



SAP One
Movement

Your Move to Becoming an Intelligent Enterprise On Your Terms and Your Timeline

SAP One Movement L2 Slide Deck
April 2021

PUBLIC



It's time to **accelerate** transformation.

5 top reasons to move to SAP S/4HANA now

You cannot afford to wait. These are the top 5 realities:

Innovate before competitors:

As past recoveries show, the winners re-innovate their business processes and models faster, deriving differentiated business outcomes in the context of their industry. Intelligent enterprises apply advanced technologies and best practices within agile business processes to make organizations more resilient, profitable, and sustainable.

1

Champion cost savings:

Cost pressures have intensified with the COVID-19 pandemic, making it critical to drive cost savings. A modern ERP delivers intelligent automation across your entire business, driving step-change improvements in productivity by unlocking new levels of efficiency and intelligent personalized insight to all employees.

3

Grow with modern cloud ERP:

The crisis has accelerated the shift to the cloud. With our new consumption models, you can now more easily move to our modern cloud and safeguard your current ERP investment, enabling continuous innovation and operational scalability with a low TCO. This enables a shift from capital expenditures to operating expenses and makes it easier to drive your business remotely.

5

Run in uncertainty:

Running your business in today's economic uncertainty requires a new ERP that provides instant insight across your end-to-end business operations so you can always analyze, collaborate, prepare, and plan for what's next – and act immediately, from anywhere.

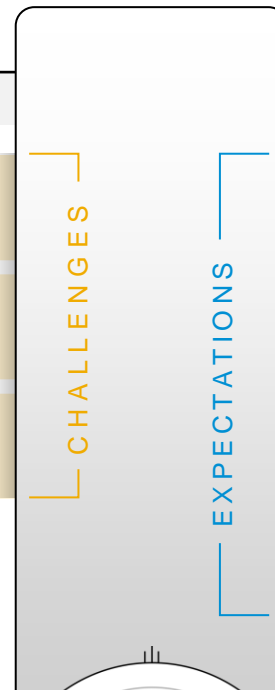
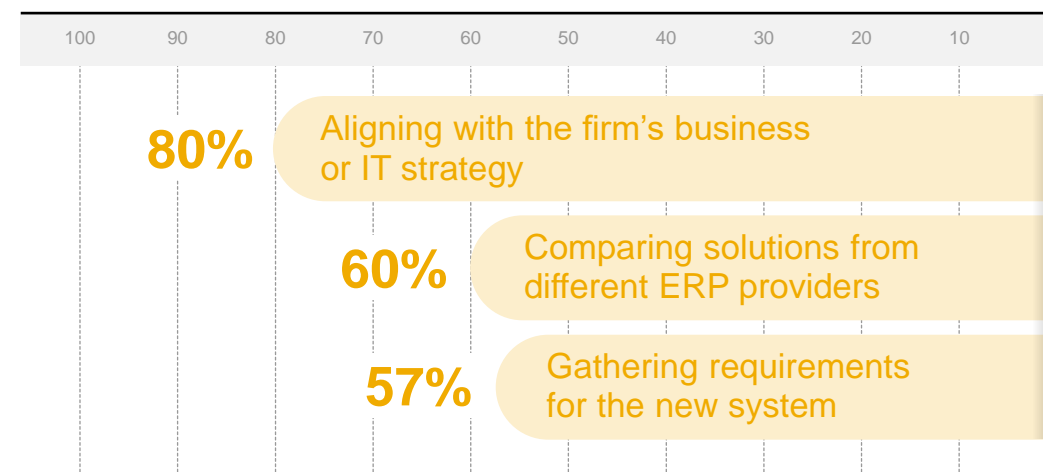
2

4

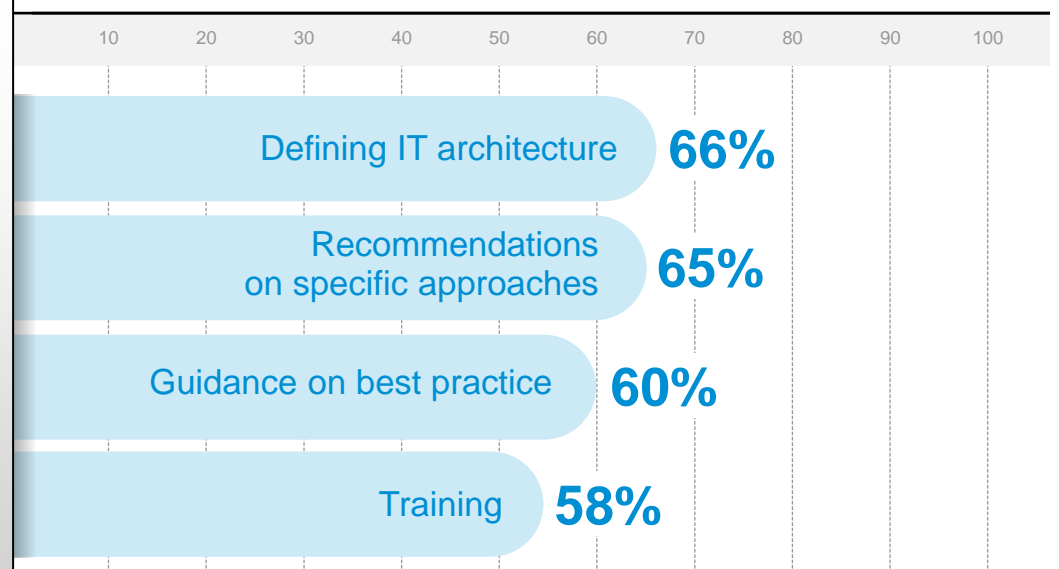
Pivot at market speed: With unpredictable changes in product demand and manufacturing supply chains, organizations need to dynamically reallocate resources to new mission-critical priorities or to quickly adapt to disruptions, enabled by digital business operations driven in real time.

What are your challenges and what do you expect from us?

Common ERP challenges*

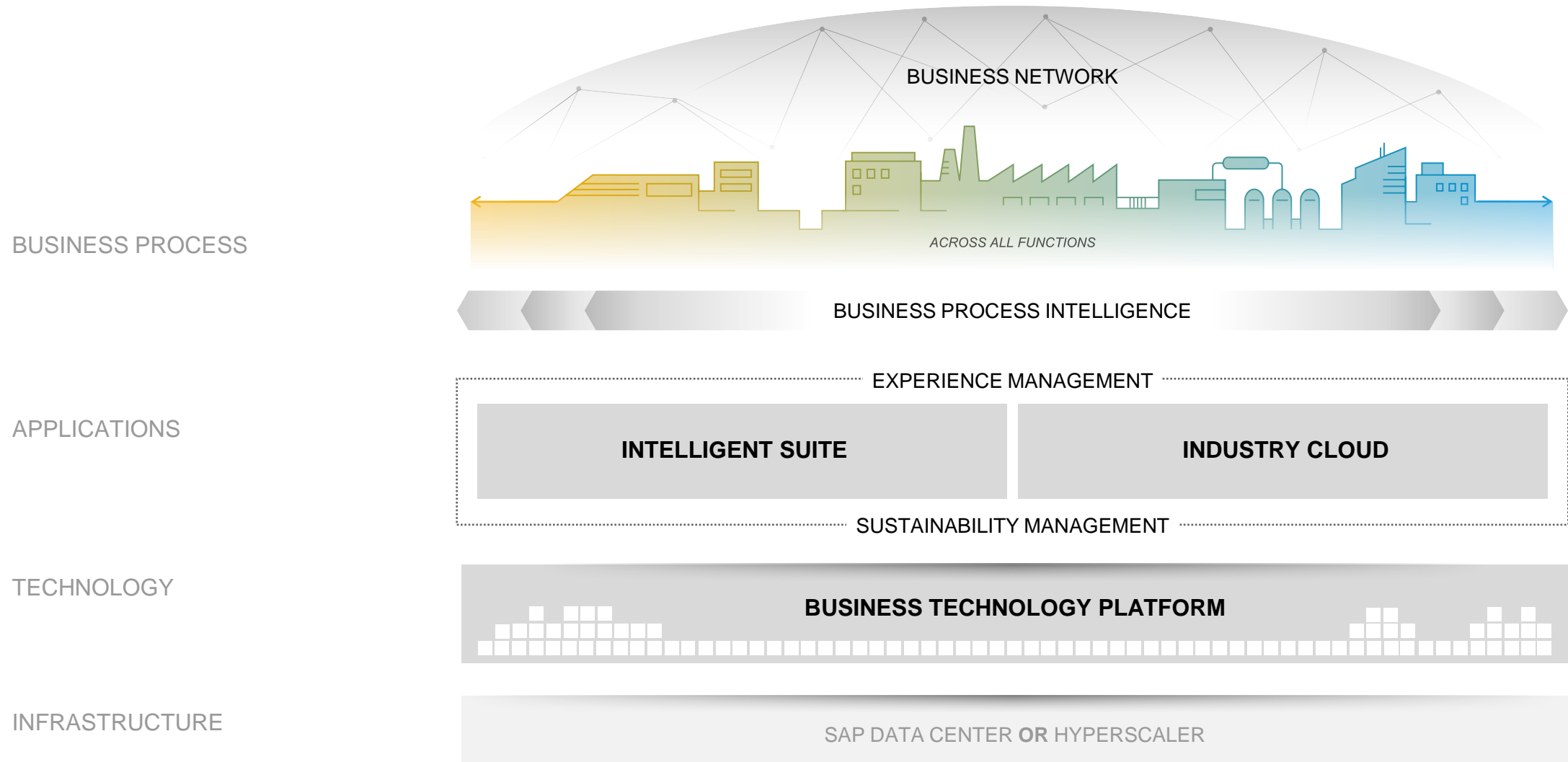


Expectations for help from software vendor*



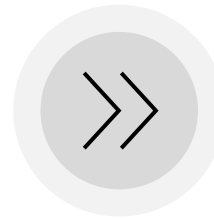
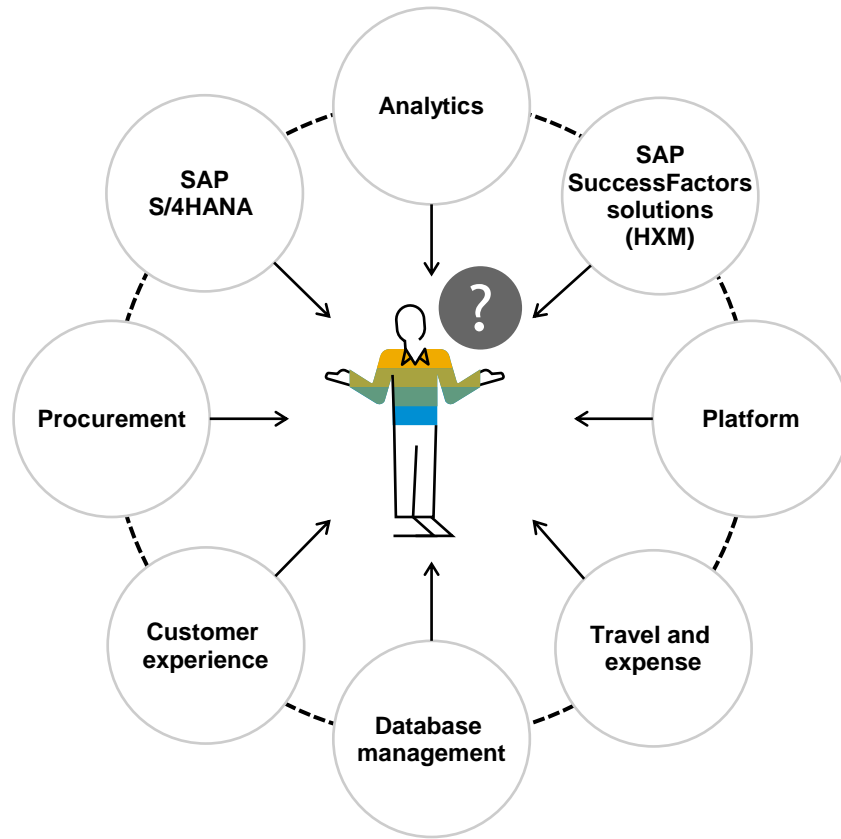
*A commissioned study conducted by Forrester Consulting on behalf of SAP, June 2020.

