



(22) Date de dépôt/Filing Date: 2010/09/21

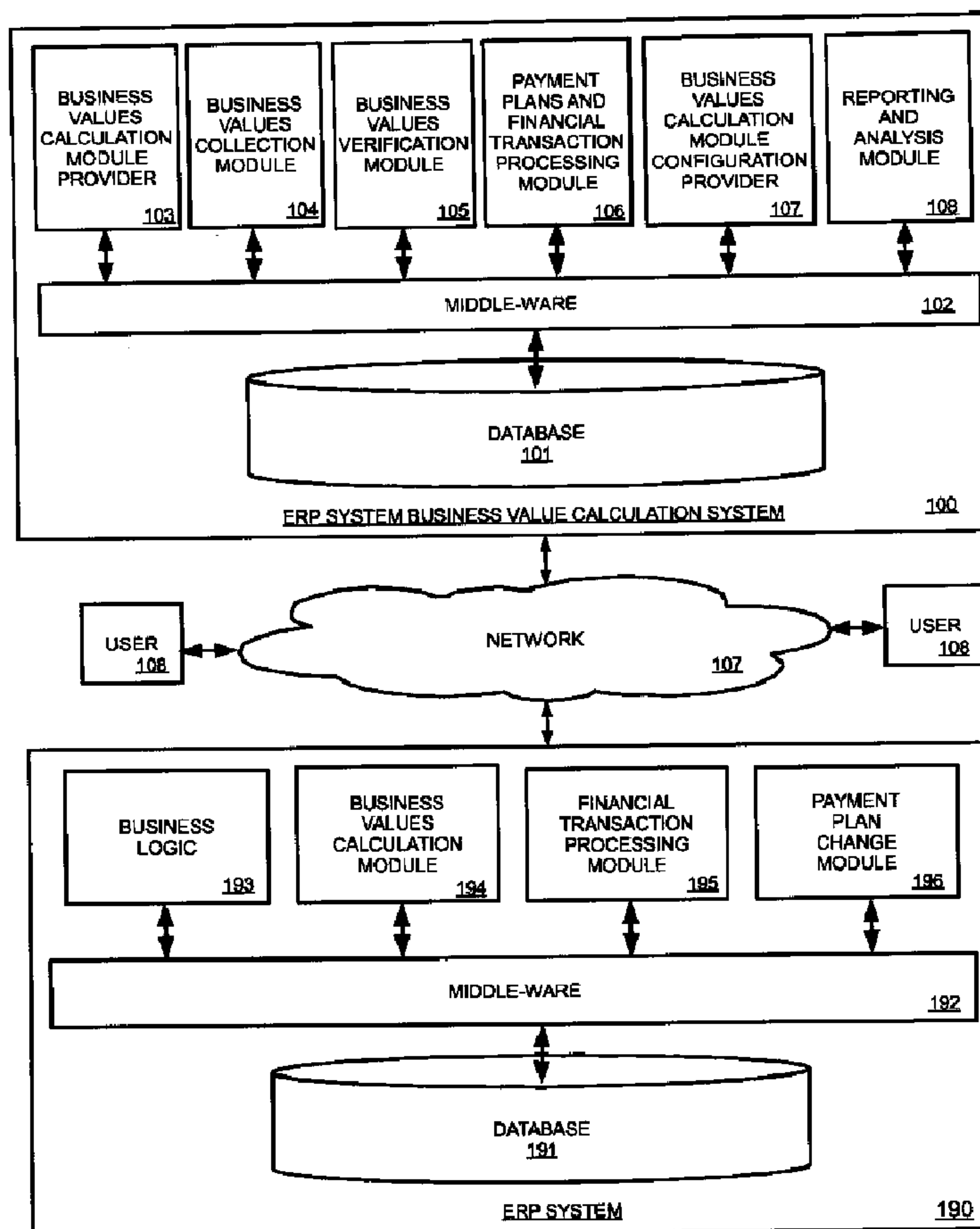
(41) Mise à la disp. pub./Open to Public Insp.: 2012/03/21

(51) Cl.Int./Int.Cl. *G06Q 10/06* (2012.01)

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(54) Titre : PROCÉDE ET SYSTÈME SERVANT À DÉTERMINER LA VALEUR COMMERCIALE D'UN SYSTÈME ERP
(54) Title: METHOD AND SYSTEM TO DETERMINE BUSINESS VALUE OF AN ERP SYSTEM



