







侯菲律 先生 方案总监

侯菲律先生现任CDP集团解决方案部门总监

拥有十多年供职于国际和本地顾问公司的咨询服务和团队管理经验,专长领域在通过信息化手段,进行管理流程优化,多模块、多应用系统集成,及HR共享服务中心建设和人力资源流程外包方案设计

作为CDP方案团队的首位成员,参与创建了业务流程外包服务模式和实施团队,及质量标准和服务水平的规范制定

领导的创新方案包括:

国内第一个基于SAP HR平台BPO服务的成功案例

国内第一家事业单位和高校的SAP HR实施案例

国内第一家SAP电子招聘实施案例等

参与的项目类型包括人力资源业务流程外包、人力资源管理咨询、业务流程优化、SAP和Oracle等系统实施。主要涉及零售、金融、制造、贸易、物流、教育等行业

毕业于上海交通大学人力资源管理专业

HR共享服务的升级——追求整体成本效率的提高



中国企业共享服务建设的驱动力

Business drivers for shared services in China

Multinationals

Drivers:

- Consistency
- · Economies of scale
- Standardisation
- · Enhanced service levels
- · Better control and transparency

State-owned enterprises

Drivers:

- Access to global best practice or advanced technology
- Process improvement
- Globalization

Privately owned enterprises

Drivers:

- High growth and expansion
- Being strategic
- Cost efficiency
- Globalization

Necessities

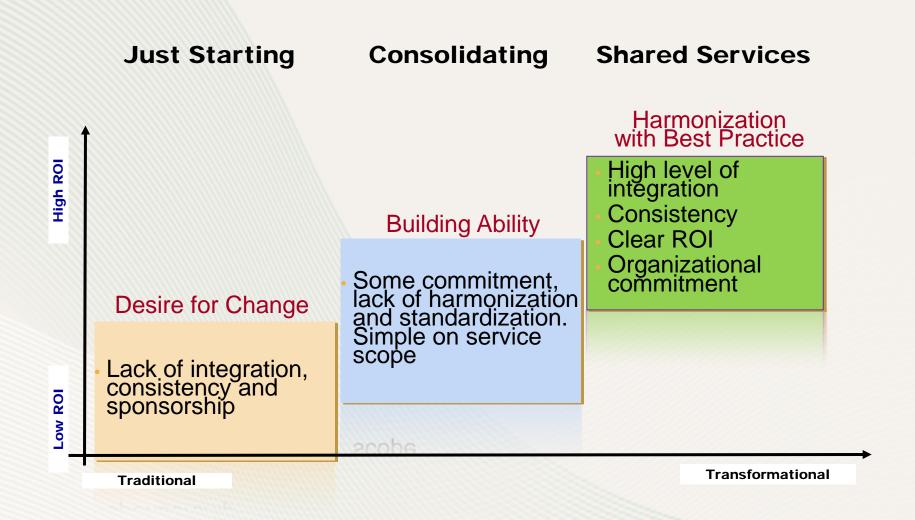
Absolute management commitment

Organisation-wide restructuring

Transformation mindset in corporate culture



共享服务并不仅是"合并"



合并只是第一步.....

Stage I Consolidation

- Focused on bringing processes and systems under one roof
- Located near Corporate or major customer
- Viewed as part of Corporate
- Centralization rather than true shared services
- Disparate IT systems
- Relationship with Customers characterized by anger and conflict
- Silo based organization
- Cost Focused clerical skills and processing efficiency
- Scope restricted to pureplay transactional processes
- Funded by Corporate

Stage II Standardization

- Focused on standardization of policies, procedures and technology
- Outsourcing of noncore activities
- Informal Governance Board
- Multiple systems in use by customers
- Customer relationship managers identified
- Contact embedded in functions, some use of Contact Centers in selected functions
- Team based organization around process, sub-functions, or applications
- Functional experts
- Some performance reporting
- Service offerings defined; charge backs established