Intelligent Enterprise: A clear path forward

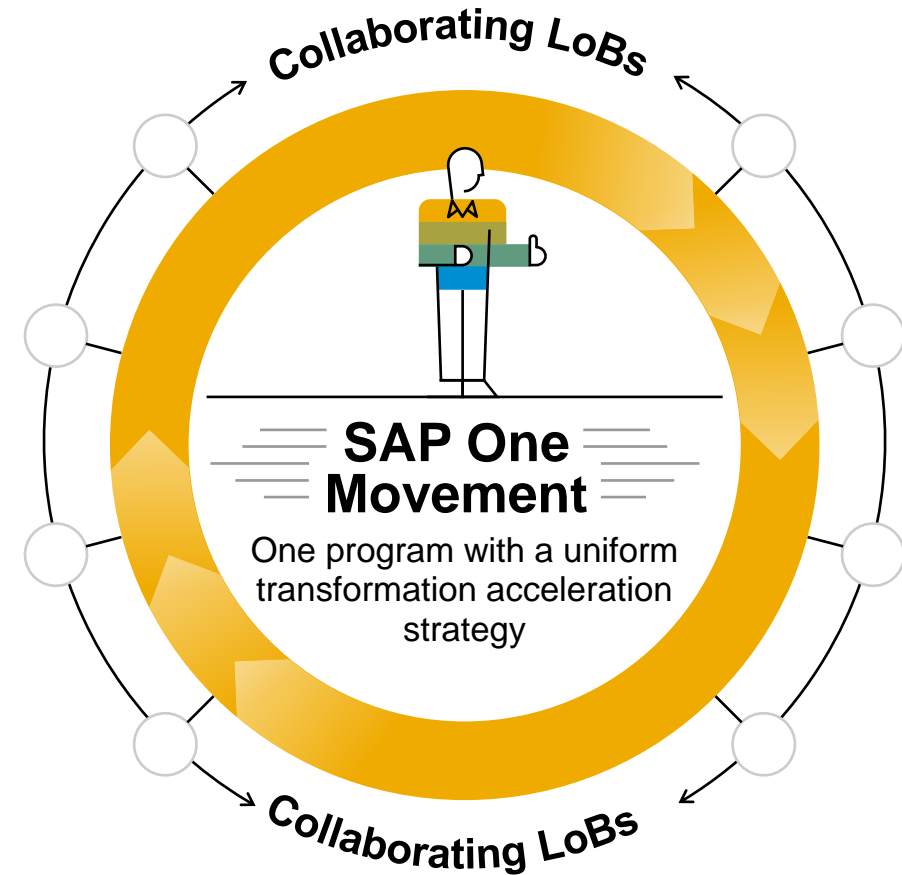


SAP One Movement extends success to other SAP programs

Today



Tomorrow



We stand committed not to leave any customer behind on their journey to becoming an intelligent enterprise

WHAT

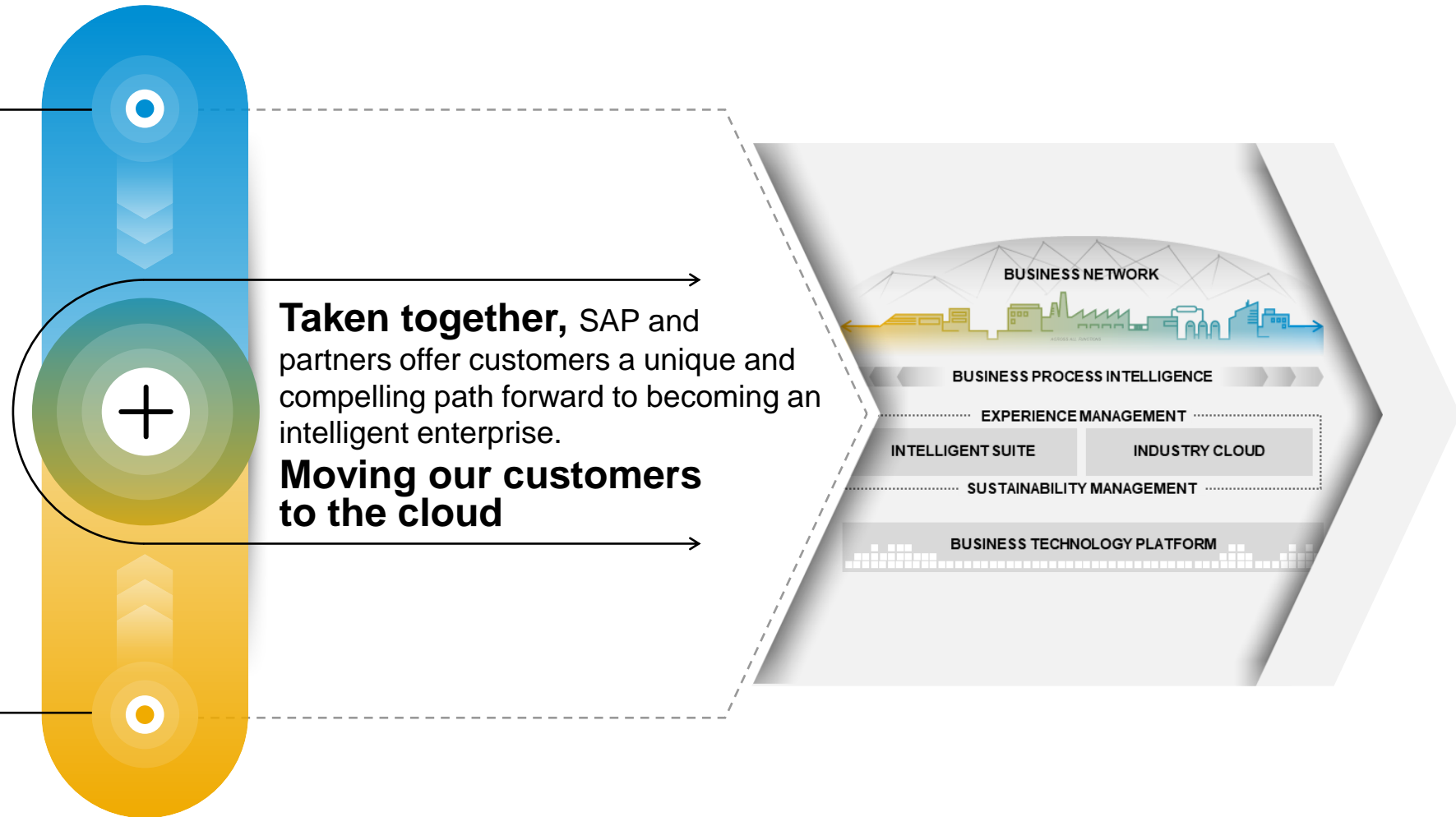
RISE with SAP

is a partner-focused offering that provides Business Transformation as a Service with key components (cloud solutions, platform, tools).

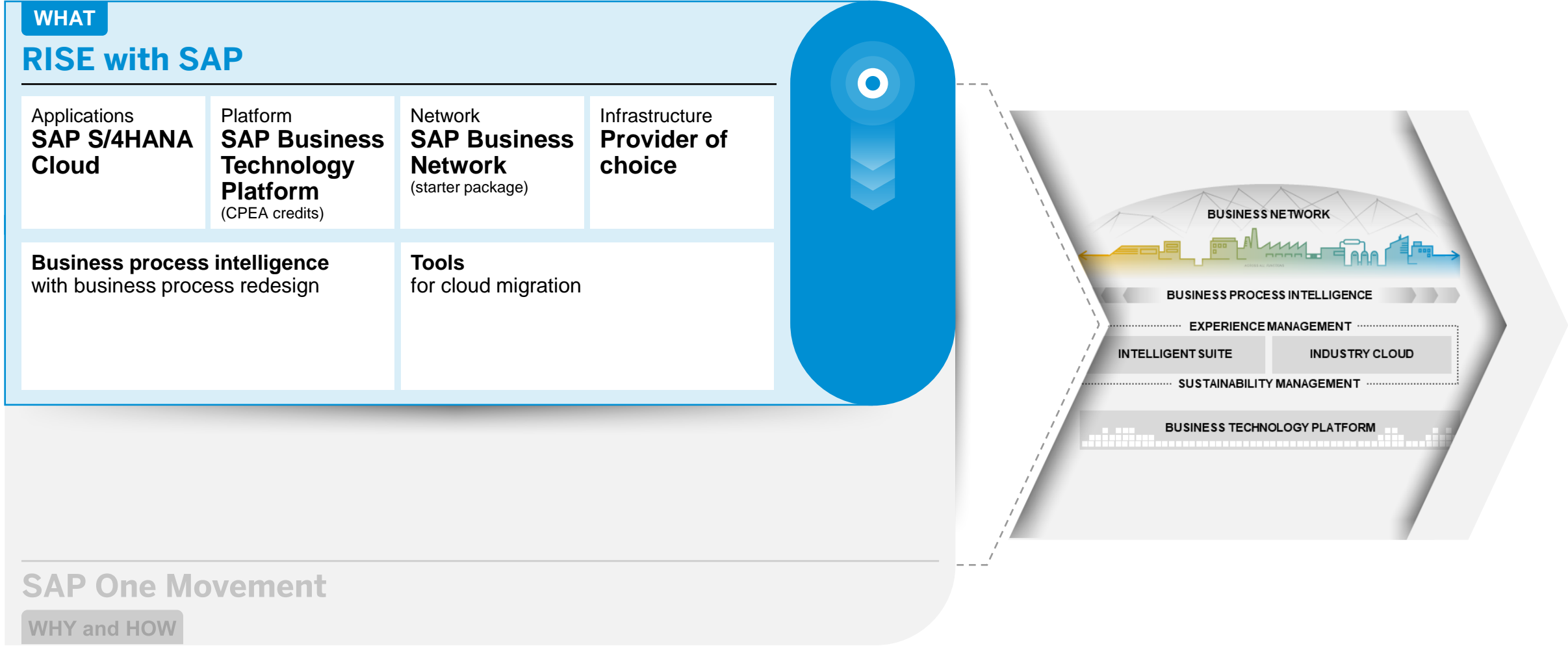
is a program that complements the RISE with SAP offering that provides tailored guidance and expertise for a migration from legacy systems to intelligent technologies.

SAP One Movement

WHY and HOW



RISE with SAP



SAP One Movement

WHAT

RISE with SAP

Applications
**SAP S/4HANA
Cloud**

Platform
**SAP Business
Technology
Platform**
(CPEA credits)

Network
**SAP Business
Network**
(starter package)

Infrastructure
**Provider of
choice**

Business process intelligence
with business process redesign

Tools
for migration, optimization,
and innovation

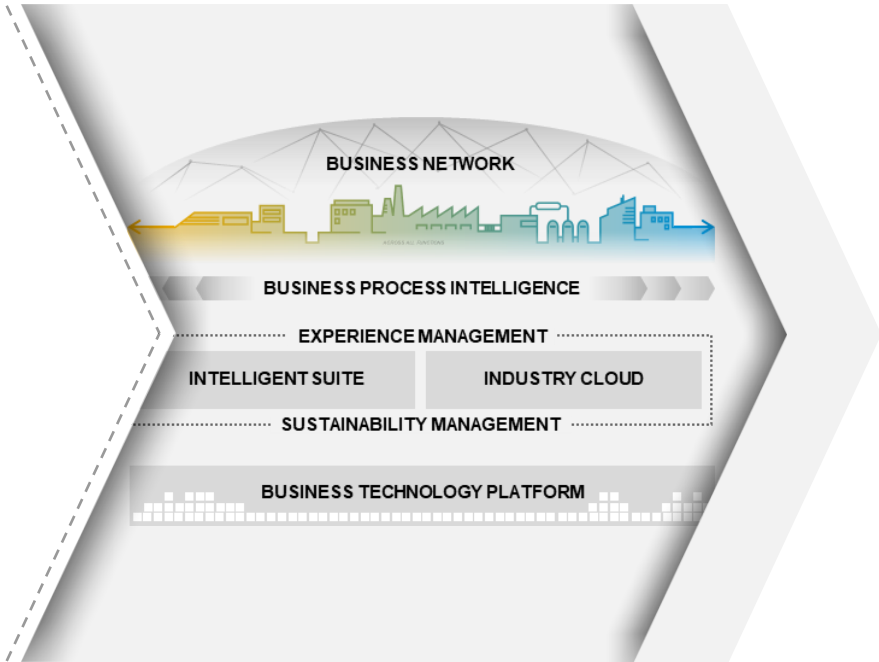
Services, assets, and additional tools from SAP and partners

available for:

SAP S/4HANA	Analytics	Procurement	SAP Customer Experience
Database management	Travel and expense	Platform	SAP SuccessFactors solutions

SAP One Movement

WHY and HOW



SAP One Movement

WHAT

RISE with SAP

Applications
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Cloud**

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(CPEA credits)

Network
**SAP Business
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(starter package)