(57) Abrégé/Abstract:

A system and method for determining the business value of an ERP system related to a specific period/event(s), includes: determining at least one business document in ERP for which relevant business value is to be calculated, determining at least one

(57) **Abrégé(suite)/Abstract(continued):**

action relevant to each said business document that contributes to the business value, determining at least one value relevant to each said action that contribute to the business value, collecting the number of actions taken related to the said specific period/event(s) and relevant value of each action, calculating the business value using at least one said business document in the said ERP system based on the number of actions taken and relevant values of each action related to the said specific period/event(s).

ABSTRACT

A system and method for determining the business value of an ERP system related to a specific period/event(s), includes: determining at least one business document in ERP for which relevant business value is to be calculated, determining at least one action relevant to each said
5 business document that contributes to the business value, determining at least one value relevant to each said action that contribute to the business value, collecting the number of actions taken related to the said specific period/event(s) and relevant value of each action, calculating the business value using at least one said business document in the said ERP system based on the number of actions taken and relevant values of each action related to the said specific period/event(s).

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**METHOD AND SYSTEM TO DETERMINE BUSINESS
VALUE OF AN ERP SYSTEM**

TECHNICAL FIELD

5 This invention relates to a method and system to determine business value of an ERP system, and a machine readable medium containing instructions to perform such method.

BACKGROUND

ERP system is used to support core business processes of an enterprise. For example;
10 accounting related business documents in an ERP system are used to manage expenses and revenues of an enterprise, material management related business documents in the ERP system are used to manage materials that are used in manufacturing of products, human resource related business documents in the ERP system are used to manage information about employees and sales/client relationship management related business documents in ERP system are used to manage
15 sales/relationship with the customers. An ERP system may support only those core business processes that belong to some specific business area(s) of the enterprise; such as client relationship management or production planning simulation. ERP system can be regarded as a collection of business documents belonging to different business processes and business logic to use/manage such business documents. Same business document may generate different business values for
20 different companies. For example; let's assume Enterprise *C* and Enterprise *D*. Enterprise *C* sells screw drivers to small retail businesses and enterprise *D* sells sport cars. Both Enterprise *C* and Enterprise *D* have equal chances of turning a business opportunity lead into a sales order. A business opportunity identification document in ERP used by Enterprise *D* has obviously average higher business value compared to that of Enterprise *C*. When an ERP system manufacturer charges
25 the same ERP license fee regardless of the business value an ERP system generates, the revenues for ERP system manufacturer may be negatively impacted. The license fee for ERP system may become excessive for some business. Excessive license fee of using ERP system may limit the wide use of ERP systems and thus reduce the potential revenues for the ERP system manufacturer and also result in some unhappy enterprises which use ERP and believe that they are paying more in
30 terms of business value compared to some enterprises without knowing accurate figure of business value of the ERP system. On the other hand, the ERP license fee may be too low for an enterprise which generates huge business value from using business documents in an ERP system, resulting in lost revenues for the ERP system manufacturer. An accurate figure of business value of an ERP system help justify the ERP license fee to the enterprise. Therefore, there is a need for means for

What Is Claimed Is:

1. A method for determining business value of an ERP system for specific period/event(s), comprising:
- 5 a. determining at least one business document in the ERP system for which relevant business value is to be calculated.
- b. determining at least one action relevant to each said business document that contributes to the business value.
- c. determining at least one value relevant to each said action that contribute to the business
- 10 value.
- d. collecting the number of said actions and relevant value of each action for each said business document relevant to specific period/event.
- e. determining the business value of ERP by using the information about said each action and relevant value of each action for each said business document relevant to specific
- 15 period/event(s).
- f. storing the said business value of ERP.
2. A method according to claim 1, characterized in that the business value of ERP is modified using significance data related to each said action.
3. A method according to claim 1, characterized in that the said relevant value of an
- 20 action is retrieved from at least one other business document in the said ERP.
4. A method according to claim 1, characterized in that the ERP license fee is calculated based on the said determined business value of ERP.
5. A method according to claim 4, characterized in that the said ERP license fee is stored.
- 25 6. A method according to claim 4, characterized in that ERP license fee is transferred to at least one registered party related to the ERP.
7. A method according to claim 4, characterized in that the said ERP license fee is modified based on request from the said at least one registered party related to the said ERP system.
8. A method according to claim 7, characterized in that a modified ERP license fee is
- 30 updated in relevant data.
9. A method according to claim 1, characterized in that the said determined business value is audited for accuracy.
10. A method according to claim 1, characterized in that the number of actions taken and relevant values related to specific period/event are collected at a time specified by the user of