Stage III Optimization

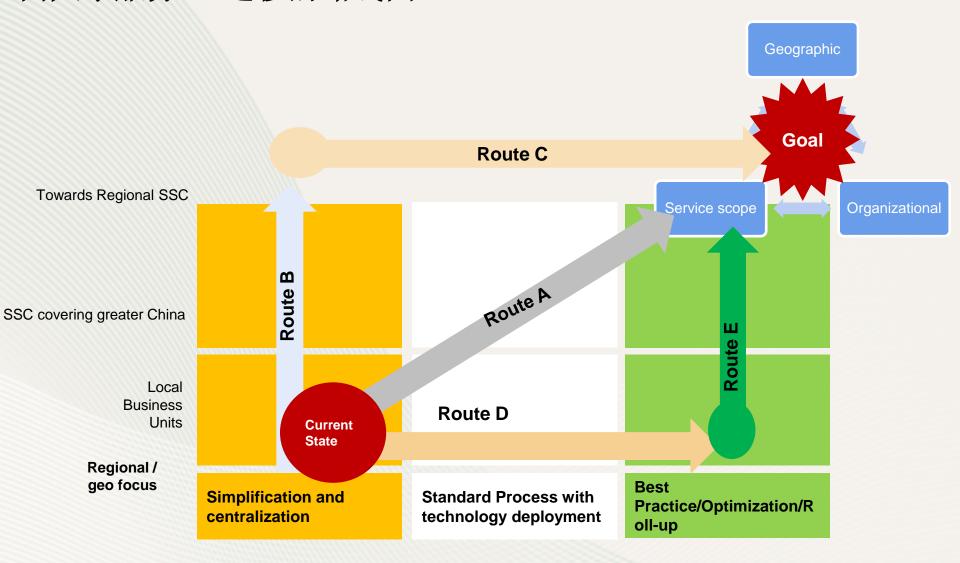
- Integration of optimized processes, technology and organization
- High degree of process improvement
- Continuous improvement imbedded
- Move to optimal location(s)
- Greater outsourcing
- Standardized enterprise system
- Use of imaging; workflow & other enabling IT tools
- Customer focused; self-directed teams
- Contact Center
- Balanced Scorecards
- Detailed SLA
- · Variable pricing
- Formal Governance Board

Stage IV Virtualization

- Leverage advanced technologies
- Physical location(s) less important
- Contact Centers established to support stakeholder inquiries
- Continuous re-invention
- Expansion of services / scope including expertise services
- Open for competition with external providers; Outsource where not best-inclass; External profit center approach
- Balanced scorecards integrated to customer strategy
- Menu pricing
- SLA / strong customer focus
- Governance Board stresses expansion of SSC model
- Growth oriented business model to leverage scale
 - Marketing & Business Development team
 - R&D: new service offering development
- Optimal organizational structure