Infrastructure
**Provider of
choice**

Business process intelligence
with business process redesign

Tools
for migration, optimization,
and innovation

Services, assets, and additional tools from SAP and partners

**Align on vision
and strategy**

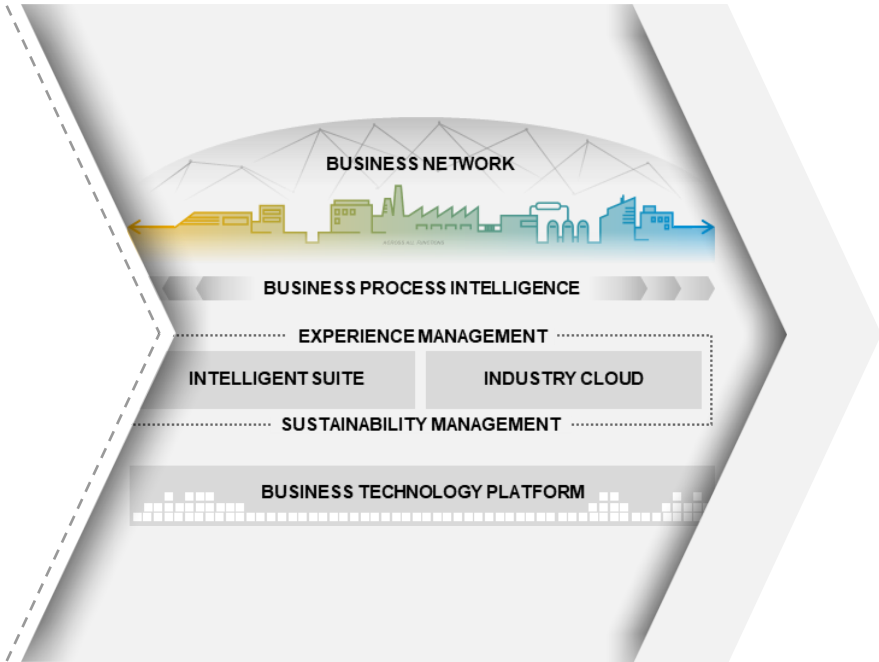
**Build
the case**

**Plan the path
forward**

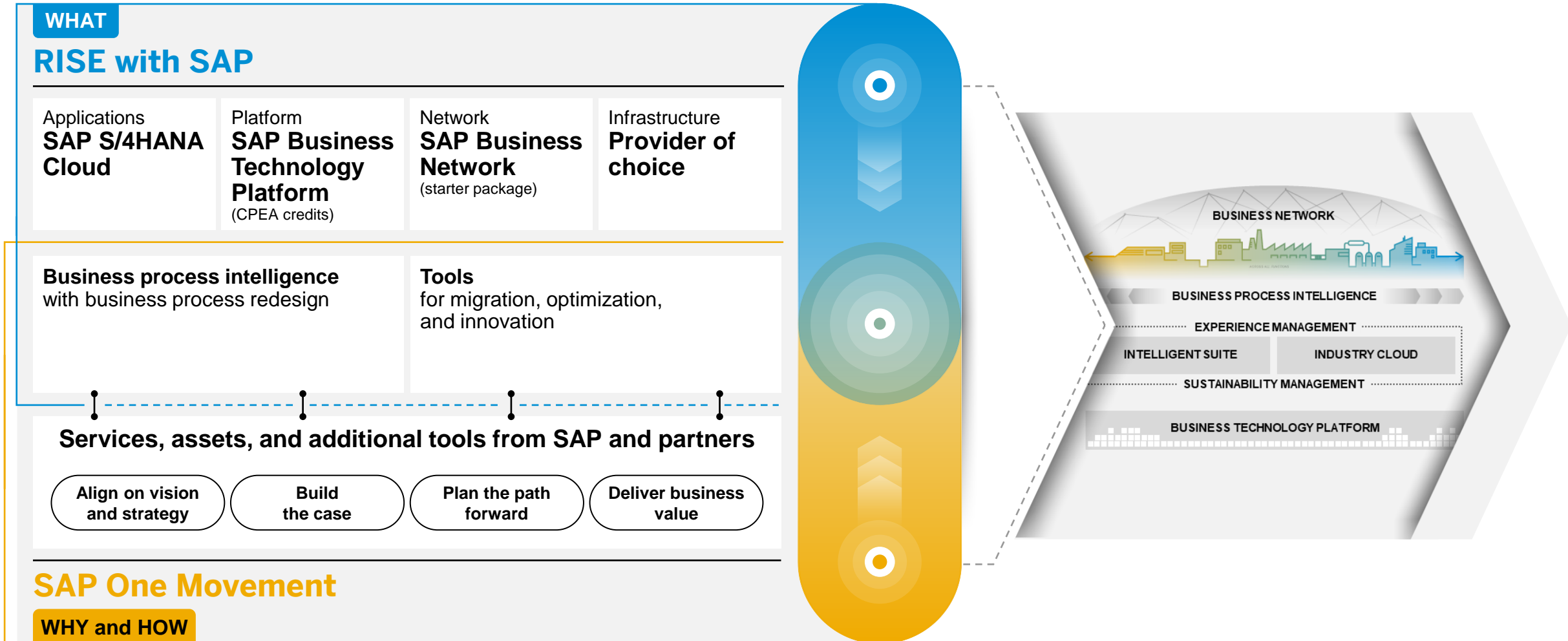
**Deliver business
value**

SAP One Movement

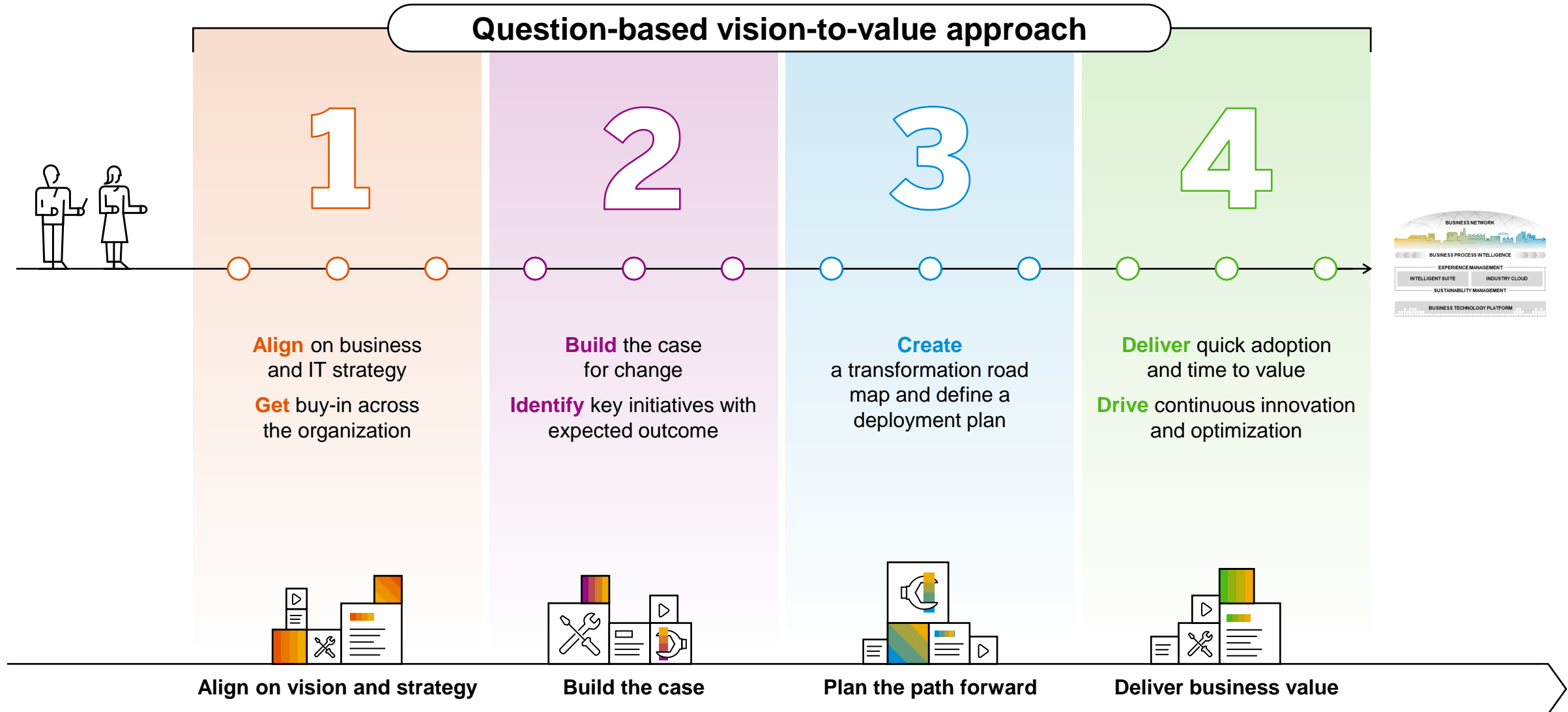
WHY and HOW



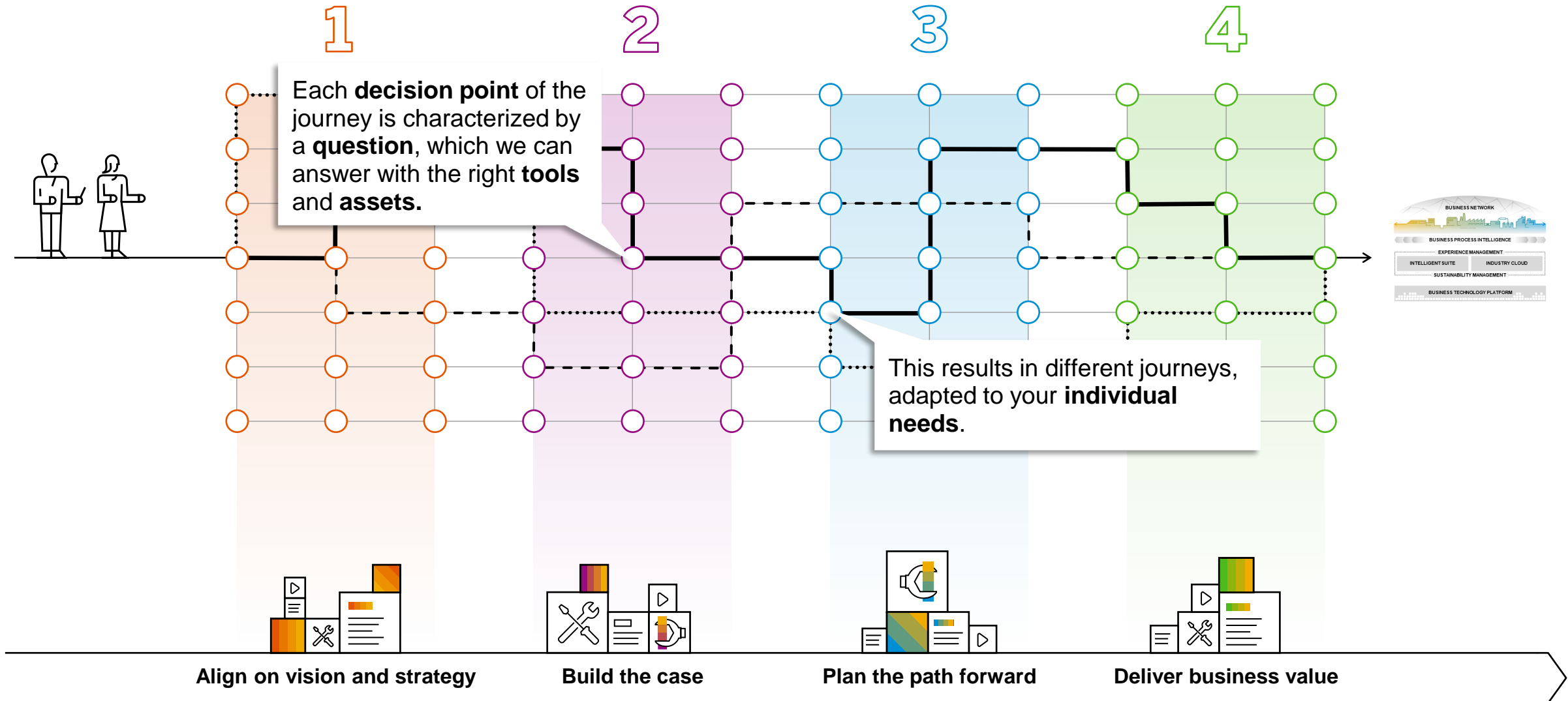
Connection between RISE with SAP and SAP One Movement



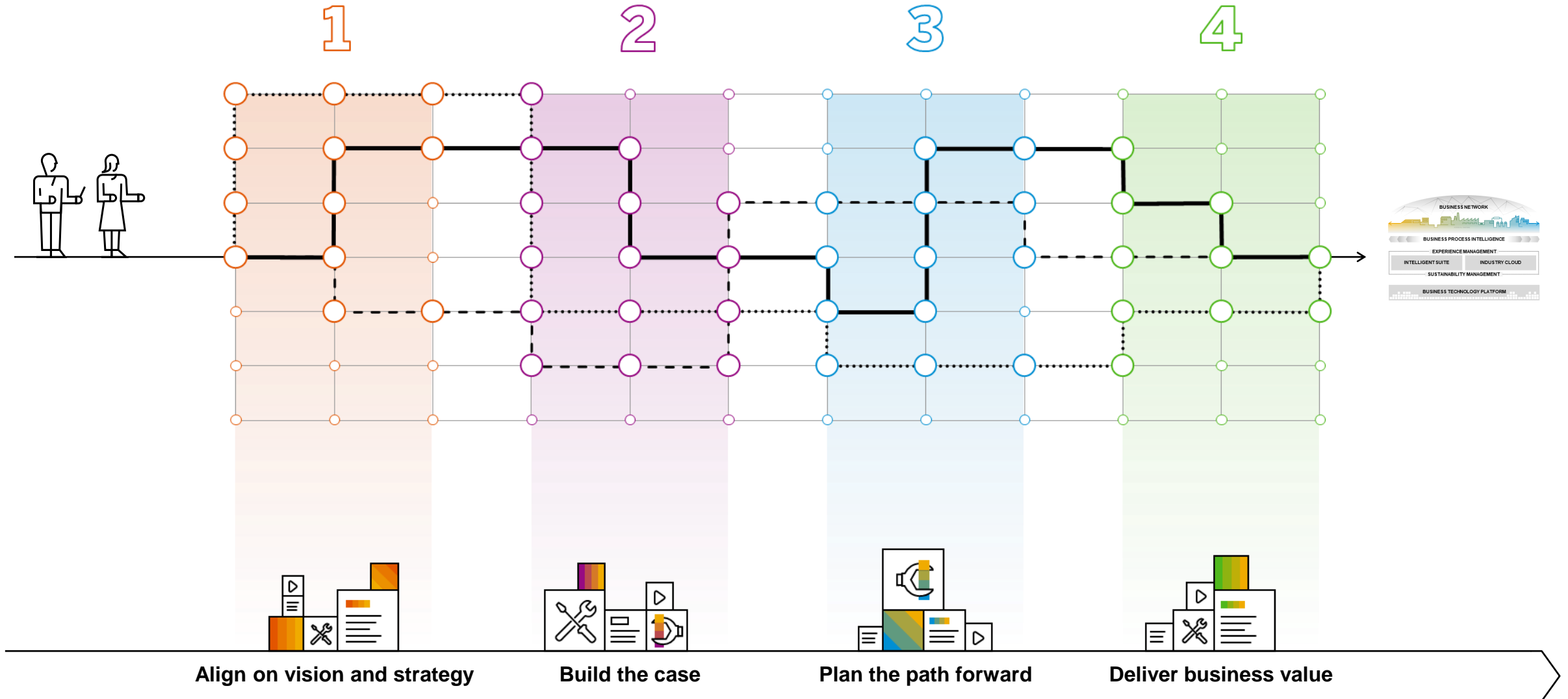
SAP One Movement uses the question-based vision-to-value approach



