challenge

Are you ready
to face a new
challenge every day?

Welcome to the Procter and Gamble SEOC presentation

P&G

Welcome to the P&G presentation

Maria Navrotskaya (Information Decision Solutions)

University of Edinburgh 2004 - 2008

- MA (with Hons) in Economics and Mathematics
- Did an internship in P&G in summer 2007

Procter & Gamble 2008 - present

- >2 years with Procter and Gamble
- Work in Newcastle
- I help transform Financial Solutions

What did I want from a career?

Responsibility

Big, global company

Business & Technology mix

Good training

Something different

1 2 3

WHO ARE P&G

INTRODUCTION TO THE CASE STUDY

WHY SEOC?

How many brands with sales over $1Billion are in the P&G portfolio?

C 23

23 brands with sales over $1 Billion

Where does P&G get its leaders?

A Build from within

We train and develop for the top jobs...
P&G places strong emphasis and reward on training, mentoring and coaching

People as our most important asset

"IF YOU TOOK AWAY ALL OF OUR FACTORIES AND ALL OUR MONEY, BUT LEFT US OUR PEOPLE WE WOULD REBUILD THE ENTIRE ORGANIZATION IN 10 YEARS. IF YOU LEFT ALL OF OUR POSSESSIONS AND TOOK ONLY OUR PEOPLE, WE WOULD BE COMPLETELY DESTROYED."

Richard Redwood Deupree

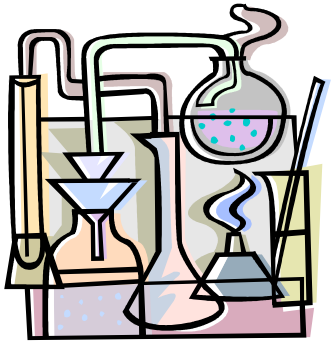
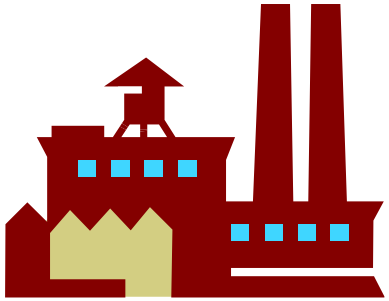
Ex-CEO Procter&Gamble

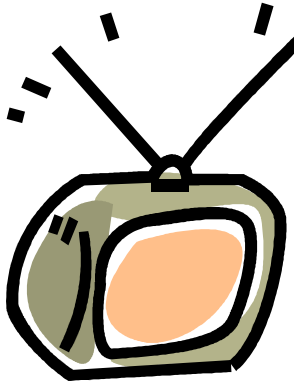
P&G A NEW CHALLENGE

The world’s leading brand building company

So what actually do we do…

Everything ☺



So where do IDS actually add value?

Everywhere ☺

We are the Change Agents for P&G

- **We Anticipate**, **Lead** & **Deliver** business process changes.
- Across functions: Customer Business Development, Marketing, Product Supply, R&D etc
- Geographies
- Technologies.

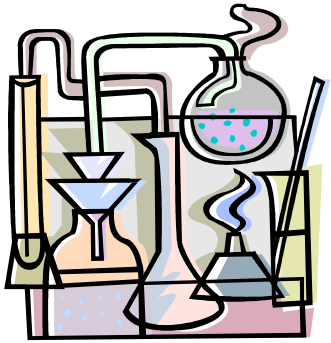
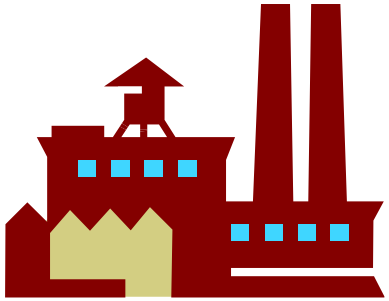
We Drive Change to transform a $80bn business