向共享服务2.0迁移的路线图

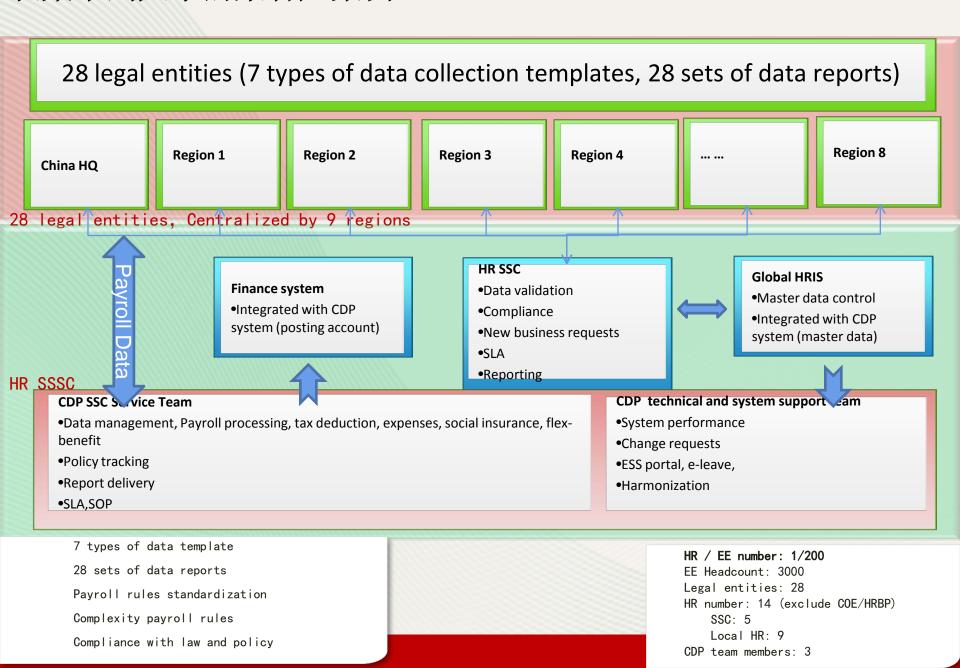


Partnering on the road to success

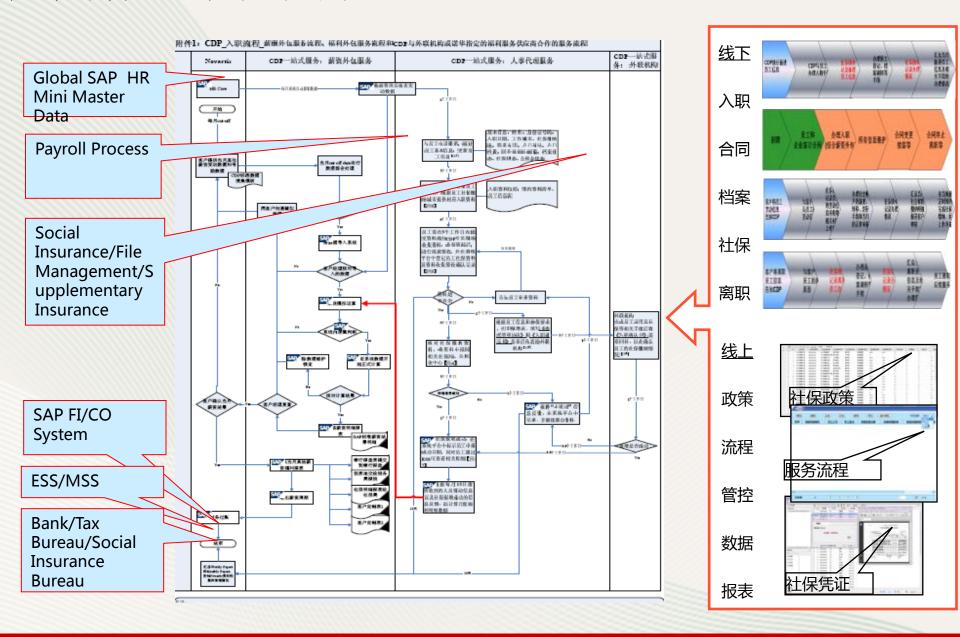
CDP客户共享服务整合案例的启示



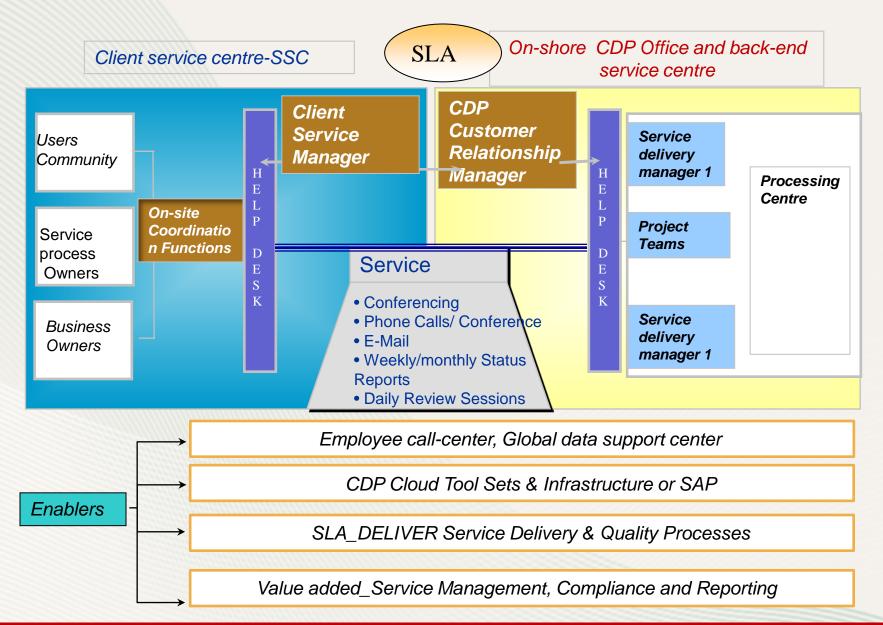
从集中到共享的某客户案例



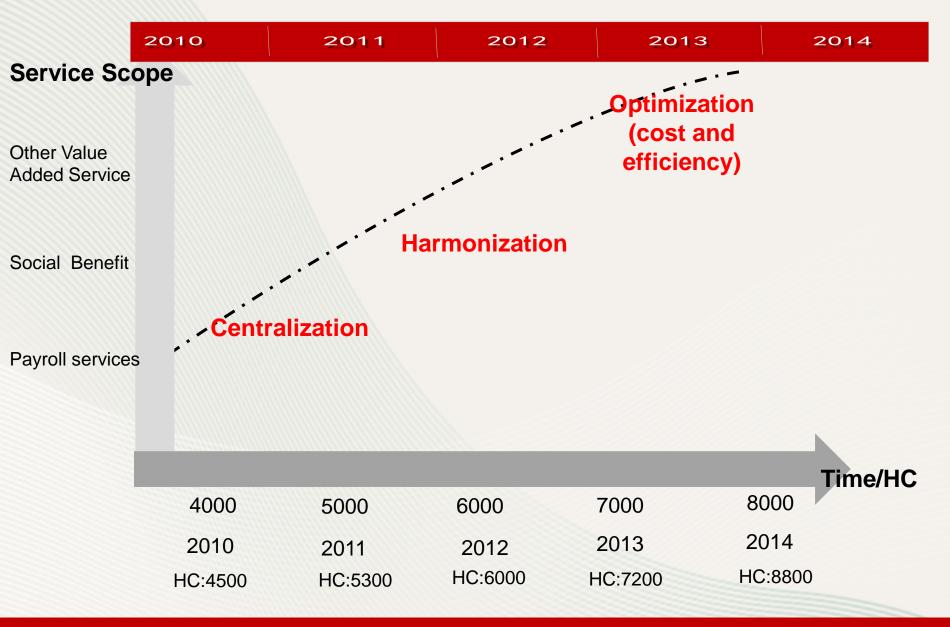