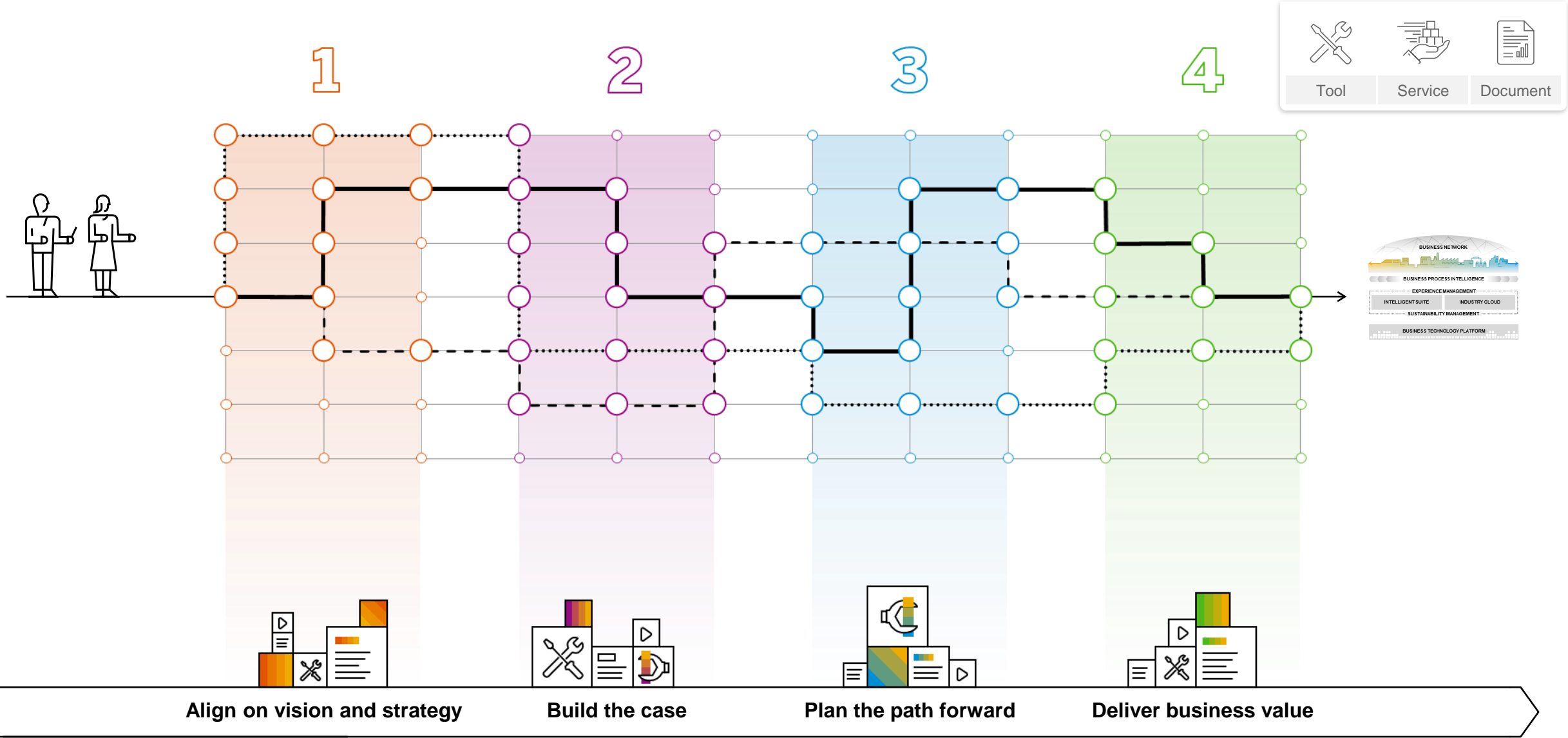
Focusing on individual journeys to becoming an intelligent enterprise



Focusing on individual journeys to becoming an intelligent enterprise

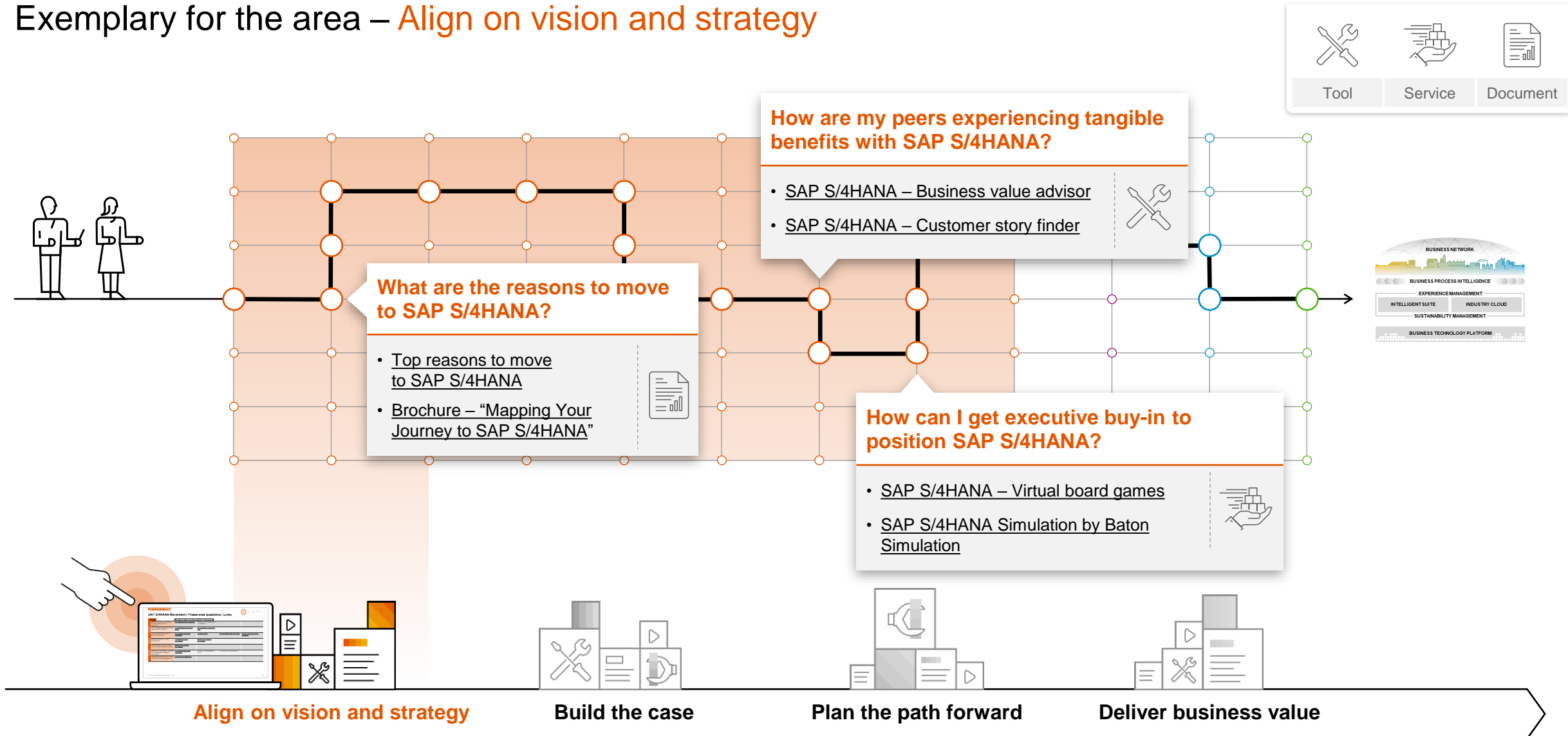


Focusing on individual journeys to becoming an intelligent enterprise



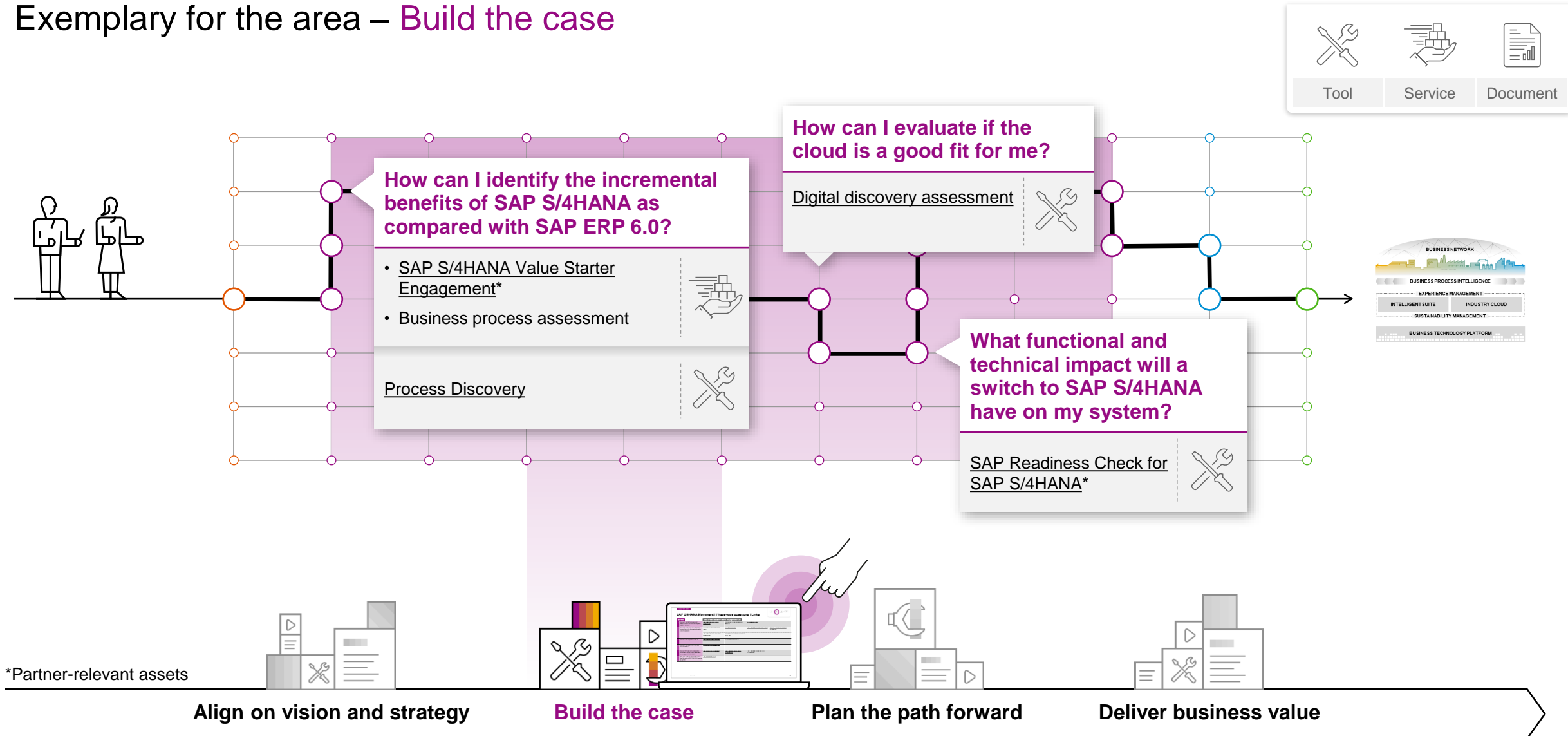
Focusing on individual journeys to becoming an intelligent enterprise