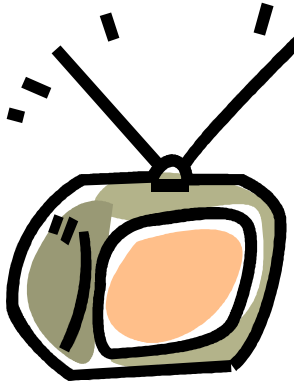
Innovative, Strategic thinkers

Passion for business and technology

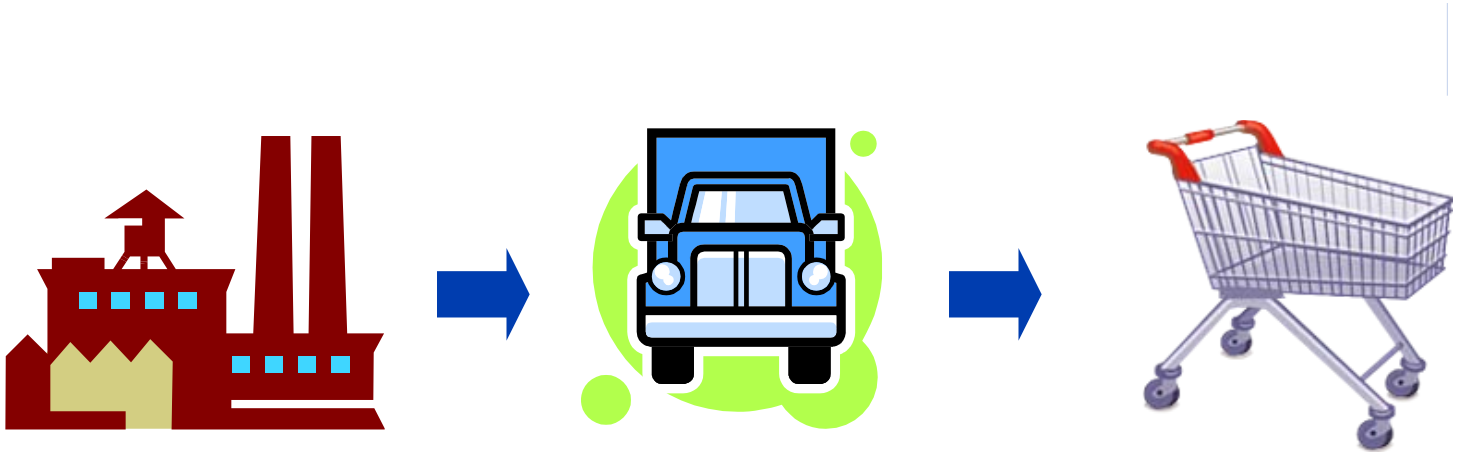
THE CASE STUDY

Remember this..



Focus of the case study



Real Problem

- Getting the right stock to the right stores at the right time is real challenge.
  - Costs money to make
  - Costs money to ship
  - Costs money to store
  - Costs money to destroy if not sold
  - Costs money (and credibility) if shelves are empty!

- Size of the prize ~ $8 Bn (that's the UK alone)

So what's the situation?

•P&G have released requirements to the open market and invited responses (SCLS.pdf)

- I represent P&G
- SEOC is a software company
- Dr. Felici is the overall Project Manager & CEO
- Your tutorial groups are individual software development teams
- Purpose is to prove you understand the requirements and, if awarded the contract you will deliver a quality piece of software.

•Use all the tools available to you to get the complete picture

- Create a "proof of concept" which will provide the backbone for the finished application
- In the end I have to have confidence all the elements will work together so you [ALL] will be awarded the contract.

WHY SEOC?

Today's reality…

- IT is increasingly a commodity for most large companies
- Businesses still need technology experts to:
  - Realise the value of IT systems
  - Be the expert as to how and why our solutions deliver maximum value
  - Set IT strategy and manage IT projects

- "Generic" skills you learn in SEOC can be reapplied again & again.

How does SEOC help?

- Requirements gathering:
  - The ability to communicate with people and understand what they really need
  - The ability to separate “nice to have” vs “critical” requirements.
- UML – use cases, state diagrams etc
  - The ability to understand and map processes by understanding and communicating through diagrams
  - The ability to break complex problems into smaller chucks – helps you find the root of the problem & prioritise.
  - Helps you see the bigger picture and identify outages & helps you see the “what if” before you experience it
- System Design and Architecture
  - The ability to visualise how systems work, get an instinctive feel for what issues you might face / where to look if they do

In this particular exercise …

To succeed you need to:

•Work together in your own teams and work with “external” teams

•Use tools to help you map and explain processes

•Think about optimal, but realistic solutions

•Manage your time, resources & scope (which is almost the definition of Project Management)

Real Value

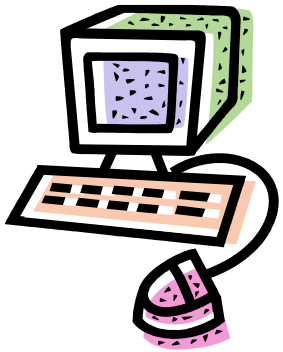
- On a small academic project, it can seem like more overhead than work
- Sometimes the balance feels wrong
- On real projects, these are the things that save you
- Being great at project management makes you great at delivering things → superstar!