共享服务的流程设计与落地



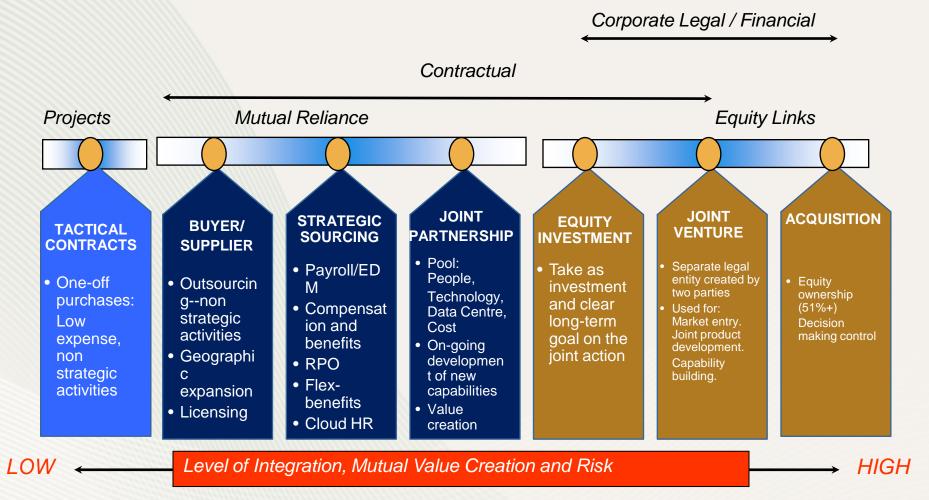
共享服务合作模式



5年共同发展道路

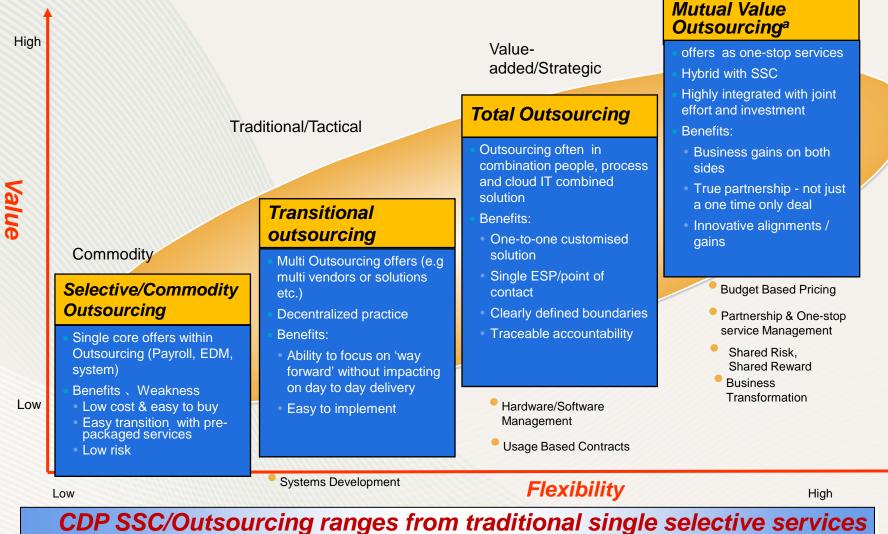


成功路上,合作伙伴尤其重要



The type of commercial vehicle depends on the strategic business need and objectives. Most can be encapsulated in a contractual agreement rather than a separate legal entity.

从传统到变革性的外包选择

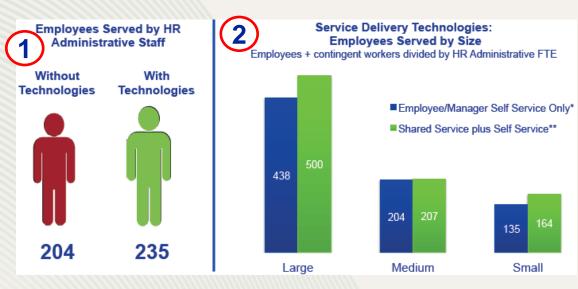


to full spectrum one-stop strategic outsourcing with option of combining with SSC strategy

