Getting ready for the challenges of the new digital world

Lessons learned and new opportunities unveiled by S/4 HANA

Stavanger, March 2017
SAP S/4 HANA
Our vision…
We at an inflection point, and why do we view this as a digital revolution?

<table>
<thead>
<tr>
<th>Use of Technology</th>
<th>The usage of technologies is now widespread among society; technology and our behavior is converging for the first time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Functionality StepChange</td>
<td>New technologies are maturing at the same time (mobile, social media, digital devices, network reach etc.) resulting in a step-change in functionality</td>
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<tr>
<td>Future Growth</td>
<td>Many enterprises have reached an impasse in their current business models and are looking to the new technologies to drive future growth and profitability</td>
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<tr>
<td>Public Sector and Government</td>
<td>Governments are ‘should bet on digital’ as the key catalyst to modernizing public services, saving costs and transforming relationships with citizens</td>
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A Digital Revolution Enabled by Digital Transformation

Digital Transformation is the use of technologies to improve radically the performance or reach of enterprises
Digital transformation impacts value chain of every industry creating new business opportunities

<table>
<thead>
<tr>
<th>Value chain 1</th>
<th>Raw Materials</th>
<th>Components</th>
<th>OEM</th>
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<th>Consumer</th>
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- **move up**
- **integrate**

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- **New Digital Ecosystem**
SAP is adapting itself to the new order and S/4 HANA is the core of it’s strategy.

Vendor Management
Manage and procure staffing services

SCM - Supply Chain
Sales & Operations
Demand inventory
Response & Supply planning

IoT
Device management
Shadow device data
Events management

HCM - Human Capital
Recruiting - Performance management - Training

CRM - Customers engagement
Front Office
Customer insights

SRM - Suppliers relationship
Strategic Sourcing
Catalog Management

On-premise or SaaS flavors

Core Enterprise: Finance & Controlling – Manufacturing – Asset Management (including software management) – Industry specific solutions

SRM: Full PO management – Supplier management with tight integration to logistics and production planning – Embedded catalog

CRM: Order execution – Post-sales service – Core transactions – Universal customer

SCM: Production planning – scheduling – available to promise – Transportation management – warehouse management

HCM: Payroll – Benefits & core transactions – Universal employee
…that requires multi-disciplinary skills

**Increased business productivity**
- Real time, no batch jobs
- Manage by exception concept
- Transparent Integration between Planned & Actuals

**Simplified business processes**
- Role based Fiori Apps
- Less steps to execute actions

**Native integration with Business Networks**
- Integrated to Success Factors, Ariba, Hybris, etc.

**Simplified technology**
- Simplified data model
- No data redundancy
- Mobile ready
ECC Landscape and Evolution according to SAP

Integration between LoB core transactions in SAP S/4HANA and new functionality and innovations in SAP Cloud solutions

SAP Ariba

SAP Hybris

CONCUR

SAP Fieldglass

SAP Integrated Business Planning

SAP SuccessFactors

HCM: SAP SuccessFactors is the go-to solution for human capital management, while SAP S/4HANA continues to support payroll, benefits and core transactions with a universal employee ID.

SAP Labs Preview

What is included in SAP S/4HANA, Enterprise Management

Detailed business scope of the 1610 release

| Suite                | Products                                                                 | Digital Core
|----------------------|--------------------------------------------------------------------------|-------------
| SAP S/4HANA FINANCE | • Financial Planning and Analysis                                        | SAP S/4HANA
|                      | • Accounting and Financial Close                                         | Enterprise Management
|                      | • Treasury Mgmt.                                                         | **S/4 HANA**
|                      | • Receivables Mgmt.                                                     | **Enterprise**
|                      | • Invoice Mgmt. and Accounts Payable                                     | **Management**
| SAP S/4HANA HUMAN RESOURCES | • Core Human Resources And Payroll                                      | **Products**
| SAP SuccessFactors  | • Talent Mgmt.                                                           | • Order and Contract Mgmt.
| SAP Fieldglass      | • Time and Attendance Mgmt.                                             | • Service Mgmt.*
|                      | • Human Capital Analytics                                                | • Service Labor Data Mgmt.*
| SAP S/4HANA SOURCING & PROCUREMENT | • Supplier Collaboration                                                 | • Service Parts Mgmt.*
| SAP Ariba            | • Business Network                                                      | • Service Agreement Mgmt.*
| SAP Fieldglass      | • Guided End-User Buying                                                | • Billing and Revenue Innovation Mgmt. (BRIM)
|                      | • External Workforce Management                                         | **SAP Hybris**
| SAP S/4HANA MANUFACTURING | • Constrained production planning                                      | Cloud for Sales
|                      | • Production Scheduling                                                 | SAP Hybris
|                      | • Extended Warehouse Mgmt.                                              | S/4HANA Marketing
| SAP S/4HANA SUPPLY CHAIN | • Inventory and Basic Warehouse Mgmt.                                    | SAP Hybris
|                      | • Production Planning                                                   | S/4HANA Marketing
|                      | • Advanced ATP                                                          | SAP Hybris
|                      | • Inventory and Basic Warehouse Mgmt.                                    | S/4HANA Marketing