BTW

You will use the skills and tools…

I’m going to show you a really quick example of a project I worked on recently..

The idea



Questions

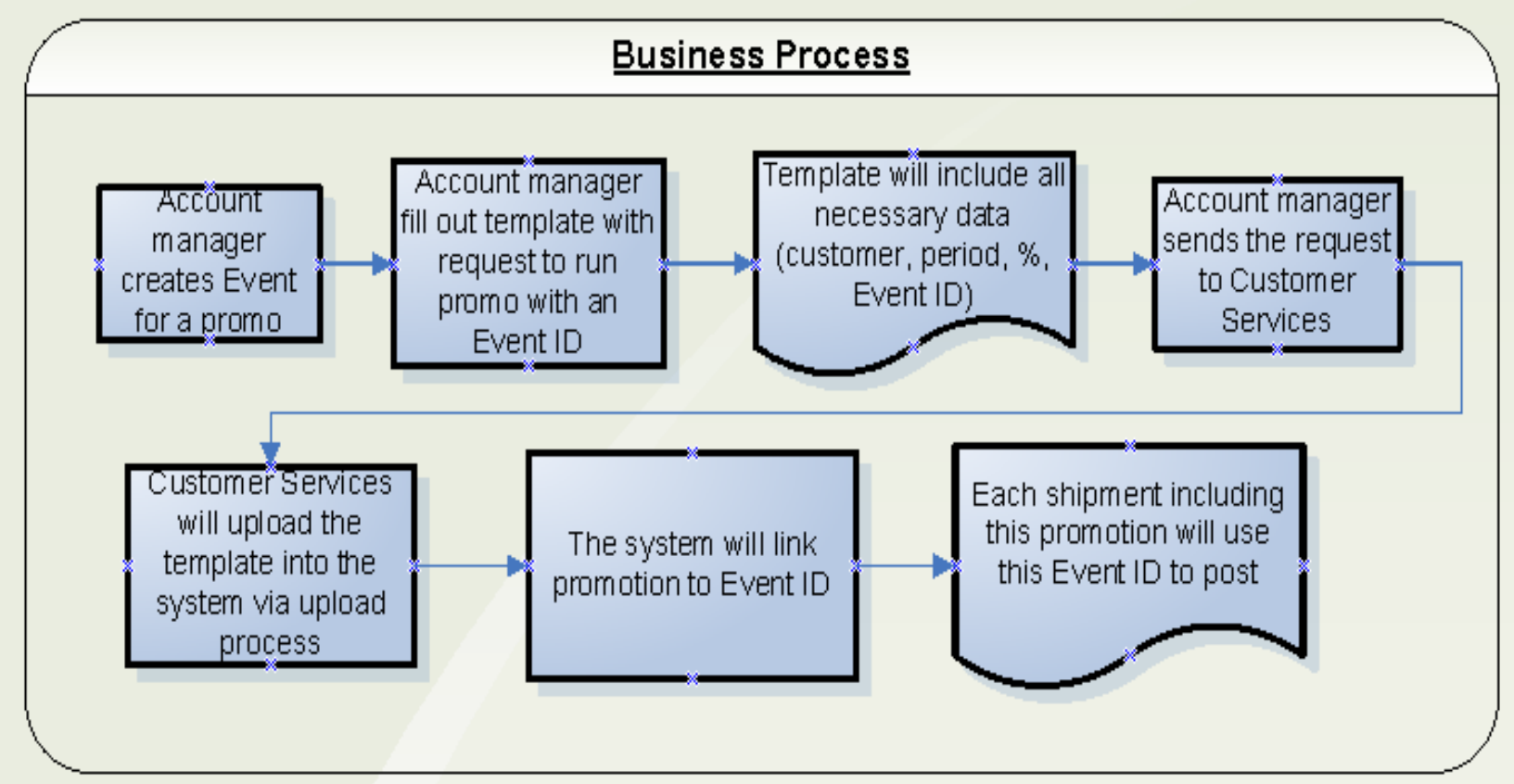
- How do we track a particular event/promotion in the system?

- Who will need to be involved to provide the data?

