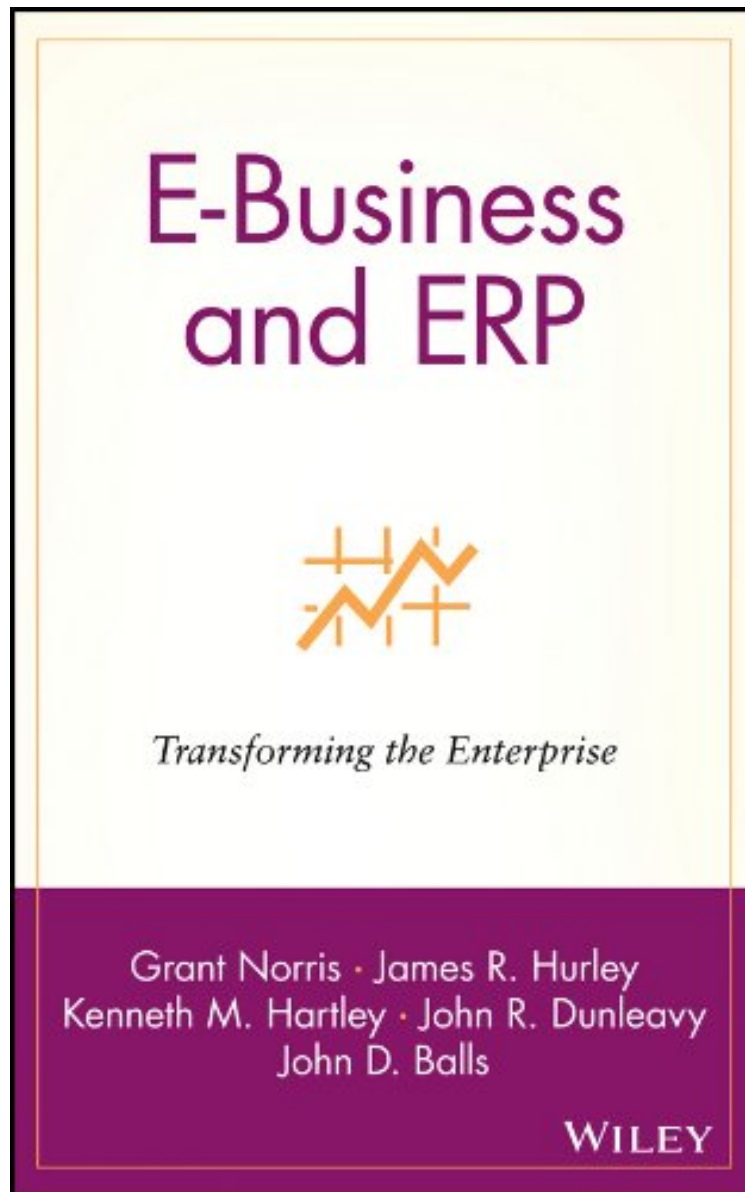


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E-Business and ERP: Transforming the Enterprise

Grant Norris, James R. Hurley, Kenneth M. Hartley, John R. Dunleavy, John D. Balls
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Grant Norris, James R. Hurley, Kenneth M. Hartley, John R. Dunleavy, John D. Balls : E-Business and ERP: Transforming the Enterprise before purchasing it in order to gage whether or not it would be worth my time, and all praised E-Business and ERP: Transforming the Enterprise:

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environment. As he so well points out... "the speed which one implements technology relating to process management in order to accomplish large tasks" will differentiate success from failure. This is a "must read" for senior management if they wish to survive in a complex "project management", collaboration /Internet environment. How to utilize technology to accomplish this is the key!! A great resource for management. 7 of 9 people found the following review helpful. Both/And -- Not Either/Or By Sue White, Executive Coach SAP Project Manager, ergellc@earthlink.net An excellent overview of a very complex and timely subject. I especially liked the ERP/E-Business Matrix and the discussion of regions, companies and assumptions underlying it. I found the discussion of "adaptive" vs. "disruptive" changes helpful and insightful. Very concise and to-the-point, a quick easy read, but one which should be internalized over a longer period of time. Covered a lot of ground in less than 200 pages. Overall, an excellent addition to my bookshelf. Would, however, have liked to see a bibliography some footnotes for the statistics cited. 3 of 5 people found the following review helpful. Project Management He gets it!! By fordth@home.com Mr. Shield clearly gets it!! ". He fully understands the relationship between collaborative technology as it relates to project management in a large enterprise environment. As he so well points out... "the speed which one implements technology relating to process management in order to accomplish large tasks" will differentiate success from failure. This is a "must read" for senior management if they wish to survive in a complex "project management", collaboration /Internet environment. How to utilize technology to accomplish this is the key!! A great resource for management.