**Note**: (partially) Compatibility Scope

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**Capgemini**
All key innovations will be developed for S/4 HANA platform

- S/4 HANA is the new SAP corporate platform, and SAP ECC will be supported only till 2025
- SAP priority is to leverage SAP HANA, S/4 simplified data models, and Fiori for developing innovation.
- SAP Innovation will be transported to ECC when possible…
Now that with S/4 HANA is free to evolve they are working hard to improve its new ERP platform

We observe a growth in 46% in the number of changes between the last two releases

- En la SL de S/4 HANA v1610 has 437 changes
- 21% are changes in existing functionality
- 25% are replacements to existing functionality
- 37% are elements that are no longer there
- 53% of the impact affect PP, SD and MM-IM
- SL v1511 had 299 entries, in the version 1610 we have 437. That represents a growth of 46% in 11 months
- But real impact will depend on the real usage of the systems

To know more look here: https://blogs.sap.com/2016/10/31/simplification-list-sap-s4hana-1610/
On the other hand, S/4 HANA adoption is growing fast.

- SAP has reported 2,300 ongoing projects and 550 live customers as of January 2017.
- Only 30% of these projects are upgrades.
- Total number of S/4 projects is growing exponentially.
- SAP expects S/4 HANA Public cloud to represent 14% of SAP ERP market by 2020.
- Be careful, we may have a new “SAP Bubble” ahead!
- Factors that may slow down adoption: growth of SaaS and BaaS, lack of certified resources.

Disclaimer: The information presented above is based on predictive models, and should be taken only as indicative information.
All those elements will impact our conversion strategy

The overall cost for the conversion will depend on the amount of resources available and the cost for implementing the changes introduced in the platform

The total estimated cost in time will depend on the particular functional impact that the S/4 HANA changes will have in a given implementation…

Disclaimer: the information presented above is based on predictive models, and should be taken only as indicative information.
Capgemini and SAP do not recommend anymore migrating to Suite on HANA as an intermediate step to S/4 HANA

A two step conversion represents dedicating 25% to 37% of your time to conversion activities…

Disclaimer: the information presented above should be taken only as indicative information.
Capgemini and SAP do not recommend anymore migrating to Suite on HANA as an intermediate step to S/4 HANA.

With a one-step migration we would dedicate only 12% to 15% of our time getting additional resources for innovation.

**Disclaimer:** the information presented above should be taken only as indicative information.
What brings S/4 HANA for business
Fiori impact on operations with S/4 HANA

Example: Inventory management

Inventory Manager
- Analyze Turnover
- Analyze material stock

Warehouse Clerk
- Post Goods Entries
- Attach Document
- Analyze plant inventory
- Transfer & Scrapping
- Analyze Postings

https://www.youtube.com/watch?v=RsmjNWL9LMc

<table>
<thead>
<tr>
<th>SAP GUI</th>
<th>SAP Fiori UX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duration 8:10 mins</td>
<td>Duration: 2:58 mins</td>
</tr>
<tr>
<td>Clicks: 135</td>
<td>Clicks: 64</td>
</tr>
<tr>
<td>Number of Apps: 10</td>
<td>Number of Apps: 7</td>
</tr>
<tr>
<td>Fields filled: 18</td>
<td>Fields filled: 8</td>
</tr>
</tbody>
</table>
Fiori impact on operations with S/4 HANA