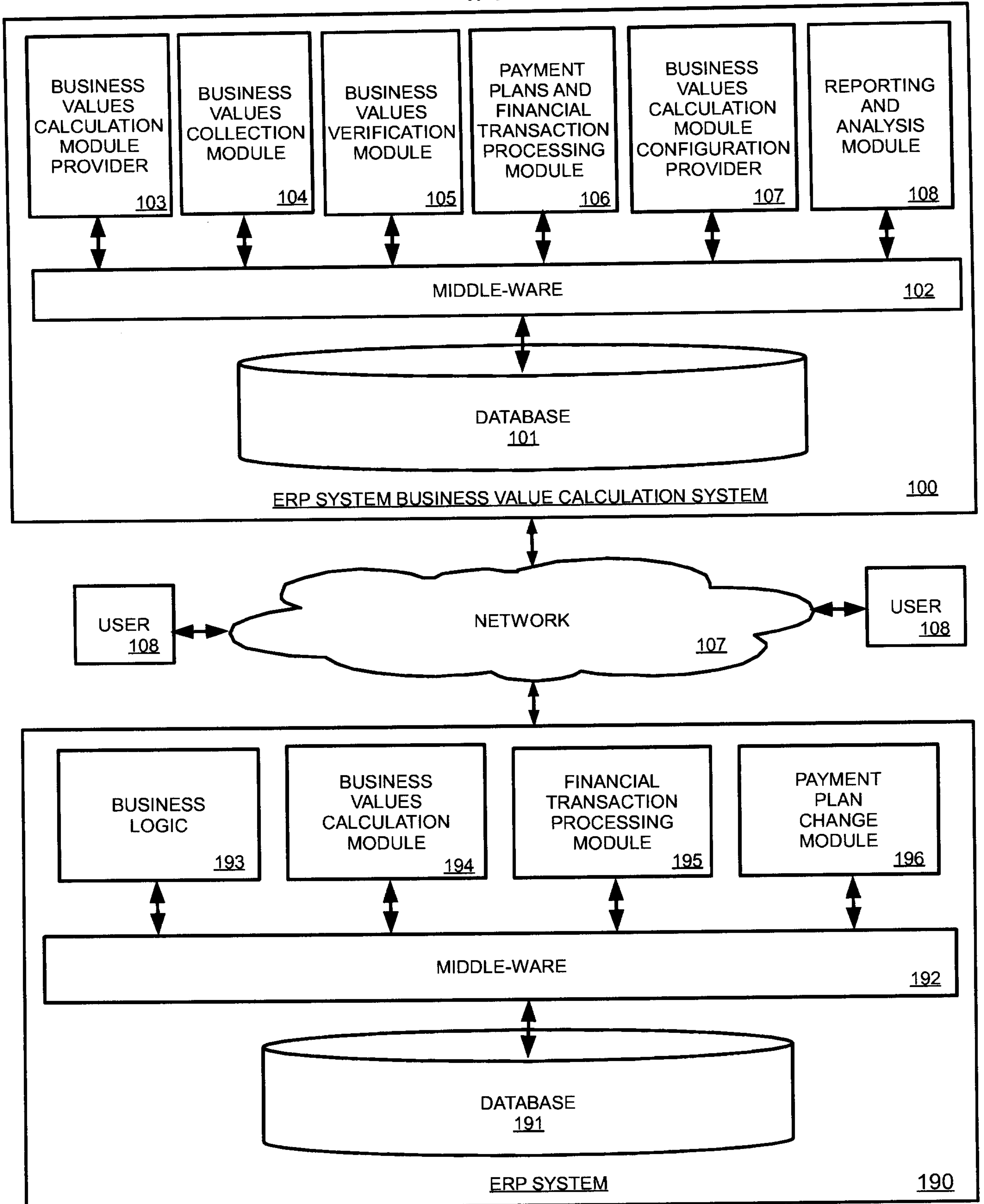


FIG. 1