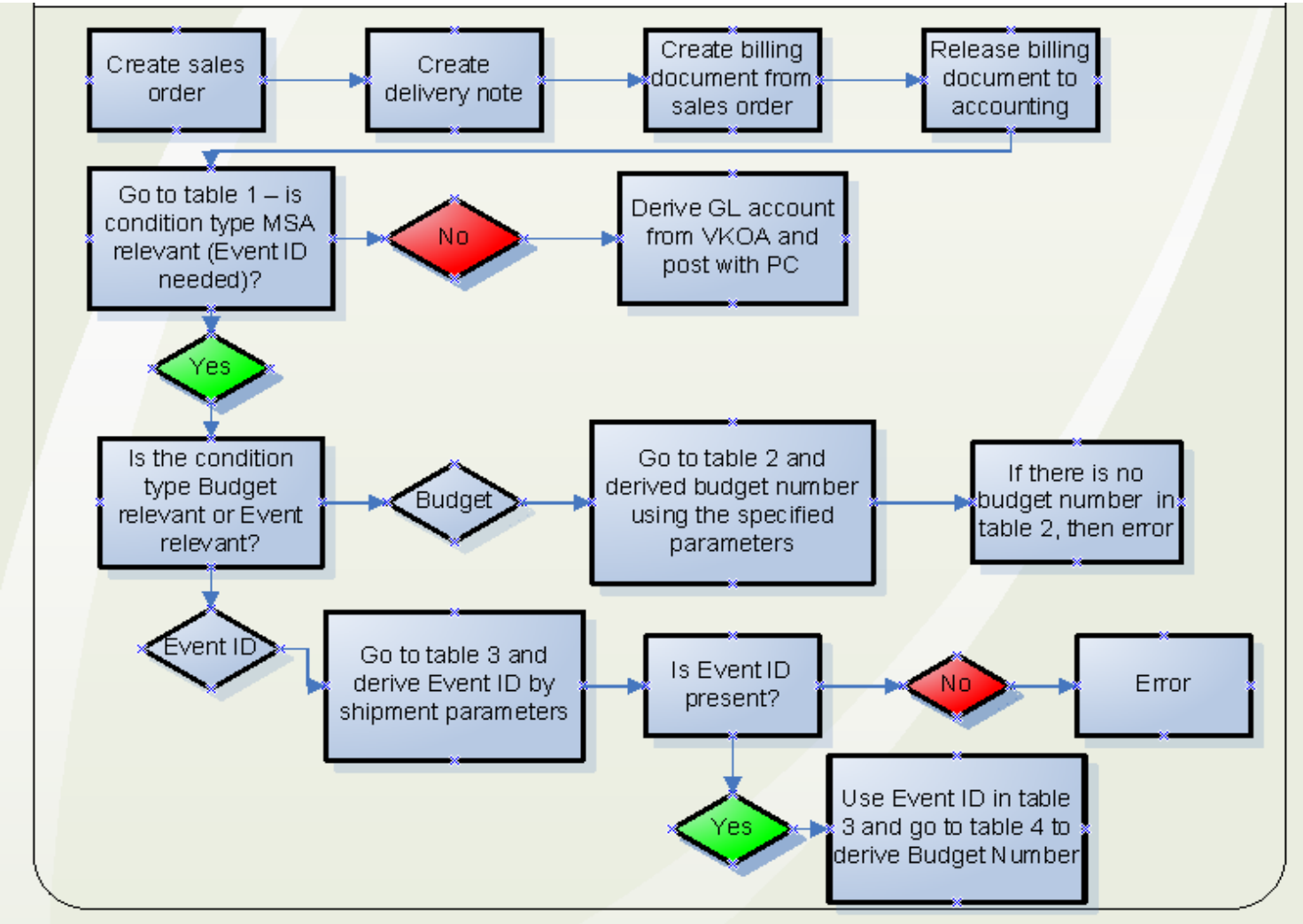
- How will the data be entered in the system?

- What is the process that will be followed? And what is the logical flow in the system?

Visio is my best friend…



And again…


Create sales order
Create delivery note
Create billing document from sales order
Release billing document to accounting
Go to table 1 – is condition type MSA relevant (Event ID needed)?
No
Derive GL account from VKOA and post with PC
Yes
Is the condition type Budget relevant or Event relevant?
Budget
Go to table 2 and derived budget number using the specified parameters
If there is no budget number in table 2, then error
Event ID
Go to table 3 and derive Event ID by shipment parameters
Is Event ID present?
No
Error
Yes
Use Event ID in table 3 and go to table 4 to derive Budget Number

How do I use process diagrams?