Example: Inventory management (source SAP: https://www.youtube.com/watch?v=RsmjNWl9LMc)

### E2E Inventory Management

<table>
<thead>
<tr>
<th>SAP ERP with SAP GUI (on the left)</th>
<th>SAP S/4HANA with SAP Fiori UX (on the right)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- MC44 - Analysis of Inventory Turnover</td>
<td>- Inventory Turnover Analysis</td>
</tr>
<tr>
<td>- ME1L - Info Records per Supplier</td>
<td>- Stock - Single Material</td>
</tr>
<tr>
<td>- ME1P - Purchase Order Price History</td>
<td>- Stock - Multiple Materials</td>
</tr>
<tr>
<td>- MMBE - Stock Overview</td>
<td>- Post Goods Receipt for Purchase Order</td>
</tr>
<tr>
<td>- MB5B - Stocks History for Posting Date</td>
<td>- Manage Stock</td>
</tr>
<tr>
<td>- MIGO_GR, MB01, MB0A - Goods Receipt Movement</td>
<td>- Transfer Stock - In-Plant</td>
</tr>
<tr>
<td>- MCBV - Stock value - Multiple Materialias</td>
<td>- Material Documents Overview</td>
</tr>
<tr>
<td>- MIGO_TR, MB1B - Transfer Posting</td>
<td></td>
</tr>
<tr>
<td>- MIGO_GL, MB1A - Goods Issue Movement</td>
<td></td>
</tr>
<tr>
<td>- MB51 - Material Document List</td>
<td></td>
</tr>
</tbody>
</table>

**Important:**
This video showcases the day-to-day business activities of an inventory manager and warehouse clerk – using SAP ERP application with SAP GUI (on the left) and the SAP S/4HANA with the SAP Fiori user experience (UX) (on the right). Note that there may be variations on what is shown in the videos depending on user habits and best practices.
### SAP S/4HANA 1610

Key Innovations mapped to the SAP S/4HANA value levers

<table>
<thead>
<tr>
<th>Innovation</th>
<th>Automation</th>
<th>System of Intelligence</th>
<th>Agility (Integration / HCP)</th>
<th>Business Network</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consistent SAP Fiori UX</td>
<td>Harmonized User Experience</td>
<td>Efficient Procurement</td>
<td>Shopping Experience</td>
<td>Efficient Order Management &amp; Billing</td>
</tr>
</tbody>
</table>

**Legend**
- Automation: Robotic process automation of existing business processes
- System of Intelligence: Self-learning system of intelligence based on data
- Agility (Integration / HCP): Service consumption
- Business Network: End-to-end collaboration (supplier and purchasing communities, IoT devices and business processes)

This is the current state of planning and may be changed by SAP at any time without notice.
S/4HANA IS-Oil: partially released in version 1610

- Full enablement of oil & gas downstream functionalities
- Redesigned hydrocarbon product management (HPM)
- Unit-of-measure group enhancement solution based on simplified HPM data model
- Inventory Planning Workbench (IPW) optimized on HANA as part of the SAP Trader’s and Scheduler’s Workbench application
- Role in SAP Fiori for transportation schedulers with apps for regional dashboards, nominations, and events
- New standard Fiori O&G roles: Supply Chain Manager, Inventory Manager, Shipping Specialist, Billing Clerk, Transportation Scheduler

Fiori 2.0 with unified look and feel

Source: Michael Lamade, SAP SE Global Head of S/4HANA Industry Program
November 2016

To know more on Fiori for Oil&Gas:
https://fioriappslibrary.hana.ondemand.com/sap/fix/externalViewer/#
Lessons learned from running S/4 HANA projects
Selected on-going projects on HANA at Capgemini 25 are S/4 HANA
Key takeaways!