Is Your Company Getting the Most from Its Investment in Change? Many companies have already invested heavily in infrastructure change, some are making that investment now, and all are contemplating the costs of becoming or evolving as an e-business. Is your company a "greenfield" organization with no back-end systems, or one whose infrastructure support systems are integrated across the enterprise? Are you just beginning to think about e-business capabilities, or are you on the leading edge of convergence? Whatever your company's position on the ERP/E-Business Matrix, E-Business and ERP: Transforming the Enterprise provides the proven techniques you need to know to meld enterprise resource planning capabilities with the communications power of the Internet. Is Your Company Positioned for E-Business Success? The Internet has revolutionized twenty-first century business. Organizations today can communicate with customers, suppliers, and sellers at e-speed with the click of a mouse. Yet, with all of the excitement about the external possibilities of the Internet, companies still need efficient internal processes to make and move products, manage finances, recruit and motivate employees, and excel. E-Business and ERP: Transforming the Enterprise covers the skills and tools you will need to combine existing ERP software and capabilities with emerging Web-based technologies. In this forward-thinking outline for a new business structure, executives and managers will discover: * Strategies for established companies to penetrate the Internet marketplace * Procedures that lower costs across the supply and demand chain * Techniques that help you meet-and master-the dot.com challenge The companies best positioned to succeed in the near future are those that can balance existing ERP-based infrastructures and capabilities with exciting new e-business innovations. E-Business and ERP: Transforming the Enterprise examines the changing but essential role of ERP, places it in the context of the Web-based technologies defining today's e-business environment, and reveals how to blend the best aspects of both to create a strong and flexible twenty-first century business enterprise.

"It's full of diagrams and is written in a direct and concise style." (Internet Works) "To the right business, the message could be useful." (Ambassador, October 2000) From the Inside Flap The Internet is the most important business tool of the new century. In the business-to-business (B2B) world, the Internet is enabling the formation of extended enterprises operating within value networks. Vendors and suppliers within these "wired" entities are able to communicate instantaneously with each other and with customers far more easily, cheaply, and quickly than ever before. In their rush to evolve as e-businesses, many traditional companies hasten to update existing business processes while losing sight of an important fact: E-business simply will not work in the absence of sound business infrastructures based on well-functioning enterprise resource planning (ERP) systems. While new front-end technologies are appearing at a dizzying pace, ERP software remains the most efficient and effective solution for managers who need to plan and control money, manufacturing operations, inventory, and people-the elements and processes that comprise the so-called back-end of the organization. The critical question for such managers is: How do I combine my existing ERP systems with the most up-to-date Web-based technologies to create one all-encompassing e-business strategy designed to: * Add greater value to customers * Create tightly coupled relationships with trading partners * Open the door to new strategic opportunities In E-Business and ERP: Transforming the Enterprise, the authors answer this question by providing a road map to achieving the ideal combination of speed, business capability, technical know-how, and execution as companies attempt to get the most out of current investments while grappling with the multiple challenges of the e-business environment. Addressing the needs of the full range of companies-from Internet start-ups grabbing headlines even as they struggle to execute effective business processes, to companies with long track records of success in keeping pace with technological innovations-E-Business and ERP: Transforming the Enterprise presents: * E-business procedures to help companies link their existing ERP systems with the information

capabilities of their customers * A new approach to valuing ERP and e-business investments * A guide to achieving the right balance among technology, processes, and people while undertaking a major e-business effort * A framework for understanding e-business opportunities within the context of a traditional enterprise and its infrastructure * In-depth analysis of how the Internet impacts supply chain management, customer relationship management (CRM), and shared services * A look into the future of ERP and Web-based technologies The authors also offer a new model-an ERP/E-Business Matrix that executives and managers can use to assess their company's current position as an e-business-including evaluating relevant risks and opportunities; determining a desired destination; and developing a plan for getting there successfully. Perhaps for the first time, this invaluable tool lays out all the options, making an informed decision about a company's future e-business direction not only possible, but easier than ever before. Most of today's global enterprises have invested heavily in current infrastructures, and, in many cases, this investment has paid off handsomely. However, tomorrow's most successful companies will leverage that investment by implementing Web-based technologies in tandem with sound ERP-based solutions. Let E-Business and ERP: Transforming the Enterprise show you the processes, techniques, and strategies you need to maximize your organization's ERP investment while transforming it into an e-nabled powerhouse.

From the Back Cover Is Your Company Getting the Most from Its Investment in Change? Many companies have already invested heavily in infrastructure change, some are making that investment now, and all are contemplating the costs of becoming or evolving as an e-business. Is your company a "greenfield" organization with no back-end systems, or one whose infrastructure support systems are integrated across the enterprise? Are you just beginning to think about e-business capabilities, or are you on the leading edge of convergence? Whatever your company's position on the ERP/E-Business Matrix, E-Business and ERP: Transforming the Enterprise provides the proven techniques you need to know to meld enterprise resource planning capabilities with the communications power of the Internet. Is Your Company Positioned for E-Business Success? The Internet has revolutionized twenty-first century business. Organizations today can communicate with customers, suppliers, and sellers at e-speed with the click of a mouse. Yet, with all of the excitement about the external possibilities of the Internet, companies still need efficient internal processes to make and move products, manage finances, recruit and motivate employees, and excel. E-Business and ERP: Transforming the Enterprise covers the skills and tools you will need to combine existing ERP software and capabilities with emerging Web-based technologies. In this forward-thinking outline for a new business structure, executives and managers will discover:

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