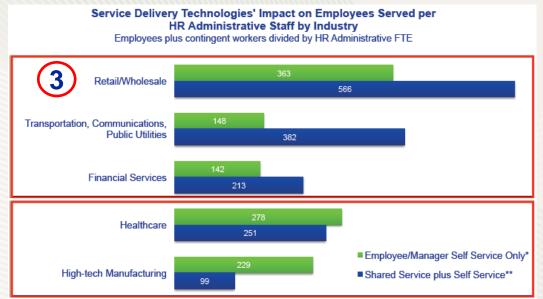
云技术支持共享服务流程的差异化优势



技术解决方案对共享服务的支持



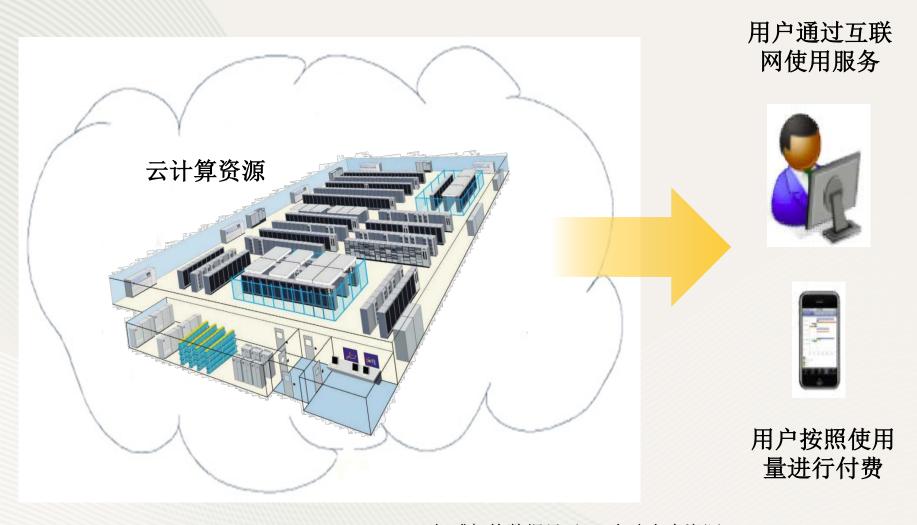
- 1 总体来说,信息化技术可使HR多服务15%员工;
- 2 "共享服务+信息化技术" 的优势,将随着企业规模发 展而越来越大;



3 "共享服务+员工自助" 模式,在零售、运输、电信、 金融等行业的效率优势最为 明显

Source: CedarCrestone 2012-2013 HR System Survey

云技术迅速通过SaaS等商业模式服务企业客户



30% Self-established HCM System is failed. 权威机构数据显示30%自建人力资源系统已经失败。

80%-95% SaaS Model HCM Solution is warmly welcome. 85%-95%的企业用户对SaaS模式下的HCM应用表示满意。

云技术引入HR应用的意义

真正的大规模用户支持与扩展性 业务持续性和安全性的进一步增强 标准化通用化与持续优化的平衡 超越网络与应用终端的限制 迎合沟通方式变革的时代 节能减碳的环保效益

CDP立足亚太的"云"解决方案

Sustainability

Adapt to changing business environments and requirements

Scalability

Streamline processes and quickly scale up and down

Security

Secure information, assets, resources and IP

Insight

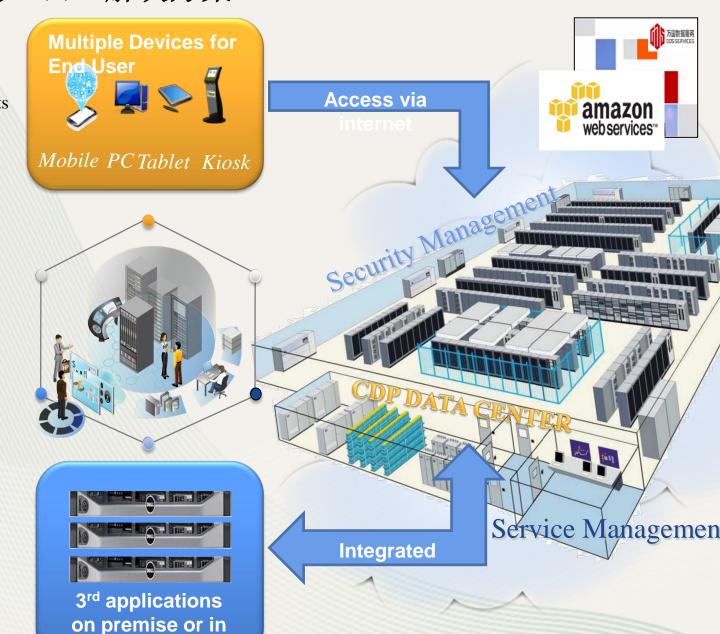
Harness information and quickly exploit it

Mobility

Access via internet anywhere.

Speed

Right delivery method to provide right outcome at The right time



cloud

一站式服务的整合平台





可预置的Dashboard









随时随地可接入移动终端