Exemplary for the area – **Align on vision and strategy**



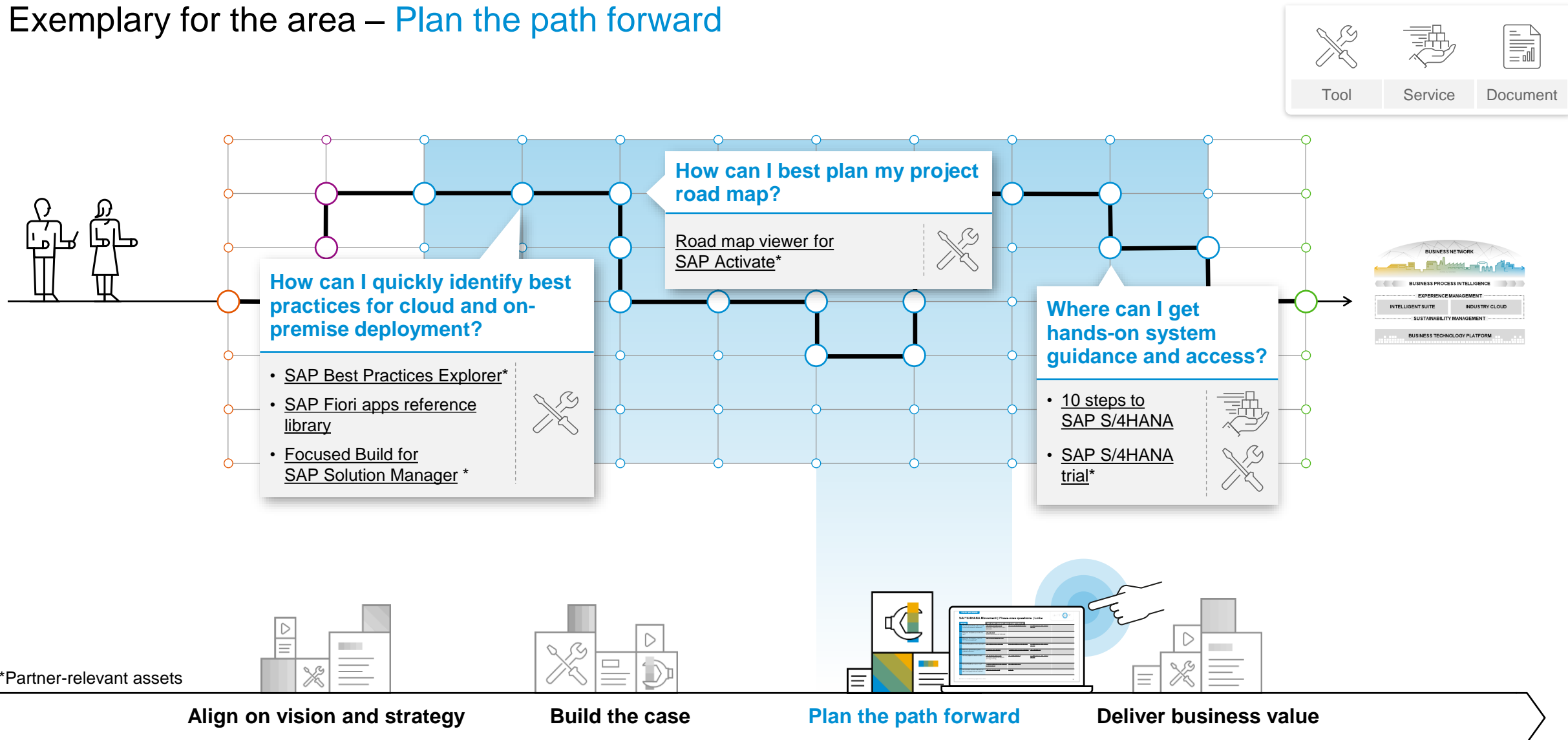
Focusing on individual journeys to becoming an intelligent enterprise

Exemplary for the area – **Build the case**



Focusing on individual journeys to becoming an intelligent enterprise

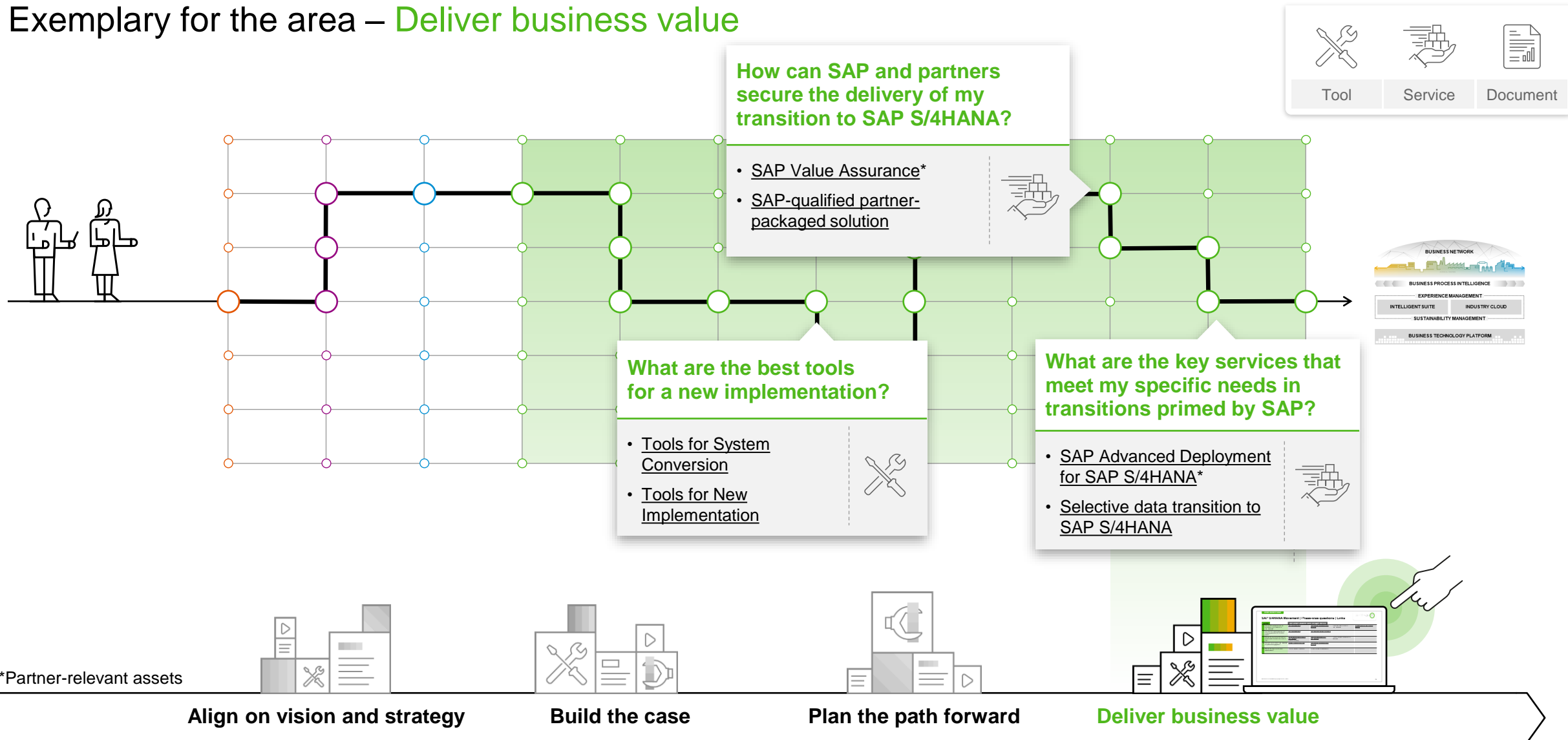
Exemplary for the area – Plan the path forward



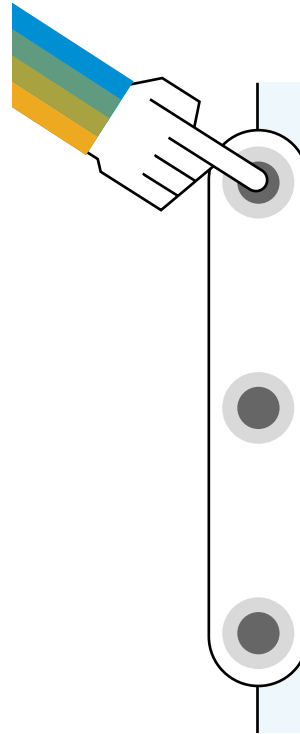
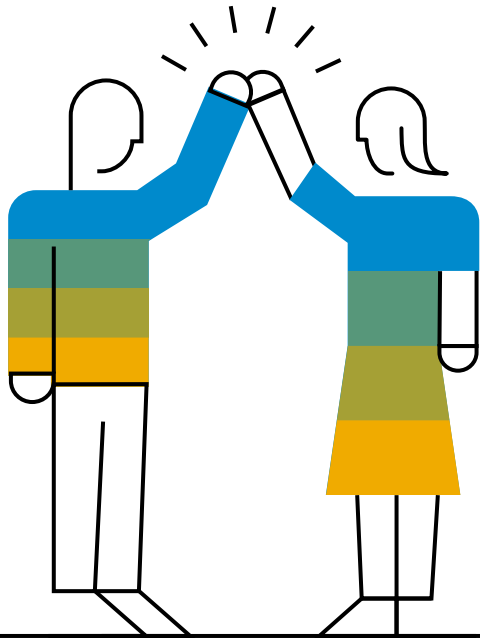
*Partner-relevant assets

Focusing on individual journeys to becoming an intelligent enterprise

Exemplary for the area – **Deliver business value**



Let's MOVE together



Visit the **SAP S/4HANA Movement** Web site.



Register for the **SAP S/4HANA Value Starter** program.



Contact us at **s4move@sap.com**.



THANK YOU.

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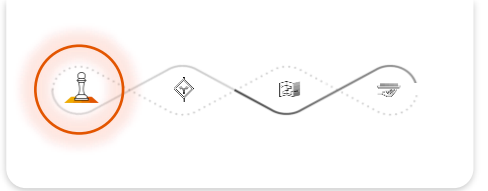
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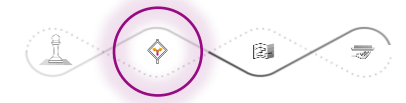
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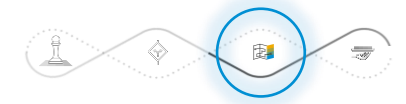
SAP S/4HANA Movement | Phase-wise questions | Links

Question	Tools, websites, documents, videos, one-pagers, and so on			
1 Where can I find key industry-specific information and assets for my engagement?	<u>SAP S/4HANA industry capabilities</u>	Industry and LoB value papers for SAP S/4HANA		
2 How are my peers experiencing tangible benefits with SAP S/4HANA?	<u>SAP S/4HANA – Business value advisor</u>	<u>SAP S/4HANA – Customer story finder</u>		
3 How can I get executive buy-in to position SAP S/4HANA?	<u>SAP S/4HANA Value Starter Engagement</u>	<u>Process Discovery</u>	<u>SAP S/4HANA – Virtual board games</u>	<u>SAP ERP Simulation by Baton Simulations</u>
4 What are the reasons to move to SAP S/4HANA?	<u>Top reasons to move to SAP S/4HANA</u>	<u>Mapping Your Journey to SAP S/4HANA</u>		
5 How can I get an overview of the key decisions to be made along the journey?	<u>Mapping Your Journey to SAP S/4HANA</u>			
6 What are my current strategic goals and how do they match with capability improvements?	<u>SAP S/4HANA Value Starter Engagement</u>	Business process assessment service	Explore service for Intelligent ERP	
7 How can I get guidance and structure for an SAP S/4HANA Cloud engagement?	<u>Digital discovery assessment</u>			



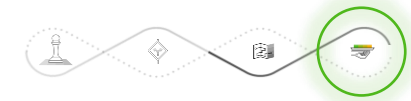
SAP S/4HANA Movement | Phase-wise questions | Links

Question		Tools, websites, documents, videos, one-pagers, and so on			
1	How can I identify the incremental benefits of SAP S/4HANA as compared with SAP ERP 6.0?	<u>SAP S/4HANA Value Starter Engagement</u>	Business process assessment service	<u>Process Discovery</u>	
2	How can I engage and secure line-of-business buy-in for discovering the value of SAP S/4HANA?	Business process assessment service	<u>Process Discovery</u>	<u>SAP S/4HANA – Virtual board games</u>	<u>SAP ERP Simulation by Baton Simulations</u>
		SAP S/4HANA Value Discovery Engagement	Value and implementation strategy from SAP		
3	How can I build my product map for becoming an intelligent enterprise ?	<u>SAP Transformation Navigator</u>	Explore service for iERP		
4	How can I evaluate if the cloud is a good fit for me?	<u>Digital discovery assessment</u>			
5	How can SAP help with doing a value assessment to build a solid value case for moving to SAP S/4HANA?	<u>SAP Value Lifecycle Manager</u>	<u>SAP S/4HANA Value Starter Engagement</u>	SAP S/4HANA Value Discovery Engagement	
6	What functional and technical impact does the switch to SAP S/4HANA have on my system?	<u>SAP Readiness Check</u>			