- I use system logic diagrams to communicate with the developer to ensure they understand what the requirements are in technical speak.
- Therefore, I need to consider every eventuality – what errors can happen? What can go wrong?

- I use process diagrams to talk to my users to explain what process they will need to follow.
- I need to consider what different teams need to work together and how to ensure that we get the correct data.

What is next?

- Development
- Technical Testing
- Key user Testing
- Go Live

FYI

- This is just an example of how I still use skills
  - You don’t necessarily need to go into this level of detail
  - You have to decide the right level for your project
  - Ask your lecturer and tutor and decide in your group what is the right level for this project.

challenge

Are you ready to face a new challenge every day?

Want to find out more?

P&G

How to find us?

- Come talk to me now ☺
- Come see our corporate presentation on 14th October

  7 pm 14th October

  Teviot Row House Debating Hall

- Other events – if interested please email me
  - Navrotskaya.m@pg.com

Internships & Full Time

Internships

Most 10-12 wks long over the summer

Locations across Europe

Real responsibility from Day 1 as an intern

Deadline is 31st December (but could be extended to 20th March)

THE INFORMATION AND DECISION SOLUTIONS SEMINAR

Information is our unique asset, enabling effective decisions and solutions for our global business. Our IDS teams lead the way in defining industry-wide IT services that strategically link business and technology.

Come and experience a 'week in the life' of a Procter & Gamble IDS Manager. With the help of expert training and personalized coaching you'll advance through a series of challenges taken from real P&G business cases. Plus you'll have a lot of fun, with no risk and no cost, together with the most passionate top students from all across Europe, the Middle East and Africa.

What former participants have said...

Leon from Switzerland –
"Incredible. Unbelievable. So many words to describe how much I have met, discovered and transformed. I'm still amazed on how much I have learnt in barely 5 days, constantly having fun."

Jessica from South Africa –
"This was a wonderful week where I learnt and experienced so much that I will use forever. I'll always remember this experience and feel inspired by what we did. I grew in the areas of team work, leadership, personal development and too many more to count! thanks you for giving me this opportunity to develop myself."

London, 10th-15th April, 2011

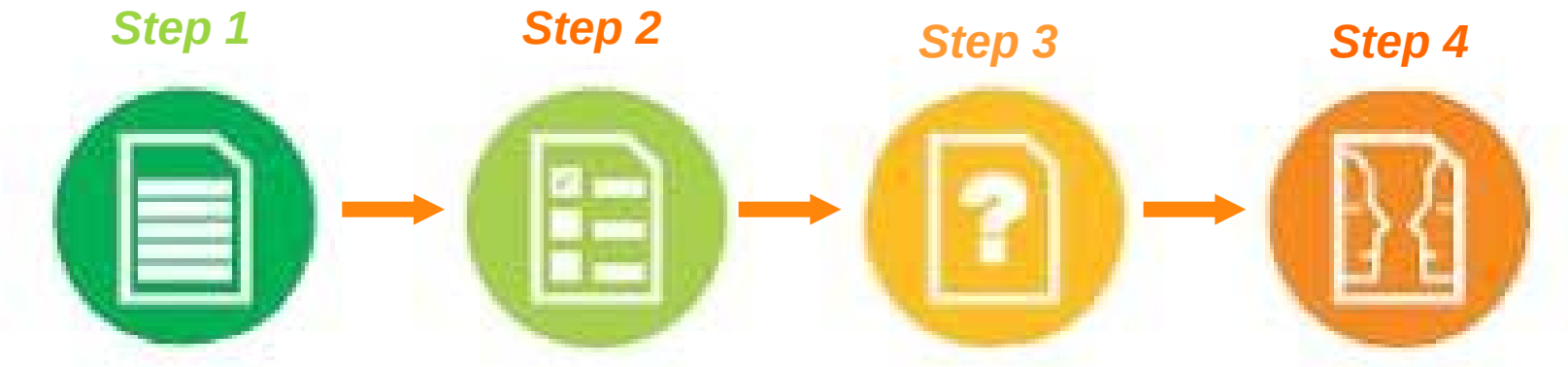
Application deadline: 10th January, 2011

For more details and online application: ***www.pgcareers.com/idsc***

A NEW CHALLENGE EVERY DAY.™
Daily. Globally. Personally. Professionally.

P&G

Our Application Process



www.PGcareers.com

P&G A NEW CHALLENGE

Thank you

Questions?