SAP S/4HANA Movement | Phase-wise questions | Links

Question		Tools, websites, documents, videos, one-pagers, and so on			
1	How can I quickly identify best practices for cloud and on-premise deployment?	<u>SAP Best Practices Explorer</u> (processes, scope items, test scripts, and more)	<u>SAP Fiori apps reference library</u>	<u>Focused Build for SAP Solution Manager</u>	
2	Where can I configure my unique road map ?	<u>SAP road maps</u> (products, processes, and industries)			
3	Where can I find relevant content on SAP Fiori user experience?	<u>SAP Fiori apps reference library</u>			
4	How can I best plan a project road map ?	<u>SAP Transformation Navigator</u>	<u>Road map viewer for SAP Activate</u>	<u>Focused Build for SAP Solution Manager</u>	
5	Where can I get hands-on system guidance and access?	<u>10 steps to SAP S/4HANA</u>	<u>“5 Steps to SAP Fiori for Customers”</u>	<u>SAP S/4HANA trial</u>	
6	How can I prepare a transition plan ?	<u>SAP Advanced Deployment</u> (including a migration and upgrade planning workshop)	<u>SAP Value Assurance</u>	<u>Focused Build for SAP Solution Manager</u>	
7	How can I handle my custom code ?	<u>“Custom Extensions in SAP S/4HANA Implementations”</u>	<u>SAP Readiness Check</u>		
8	How can I best prepare myself and my team for the project and new solutions?	<u>Learning Journey guides</u>	<u>openSAP</u>		



SAP S/4HANA Movement | Phase-wise questions | Links

Question		Tools, websites, documents, videos, one-pagers, and so on		
1	How can SAP and partners secure the delivery of my transition to SAP S/4HANA ?	<u>SAP Value Assurance</u>	<u>SAP-qualified partner-packaged solutions</u>	Customer care program for SAP S/4HANA
2	How does SAP support safeguarding during my partner-led SAP S/4HANA project?	<u>SAP Value Assurance</u>	<u>SAP Integrated Delivery Framework</u>	
3	What are the key services that meet my specific needs in transitions primed by SAP ?	<u>SAP Advanced Deployment for SAP S/4HANA</u> (with SAP Activate)	<u>Selective data transition to SAP S/4HANA</u>	Solution delivery center factory services
4	How can I quickly deploy SAP S/4HANA in a partner-led engagement?	<u>Partner conversion factories</u>	<u>SAP-qualified partner-packaged solutions</u>	
5	What are the best tools for a new implementation?	Tools for system conversion	Tools for a new implementation	

References

SAP S/4HANA Movement Value Stories

Stories by industry

Consumer Industries	Wholesale Distribution
	Retail
	Consumer Products
	Agribusiness
Discrete Industries	Automotive
	High Tech
	Industrial Machinery and Components
Energy and Natural Resources	Chemicals
	Mill Products
	Mining
	Utilities
Finance	Banking
	Insurance
Service Industries	Engineering, Construction, and Operations
	Professional Services
	Travel and Transportation
Public Services	Higher Education and Research
	Public Sector



Stories by region

North America	Hewlett Packard Enterprise PayPal Giving Fund Vistaprint
EMEA North	Accenture
EMEA South	Mercitalia Group Rössing Uranium Limited Near East University
MEE	Döhler UNIQA Insurance Group AG
LA	ENGIE LATAM Tracan Maquinas e Sistemas Para Agricultura Ltda. Chedraui Group Virus S.A.
APJ	Ayala Land Inc. Taronga Conservation Society Australia Trusco Nakayama Corporation
GC	GAC Business Co. Ltd. Sunshine Paper





Agribusiness



Viru S.A.



SAP S/4HANA, SAP Cloud Platform (now SAP Business Technology Platform), and SAP Fiori apps



How can agile decision-making help get produce from field to table faster?

To support its rapidly growing operations, Viru S.A. embarked on a digital transformation journey to replace siloed systems with a single, centralized ERP solution. The company initially deployed the SAP ERP application and then migrated to SAP S/4HANA to implement modern ERP processes across the enterprise. Now, integrated enterprise-wide processes and mobile access to information are helping Viru improve operational efficiency and accelerate decision-making. This means the company can react to changing market conditions in a more agile way and speed up deliveries to customers. Digitalized workflows have increased visibility across enterprise-wide operations, supporting informed, agile decision-making that helps give Viru a competitive edge.



Before: Challenges and Opportunities

- Streamline processes by digitalizing, automating, and integrating workflows
- Improve visibility across enterprise-wide operations
- Provide employees with easy access to end-to-end processes, wherever they are



Why SAP

- Establishment of a single, centralized operations management solution, at first based on the SAP ERP application and then migrated to SAP S/4HANA
- Development of SAP Fiori apps through SAP Cloud Platform (now SAP Business Technology Platform) to provide on-the-go access to ERP processes
- Deployment support from SAP partner Rivercon.com

[Access the Reference Asset](#)
[BACK ↩](#)

“With all of our field and plant information in one place and remote access to processes through mobile apps, SAP S/4HANA and SAP Cloud Platform [now SAP Business Technology Platform] are enabling us to **work faster and more efficiently.**”

Carlos Pérez, IT Manager, Viru S.A.

20%

Reduction in stock due to better planning of supplies and spare parts requirements

30%

Less paper consumption through the use of mobile apps for data collection

25%

Improvement in operational efficiency through integrated, streamlined processes

Automotive



GAC Business Co. Ltd.



SAP S/4HANA



How can digital transformation aid business process innovation and create competitive advantage?

Ranked 22nd of the Top Hundred Auto Dealers in China in 2019, GAC Business Co. Ltd. is embarking on a digital transformation. It set out to increase efficiency and expand and integrate business segments in a rapidly changing market while controlling and reducing operational risk. It wanted to improve aftermarket profitability and shift financial management to a more proactive real-time control model. All of this would require an innovative, future-proof ERP system. Having integrated its business and finance operations using SAP S/4HANA, GAC Business Co. Ltd. has standardized business processes, unified its management approach, and improved operational efficiency, enabling rapid expansion of its stores. The company has identified the most profitable points on the customer journey, realigned and analyzed its supply chain for better inventory management, and increased shop-floor transparency for improved cost and profit management and efficiency analysis.

With an integrated business and financial platform, GAC Business plans to introduce new business models and innovate further across marketing, sales, service, and Big Data with the SAP Dealer Business Management application and SAP Analytics Cloud solution.



Before: Challenges and Opportunities

- Reorganize sales, service, supply chain, and financial processes for more-efficient, agile operations in the face of strong competition among auto dealers caused by falling sales
- Reinvent and standardize management processes while unifying business processes across all stores to improve operational efficiency, reduce operational risk, and enable rapid store expansion
- Accelerate the company's digital transformation



Why SAP

- SAP's experience in digital transformation in the automotive distribution sector, skilled implementation teams, and powerful partner ecosystem in the local market
- Expert support to help GAC Business safeguard the rapid implementation and smooth operation of its business and financial integration project, develop and facilitate the right business processes, and identify the direction of its own transformation
- Adoption of SAP S/4HANA® by other large auto dealers in China and abroad to help them meet requirements across management, product features, technical advancement, and expansion plans

[Access the Reference Asset](#)
[BACK ↩](#)

“To unify management standards, strengthen real-time management and control, and enhance management capabilities, we launched our business and financial integration project using SAP S/4HANA. This has helped us **grasp the opportunities of digitalization** and become more competitive.”

Sun Hexiang, Director of Operation Department,
GAC Business Co. Ltd.

43%

Reduction in month-end closing time, down to four days, and expected to decrease to two days

15%

Increase in sales of accessories, insurance, and other peripheral products

51

Risk prevention and control programs, including 38 for business and 13 for finance, launched within one year

Banking



PayPal Giving Fund



SAP S/4HANA Cloud



How did improving transaction speeds help raise even more money for deserving causes?

PayPal Giving Fund aims to inspire a new wave of philanthropy, harnessing the power of technology to make giving part of everyday life. Through its partnerships and innovations, it makes it easy for donors to support the charities they care about on the Web sites and apps they use every day. As the fund's popularity grew and the number of donations increased dramatically, its system started to reach capacity. Security was also an issue, and the upgrade process was very challenging. The fund set off on a collaboration to support growth and implement what worked best for the business and its customers.



Why SAP

PayPal Giving Fund relied on partner IBM for industry expertise and applied best practices when implementing SAP S/4HANA Cloud in less than six months, enabling it to:

- Add more than 6,000 new charities to its platform and make grants to more than 70,000 charities in four months
- Facilitate incremental, up-to-date upgrades in the cloud and simplify business processes and cost models
- Process huge volumes of daily transactions and reduce batch-processing time from two days to under two hours
- Launch a new Give at Checkout product that doubled transaction volumes
- Raise over US \$65 million to fight Australian wildfires in its biggest ever fundraiser with over 500,000 donations per day, and accelerate accounting and payout processes to deploy campaign resources immediately
- Support a steady rise in volumes during the COVID-19 pandemic to an average of 66,000 transactions per day, helping people raise millions of dollars for related causes, including \$100,000 for a local food bank
- Realize a one-team SAP S/4HANA best-practice implementation approach with customers, IBM, and SAP

[Access the Reference Asset](#)
[BACK ↩](#)

"SAP S/4HANA Cloud enables a much higher-quality and up-to-date system with **clean data and new functionality** that we can rely on to support the business."

Joshua Tripp, President and CFO, PayPal Giving Fund

>US\$65 million

Raised to fight Australian wildfires

66,000

Transactions supported per day

Chemicals



Döhler



SAP S/4HANA; SAP Data Maintenance application by Vistex, pricing option for SAP S/4HANA; SAP Cash Application software; SAP Customer Experience solutions (SAP Sales Cloud and SAP Commerce Cloud solutions); SAP Recipe Development application; SAP Ariba solutions; SAP Predictive Analytics software; SAP Cloud Platform (now SAP Business Technology Platform); and SAP Data Intelligence solution



Using intelligent technology to make food – and life – more flavorful

Döhler aims to become the industry's digital leader through IT transformation and process automation across multiple lines of business, such as R&D, sales, and finance. Key to this is increasing data quality, access, and value by integrating internal data sources and unifying analytics on a central digital platform. When Döhler embarked on a digitalization strategy to bring innovation to all its operations, it turned to longtime partner SAP. Now, with SAP S/4HANA at its core, Döhler is achieving an ideal blend of intelligent enterprise technology.



Before: Challenges and Opportunities

- Become a digital leader in the food and beverage sector through IT transformation
- Gain the flexibility and insight to react to customer needs faster
- Integrate applications, processes, and data for maximum transparency, visibility, and value



Why SAP

- Unify line-of-business and management operations, processes, and data on a central digital foundation
- Benefit from SAP technology that fully integrates with the digital foundation for faster rollouts and time to value
- Take advantage of new, embedded functionality available with SAP S/4HANA

[Access the Reference Asset](#)
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“We operate in a highly competitive market. We can become a digital leader in our industry and continue innovating for customers only if we **closely align with SAP to build an intelligent enterprise.**”

Winfried Winterstein, Team Lead SAP Technology, Döhler Group

20%

Increase in automated financial postings

50%

Less time needed for tender management

360-degree

View of customers

Consumer Products



Vistaprint



SAP S/4HANA Cloud, SAP Fiori apps, SAP HANA Enterprise Cloud, and SAP Early Adopter Care



How can real-time analytics help keep businesses supplied in challenging times?

Vistaprint, a Cimpres Plc company, has a portfolio of thousands of products, and it is vital that the company can quickly identify new trends and respond quickly to provide what customers are looking for. To access detailed analytics that help employees make better-informed decisions and meet rapidly fluctuating demand effectively, Vistaprint decided to move to an intelligent, cloud-based ERP solution. However, due to the COVID-19 pandemic, the transition work had to be carried out remotely and set a new industry benchmark in minimizing downtime to less than two days. Vistaprint transformed and migrated three years of historical data comprising four billion finance documents and spanning over 100 entities and six global manufacturing sites, achieving a data compression of more than 60%.



Before: Challenges and Opportunities

- Provide faster analytics on sales transactions to support a rapid response to changes in demand
- Eliminate the need to carry out lengthy extract, transform, and load (ETL) procedures outside the core ERP system to run reports
- Provide employees with on-the-go access to data and process workflows
- Eliminate inefficiencies by simplifying the landscape and reducing the number of IT systems



Why SAP

- Migration from the SAP ERP application to SAP S/4HANA Cloud
- Mobile access to business processes through more than 150 SAP Fiori apps
- Managed, private cloud environment provided by SAP HANA Enterprise Cloud
- Custom-code readiness check to identify and remove more than 4,000 custom-code adaptations in SAP ERP to help ensure a rapid cutover
- Preconfigured functionality tailored to the specific requirements of business partners
- Guidance and support from the SAP Early Adopter Care program and customer engagement resources for a project team working in lockdown
- Consultancy and systems integration services from Tata Consultancy Services

[Access the Reference Asset](#)
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“SAP S/4HANA Cloud is providing **real-time access to insights** that help us respond quickly to meet our customers’ needs at a time of rapid change in the marketplace.”

Mukul Agrawal, Global Head of ERP and IT Services, Vistaprint, Cimpres Plc

Reduced

Cost of inventory, with more efficient material requirements planning enabling just-in-time inventory

>90%

Faster report generation, from 6 hours to less than 30 minutes

2 minutes

To run self-service reports, instead of a two-week wait for an IT report

Engineering, Construction, and Operations



Ayala Land Inc.



SAP S/4HANA, SAP Fiori, and SAP Services and Support



How does unified ERP help standardize processes and boost operational performance?

As Ayala Land pursues new projects and partnerships, the group continuously adds new subsidiaries to its portfolio. To achieve operational consistency and process performance groupwide, Ayala Land needed a unified ERP platform to manage its diverse business. As part of its digital transformation strategy, Ayala Land looked to optimize operations through shared services for all its subsidiary companies. This required a unified ERP system to provide consistency in everything from finance to procurement to contract management. As Ayala Land embarks on new business endeavors, it can set up new companies on SAP S/4HANA within a week (compared to months) and manage expanding operations with the same number of staff.



Before: Challenges and Opportunities

- Unify data and processes for a diverse business group made up of more than 160 companies
- Enable shared services for financials, contracts, procurement, and so on, to ensure everything is managed consistently across the group
- Quickly process a massive volume of transactional data for multiple companies and products
- Eliminate performance lags and manual processes that resulted in major backlogs every month



Why SAP

- Powerful data processing and intelligent, unified ERP capabilities of SAP S/4HANA
- Ready-made reports for finance and procurement available with SAP Fiori apps
- SAP S/4HANA expertise of TCS – going live across 137 companies and 1,700 users in nine months
- Financials configuration support through SAP Services and Support

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“With SAP S/4HANA, I can put up new companies in a flash. I can **configure the system in less than five days** to get them up and running using shared services – without hiring anyone new. It makes the group more robust and flexible as we grow.”

Annie Alipao, Chief Information Officer and Group Data Protection Officer, Ayala Land Inc.

24%

Cost savings compared to on-premise model

2 minutes

To run dunning reports, compared to 5 days prior

5 days

Cut from close cycles – resulting in 50% shorter month- and quarter-end closings and a 25% faster annual closing



High Tech



Hewlett Packard Enterprise



SAP S/4HANA and SAP MaxAttention



Transforming a business for agility, speed, and success

To fulfill the world’s growing need for cloud services and intelligent technology, Hewlett Packard Enterprise (HPE) needed to update its own IT stack. Specifically, HPE needed better solutions that could simplify applications and processes across the enterprise. HPE began a next generation digital IT transformation with SAP solutions that would revolutionize the business and improve KPIs. HPE’s digital transformation spanned nine quarters and created a single IT platform, of which less than 10% is customized. The new platform on SAP S/4HANA reduced the company’s master data sources from eight to just three using a single data model, providing access to real-time data from across the enterprise.



Before: Challenges and Opportunities

- Complex legacy IT landscape with 10 different ERP systems and 800 applications
- Significant technical debt and high total cost of ownership for IT and operations
- Different systems and processes across regions that prevent a consistent customer experience



Why SAP

- A wide portfolio of intelligent solutions, as well as an innovation road map to prepare HPE for the future
- SAP MaxAttention program to provide design validation, planning and execution services, and in-depth testing to help ensure project success

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“SAP solutions have helped us launch an initiative to reduce the number of touch points in the sales process – a critical factor in getting price quotes to customers and **closing deals faster** – from 1,000 to just 100.”

Dave Carlisle, CTO of Global IT, Hewlett Packard Enterprise

\$1.5 billion

Increase in e-commerce revenue, for a total of \$2.5 billion

90%

Reduction in touch points in the sales process

15 minutes

To prepare a quote, down from 3 hours

Higher Education and Research



Near East University



SAP S/4HANA and SAP S/4HANA Finance



Driving excellence in teaching, learning, and research with transformed financial management

Near East University decided to transform and optimize its back-office operations, especially in finance. The university operates across a wide variety of business areas and companies. It struggled to get a unified view of financial data for cost analyses and other finance functions. SAP S/4HANA reimagined Near East University's financial structures across all its business areas. This provided real-time and data-driven insights so management could gain better control over costs and insight into the financial performance of all the university's business entities. With support from partners Near East Technology and Detaysoft, SAP S/4HANA helped Near East University abandon tedious manual processes and standardize administrative interdepartmental processes.



Before: Challenges and Opportunities

- Disparate, siloed systems used for financial accounting and management
- Delays in the submission of invoices pertaining to income and expenditure, due to queries and revisions being difficult to process
- Financial documents maintained in disparate systems, making the accounting system inefficient and labor intensive



Why SAP

- Defining a single source of truth for all university operations based on SAP S/4HANA and the SAP S/4HANA Finance solution
- Meeting all the advantages of flexibility, speed, and advanced technology on a single platform that delivers the advantages of creating a data-driven insight environment
- Unifying financial administration with cross-departmental monitoring and reporting
- Partners Near East Technology and Detaysoft providing expertise during the digital transformation project in the context of a complex multidepartment and multibusiness-area environment:

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"Thanks to SAP solutions, we have provided senior management with **data-driven decision-making capabilities** by using reliable and real-time data made available by SAP S/4HANA and its advanced analytical features."

Enver Haskasap, Director, Near East University

25x

Faster reporting and analytics for finance departments

35%

Faster month-end closing

65%

Reduction in financial closing time

Industrial Machinery and Components



Tracan Maquinas e Sistemas Para Agricultura Ltda.



SAP S/4HANA Cloud, extended edition and SAP Analytics Cloud



Digitalizing operations to enable competitive advantage and new business model innovation

Looking to cement its position as a major partner of leading agricultural and trucking brands, Tracan Maquinas e Sistemas Para Agricultura Ltda. (Tracan) made plans to digitalize its operations in the cloud. With ambitions to innovate a suite of services-based business offerings around predictive maintenance and the high availability of spare parts, Tracan needed to enable data-driven decision-making and ease the adoption of advanced technologies. Rolling out the extended edition of SAP S/4HANA Cloud and the SAP Analytics Cloud solution shored up its ability to help agricultural producers increase yield.



Before: Challenges and Opportunities

- Replace legacy reporting and enable data-driven decision-making with real-time business insights to speed response to market changes
- Streamline closing processes and enable timely access to period-end financials
- Leverage digital technologies to innovate services-based business offerings around predictive maintenance and high availability of spare parts



Why SAP

- Next-generation processes enabling employees to make smarter and faster decisions, with the IT department playing a strategic role in the future vision
- Long-standing investment in SAP software
- One integrated and intelligent infrastructure for ERP built on the extended edition of SAP S/4HANA Cloud, reducing IT complexity and enabling consistent and error-free data and reporting
- Prioritization of cloud strategy and use of industry best practices enabling a greenfield implementation

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“With SAP S/4HANA Cloud, we can **gain clear competitive advantage** using advanced technologies to innovate new services – putting us in a strong position for future success.”

Anderson Rocha, Head of Strategic Planning,
Tracan Maquinas e Sistemas Para Agricultura Ltda.

20%
Higher profit margin

25%
Reduction in total cost of ownership

100%
Automated finance processes, speeding financial closing from 10 days to 5 days

Insurance



UNIQA Insurance Group AG



SAP S/4HANA Finance solution, SAP Services and Support, and SAP Application Interface Framework



Standardizing finance processes to accelerate central closing

Intent on improving business efficiency and lowering costs, UNIQA Insurance Group AG wanted to reduce the time required for financial closing and gain access to real-time business insights for faster, data-driven decisions that would better serve its millions of customers. To get there, the company needed to modernize its operations and looked to a partner with proven experts in implementing intelligent technologies. Increased automation at UNIQA has helped lower the time and cost for closing activities and IT maintenance significantly, and the company expects a quick return on its investment in the SAP S/4HANA Finance solution. With this project, UNIQA harmonized finance and controlling processes across the companies in its group, rather than running an array of separate systems with nearly 200 interfaces among point-to-point solutions.



Before: Challenges and Opportunities

- Legacy system that grew incrementally and could no longer keep up with the pace of business
- Highly complex IT landscape, with over 20 finance systems and an array of diverse interfaces to maintain
- Individual processes maintained locally and not harmonized across the group
- Need to streamline processes and increase automation



Why SAP

- SAP S/4HANA Finance solution recognized as a system that could help UNIQA simplify today and innovate tomorrow
- SAP Services and Support available with a team that could collaborate in-house to align business process changes and manage technical implications

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“SAP S/4HANA Finance has helped us significantly reduce the time for quarterly closing and **implement embedded analytics** to slash the number of specially prepared reports through user self-service.”

Gerald Lippert, Head of Digital Finance and Risk,
UNIQA Insurance Group AG

4 weeks

Saved in quarterly closing through harmonized automation of processes

80%

Reduction in the number of manual reports using embedded analytics

119

Companies now running on a single SAP S/4HANA system, down from 20 legacy systems



Mill Products



Shandong Century Sunshine Paper Group Co. Ltd.



SAP S/4HANA and SAP Extended Warehouse Management



How can a next-generation ERP set the course for business-model transformation and growth?

Shandong Century Sunshine Paper Group Co. Ltd. (Sunshine Paper) produces more than 2.3 million tons of paper annually, serving customers from top brands across many industries. Amid a challenging business environment, Sunshine Paper was looking to reduce costs, sharpen its competitive edge, and create a new business model based on recycled papermaking. Setting an ambitious goal to triple its output capacity within three years, Sunshine Paper embarked on a digital transformation journey to improve business processes, connect all relevant systems, and realize deep operational efficiencies.

Thanks to its long-term relationship with SAP spanning 12 years, Sunshine Paper has pioneered many industry-first innovations in China. Its migration to SAP S/4HANA as part of its digital transformation agenda was also recognized as a first in China's paper industry. Adopting robust planning capabilities across its operations, the firm has implemented the SAP Extended Warehouse Management application as well as the SAP BW/4HANA solution. Unifying and systemizing business processes across the supply chain, logistics, and customer relationship management has helped Sunshine Paper realize significant business value.



Before: Challenges and Opportunities

- Digitalize operations and migrate to a high-performing ERP
- Connect relevant systems and data to support rapid growth
- Realize operational efficiencies and harmonize business processes



Why SAP

- Long-standing relationship with SAP and previous experience from a successful digital transformation with its investor company
- SAP's direct and proven experience serving leading organizations in the paper industry worldwide
- Solutions with embedded industry best practices to help improve operational management
- Ability to safeguard the business and digital transformation with a strong, continuous innovation capability

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"SAP S/4HANA is our critical business management tool supporting our digital transformation with **data-driven insights and analysis.**"

Wang Dongxing, Chairman, Shandong Century Sunshine Paper Group Co. Ltd.

15.7

Inventory turnover ratio achieved – three times the industry average

2x–3x

Increase in daily warehouse loading volume

30%

Of document-checking workload eliminated



Mining



Rössing Uranium Limited



SAP S/4HANA and SAP SuccessFactors solutions



Driving positive outcomes as a responsible corporate citizen of Namibia

Rössing Uranium Limited operates the world's longest-running open-pit uranium mine. Located in the Namib Desert, Rössing employs 2,132 Namibians (including contractors) and contributes significantly to the Namibian economy through value addition. When Rio Tinto sold its majority shareholding in Rössing Uranium to China National Uranium Corporation Limited, Rössing Uranium had a five-month window to become an independent organization. To enable the transformation, the mining organization needed to move its systems to an intelligent, unified platform with a hosted, cloud-based deployment model, which would minimize operational downtime and allow the company to maintain its reputation as a responsible corporate citizen of Namibia.



Before: Challenges and Opportunities

- Achieve independence from the Rio Tinto environment and meet divestment KPIs in a short time frame
- Establish a digital transformation foundation, providing the agility to respond to volatile markets and scale rapidly with organizational growth, while satisfying internal and external audit requirements



Why SAP

- SAP S/4HANA selected as the foundation for Rössing Uranium's digital transformation strategy
- Private cloud-based deployment hosted in South Africa by EPI-USE Labs to reduce total cost of ownership
- Adoption of EPI-USE and Deloitte partner best practices and intellectual property to meet aggressive timelines, reduce time to value, and minimize project implementation costs
- Integrated payroll and leave management for improved accuracy, automation, and control
- SAP SuccessFactors Performance & Goals and SAP SuccessFactors Learning solutions to enable a next-generation talent management platform with potential for future expansion

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"As long as we are profitable, we can continue to mine. To be profitable, we need to be **innovative and effective**. We adopted SAP S/4HANA and the advantages of doing so are clear."

Marita van der Merwe, Information Systems and Technologies Manager, Rössing Uranium Limited

5 months

To achieve go-live, meeting a critical divestment KPI

100%

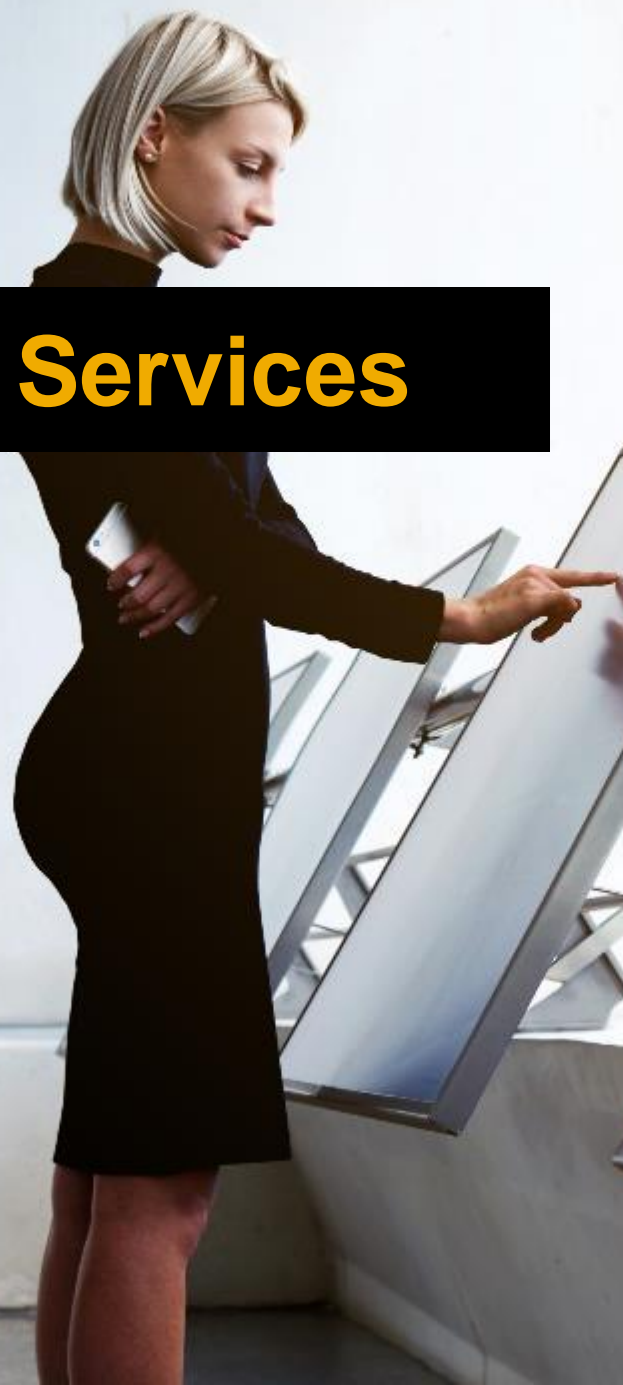
Adoption by 850 users with 700 transactions per month

Faster

Processing of real-time information, leading to improved business cost control



Professional Services



Accenture



SAP S/4HANA, SAP Ariba Buying and Invoicing, SAP Fieldglass solutions, SAP Process Mining, SAP ActiveAttention, and SAP Services and Support



Delivering the next generation of intelligent procurement

Accenture plc wanted to standardize purchasing processes and enable better-informed, data-driven decision-making on procurement. To harmonize its procurement operations and improve spend visibility across different categories and regions, Accenture embarked on a digital transformation of its procure-to-pay processes based on the Intelligent Spend Management concept. Using the Customer First engagement methodology, SAP helped the firm introduce the Intelligent Spend Management concept through integration of SAP S/4HANA and the SAP Ariba Buying and Invoicing solution. As a result, Accenture has increased spend visibility and can guide employees to make smarter purchasing choices in line with corporate goals.



Before: Challenges and Opportunities

- Simplify, standardize, and automate sourcing, purchasing, and payment processes
- Identify and address process inefficiencies, accelerating operations and increasing spend visibility across the organization
- Establish the procurement function as a value-add service and business partner, supporting corporate procurement strategies



Why SAP

- Single, digital platform based on SAP S/4HANA to support the Intelligent Spend Management concept
- Automation of procure-to-pay processes using the SAP Ariba Buying and Invoicing solution
- Use of SAP Fieldglass solutions to manage services based on statements of work
- Visualization of buying behaviors using the SAP Process Mining application by Celonis
- Close collaboration with SAP experts as part of Customer First, and guidance provided through SAP Services and Support and SAP ActiveAttention services

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“Together, SAP and Accenture are continuing to invest in experience because this is key to shaping and influencing buying behaviors, which will **put us on the right path** for our intelligence spend management journey.”

Eli Lambert, Managing Director – Global IT, Finance Applications, Accenture

5x

Increase in the proportion of catalog-based purchases

One

Global platform to support all spend management activity

Increase

In the use of the product and service catalog – up from single digits to 45%



Public Sector



Taronga Conservation Society Australia



SAP Business Technology Platform, SAP S/4HANA Cloud, SAP Analytics Cloud, and SAP Workflow Management; and SAP SuccessFactors solutions



How does unified ERP help standardize processes and boost operational performance?

Taronga Conservation Society Australia (Taronga) aims to enable greater focus on caring for wildlife and vital conservation projects by reducing the time staff members spend on administrative tasks. Through the use of cutting-edge cloud technology and in partnership with SAP and its partners, the organization delivered a unified technology platform while streamlining and digitalizing business processes. Developed using SAP Business Technology Platform (formerly SAP Cloud Platform), Taronga's new cloud application "Stax" simplifies the employee experience with a single point of entry into core business applications. With SAP S/4HANA Cloud at the core and integrated with the SAP Analytics Cloud solution, Taronga experiences greater transparency, flexibility, and scalability while taking full advantage of its data to improve operations and expand its impact.

Before: Challenges and Opportunities

- Multiple stand-alone billing and revenue systems and an aging legacy ERP system
- Many time-consuming, paper-based administrative functions, such as HR, finance, and procurement
- Manual consolidation of data across disparate systems required for monthly reporting
- Static monthly financial and management reports (PDFs)
- Largely mobile zoo workforce who need fast access to information



Why SAP

- A central, scalable digital core and Intelligent ERP system with SAP S/4HANA Cloud
- Interactive dashboards and reports with embedded analytics across the business using SAP Analytics Cloud
- A unified mobile and desktop experience, enhanced security, and accelerated integration using the SAP Cloud Portal service
- Content and custom data store using SAP HANA
- Seamless connection to the data center and other cloud SAP and third-party applications with the help of SAP Integration Suite (formerly SAP Cloud Platform Integration Suite)
- Transition from paper-based processes to digital workflows across functions and systems using the SAP Workflow Management service

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"I see Taronga's partnership with SAP as absolutely critical so we can **lift up our core business systems** to continuously updated cloud systems for Taronga's new phase of commercial growth and exciting expanded education and conservation programs."

Cameron Kerr, CEO, Taronga Conservation Society Australia

4–5 hours

Saved generating reports each month

33%

Of staff users now mobile first

Single

Entry point for core business applications

Retail



Chedraui Group



SAP S/4HANA, selective data migration to SAP S/4HANA, and SAP Data Migration



Improving data quality and system performance with selective data migration

One of the top-selling retailers in Mexico, Chedraui Group has been in business for nearly a century. Its 431 grocery and department stores can be found across Latin America and in the United States. Managing such widespread operations and tens of thousands of employees means a lot of data. To enable simplified, clean, and lean data management, Chedraui decided to migrate its SAP ERP application to SAP S/4HANA using the selective data migration service for SAP S/4HANA. The final result for Chedraui is a leaner, better-performing system. It can now take the leap to SAP S/4HANA while keeping its existing business processes intact, migrating selective historical data, and adopting new simplifications and innovations made possible by the SAP S/4HANA Retail solution.



Before: Challenges and Opportunities

- Move from the SAP ERP application to SAP S/4HANA
- Address high data volumes that were impacting data quality and system performance
- Identify relevant and active application data and migrate it without business disruption



Why SAP

- Powerful in-memory computing capabilities of the SAP HANA platform as the foundation for digital transformation with SAP S/4HANA
- Dedicated experts from the Data Management and Landscape Transformation (DMLT) team
- Customized migration using the selective data migration service for SAP S/4HANA and various SAP Data Migration services
- Best-practice approach that optimized the tools and activity sequences required for selective data migration to SAP S/4HANA for the retail domain

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“SAP always offers ways to address the various issues that arise in new system transformations. In this case, DMLT offered the **ideal solution** for the challenges our conversion project presented.”

Héctor M. González Maldonado, System Manager for SAP S/4HANA, Chedraui Group

87.5%

Reduction in database size (from 32 TB to 4 TB)

27

Company codes migrated



Travel and Transportation



Mercitalia Group



SAP S/4HANA, SAP Fiori, SAP Services and Support, and SAP MaxAttention



How can an intelligent infrastructure aid efficiency among group companies?

As one of the group companies of Ferrovie dello Stato Italiane, Mercitalia Group develops integrated freight transport and logistic solutions to help get the most out of rail transport. To optimize its operations, Mercitalia set out to unify processes for four of its companies that operate independently to harmonize data so the group could operate as one. Mercitalia also saw the opportunity to reduce functions in its system for maintenance operations. Mercitalia Group's logistics, rail, intermodal, and shunting and terminal businesses now share a single, standardized ERP system built on SAP S/4HANA. This conversion has enabled common views of data, harmonized functionality, and easier deployment of new functionality while reducing IT costs, custom code, and obsolete data. A common platform also helps the group enact corporate strategy quickly.



Before: Challenges and Opportunities

- Design a new accounting and control model for four group companies that is consistent with the group financial services framework
- Develop a new integrated operating model for ERP in a heterogeneous IT landscape with four different SAP ERP applications, different functionalities and views of data across each company, and large amounts of custom code



Why SAP

- Smooth conversion to SAP S/4HANA for a simplified applications and data model
- Support for greater speed and agility across the four group companies and increased consistency to optimize resources and operations
- SAP Fiori user experience for a cross-application, role-based user experience
- SAP Services and Support and SAP MaxAttention services for advice and support on "back-to-standard" initiatives to help Mercitalia review and reconsider custom code built more than 15 years ago
- Almaviva for expertise in the industry and in integrating SAP and third-party systems and applications

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"SAP S/4HANA has enabled simplified processes, agile operations, and a superb user experience to help us **digitally transform our business.**"

Stefano Cocchi, Program Manager, FSTechnology S.p.A.,
Part of FS Group and IT Service Provider of Mercitalia Group

90%

Financial forecast accuracy

40%

Reduction of custom code

One

Common view of data

Utilities



ENGIE LATAM



SAP S/4HANA, SAP S/4HANA Utilities, and SAP Cloud Platform (now SAP Business Technology Platform)



Boosting efficiency and agility in the company's third-largest business unit to capitalize on growth

A global leader in low-carbon energy and services, ENGIE LATAM operates in a fast-changing market driven by digitalization, decentralization, and decarbonization. Its operations in Mexico, Chile, Argentina, Peru, and Colombia represent an important market at the cutting edge of energy services capabilities and with strong growth opportunities. ENGIE LATAM sought some quick wins to achieve a return on its significant investments and manage tight margins. It needed to streamline costs and optimize processes to stay at the forefront of innovation and tap into the region's opportunities. ENGIE LATAM optimized operations across its business to capture growth opportunities and innovate quickly.



Why SAP

ENGIE LATAM executed a successful and cost-effective transition to SAP S/4HANA, the SAP S/4HANA Utilities solution, and SAP Cloud Platform (now SAP Business Technology Platform) in just nine months across more than 50 legal entities, helping it:

- Integrate and update IT systems across the region for increased harmonization, strategic alignment, and visibility
- Benefit from scalable applications covering all project types and embedded analytics for real-time management
- Increase IT agility significantly to support new, innovative business in Mexico, where it reduced the innovation development cycle from 7 months to 1 month for a new gas-vehicle business launch
- Reduce IT complexity in Argentina, slashing custom code by 60%
- Achieve business and IT savings of more than €1 million in one year in Chile after adopting SAP S/4HANA
- Simplify business-to-consumer operational processes from 24 to 9 steps for 1,600 users covering more than 500,000 customers
- Streamline the re invoicing process from 8 days to identify the root cause for exceptions to 3 days to solve these issues, doubling the productivity of service call centers

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"SAP S/4HANA is a **key component** in our integration journey and digital transformation road map for the Latin American region."

Saul Kempner, Chief Information Officer, ENGIE LATAM

Doubled

Productivity of service call centers

Accelerated

Time to market of new business (from 7 months to 1 month)

60%

Reduction in re invoicing process

€1 million

IT savings for Chile market unit after adopting SAP S/4HANA

Wholesale Distribution



Trusco Nakayama Corporation



SAP S/4HANA, SAP BW/4HANA, SAP Business Technology Platform, and Premium Engagements services



How can digital technology be used to transform business and improve convenience for customers?

Having implemented a new inventory management system, Trusco Nakayama Corporation automated core processes to help reduce response time to customers and further enhance the customer experience. With plans to meet accelerated delivery targets by stocking 500,000 items at each of its distribution centers nationwide, Trusco Nakayama needed a way to accurately forecast demand and enable rapid delivery. To accelerate digital transformation and automate processes to improve customer satisfaction, Trusco Nakayama joined forces with IBM, adopting SAP S/4HANA and the SAP BW/4HANA solution.



Before: Challenges and Opportunities

- Optimize response time to enhance customer satisfaction
- Digitalize business operations, eliminating manual processes and automating quotation work and inventory management for productivity and efficiency gains
- Enable data analytics and insights, facilitating data-driven decision-making to boost business success



Why SAP

- Part of the enterprise-wide digitalization and analytics strategy centered on SAP S/4HANA and SAP BW/4HANA
- SAP Business Technology Platform offering a portfolio of integrated solutions that accelerate the transformation of data into business value
- Established relationship and strong rapport with IBM
- IBM's proven experience and capabilities in providing ongoing support, consulting, and system development – both at the planning and deployment stages

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“Our migration to SAP S/4HANA marks the beginning of our digital transformation journey. And thanks to SAP Business Technology Platform turning businesswide data into business value, we’re **boosting on-time deliveries and offering new levels of convenience** for our customers.”

Atsushi Kazumi, Director, Digital Strategy Department, Chief Information Officer, Chief Digital Officer, Trusco Nakayama Corporation

90%

Inventory hit rate, resulting in more immediately satisfied customers

50,000

Quote requests processed automatically each day

1,343

Hours of employee labor saved in one month