- Did not moved to Suite on HANA! Maybe you should move to S/4 HANA straight away
- No need anymore to move to New GL beforehand. SAP is working to help you migrating after you move to S/4 HANA
- Check for the impact in your running initiatives: S/4 HANA introduces functional changes into processes that you may be implementing now: i.e. TM, WM,…
- Think holistic: S/4 HANA may impact your operational reporting and your strategy for Business planning and Consolidation. You may be missing great opportunities for rationalizing your infrastructure
- Your users will love it! S/4 HANA is Fast, real-time, simple and easy to handle for the business… And it does what SAP claims…
FARYS business transformation over the years
Increasing Business and IT complexity

- Stepping into the 21st century
- Insourcing customer services & billing
- Business expansion: Legal, Financial & Stakeholder Reporting
- Introducing FARYS
- Coming to one flexible source of the truth

Business and IT complexity

- SAP ERP
- ISU
- NewGL Migration

Further business expansion
- PPM
- BW7.3
- BO4.x
- BPC
- Mobile (Workmanager)

- Migration on Suite on SAP HANA dashboarding, KPIs
- Mobile analytics
- S/4 HANA 1503
- Lumira
- …. 
Outcome of the project

The New Roadmap


Definition of new operation model of FARYS

HANA upgrade BW & CRM

Mobile Workmanager

S4/HANA migration

Simple Finance 1.0

Evaluation of Simple Finance 2.0

Implementation of New operational model wave 1

Implementation of New Operational model wave 2 including simple finance with embedded BPC

Implementation of New Operational model wave 3 including simple Finance Fiori apps

Implementation of logistical fiori apps

Evaluation of Simple Logistics

Evaluation of Simple Logistics
How to move forward?

Discover
- S/4 HANA Pilot
- Evaluate industry best practices
- Configure and adapt

Prepare
- Deploy a S/4 HANA sandbox or Pilot
- Validate with key users Standard SAP functionality by using best practices deployment
- Detailed custom code analysis with emphasis on "replacement by standard" & custom code adaptation to S4H
- Identify quick wins
- Identify gaps and adapt the platform

Explore
- Migrate, Integrate, Expand

Realize
- Industrialized system migration
- Integrate the platform
- Activate required system extensions
- Support end user training for platform changes
- Support training for process changes
- Premium support

Deploy
- Roll-out

Run
- Operate & Support
- Business process operations and administration
- Management of continuous improvement and innovation
Typical Roadmap 2017 – 2020

2017
- Understand SAP roadmap for BW4 HANA
- Understand S/4 HANA impact in Finance accounting & Billing

2018
- Analyze impact of SAP end-of support policy for Planning & Consolidation tools
- BPC Optimized for S/4 HANA
- Understand SAP strategy for Planning & Consolidation
- S/4 HANA Pilot in cloud (optional)

2019
- BW4 HANA Upgrade (optional)
- Integration Planning + Actuals
- Migrate Planning solutions to BPC Optimized for S/4 HANA
- Process optimization
- Analyze impact of SAP end-of support policy for ECC components
- Analyze impact of SAP end-of support policy for Planning & Consolidation tools
- Integrate CDS Views to BI platform(s)

2020
- Digital Platform
- Deployment of Corporate mini Apps-Fiori
- Deployment of CFO Cockpit
- Automation and IoT integration
- Roll-out of Fiori Apps for S/4 HANA
- Integration Planning + Actuals
- S/4 HANA implementation Logistics & Asset Management
- S/4 HANA implementation Finance & Billing for Utilities
- Evaluate impact on custom developments (z-code)
- Understand S/4 HANA impact in Logistics
- Understand S/4 HANA impact in Finance accounting & Billing
- S/4 HANA Pilot in cloud (optional)
- Understand real Business Case for S/4 HANA
- Evaluate impact on custom developments (z-code)
- Understand real Business Case for S/4 HANA
- Understand real Business Case for S/4 HANA
Possible transition scenarios to S/4 HANA

**New Implementation**
- ERP: Non SAP
  - S/4 HANA on-premise
  - S/4 HANA cloud edition
  - Example: New or existing SAP customer implementing a new SAP S/4HANA system with initial data load

**System Conversion**
- SAP ERP
  - S/4 HANA on-premise
  - Example: Complete conversion of an existing SAP Business Suite system to SAP S/4HANA

**Landscape transformation**
- SAP ERP system 1
- SAP ERP system 2
- SAP ERP system 3
  - S/4 HANA on-premise
  - S/4 HANA cloud edition
  - Example: Consolidation of current regional SAP Business Suite landscape into one global SAP S/4HANA system

**Central Finance**
- SAP ERP
  - S/4 HANA on-premise
  - S/4 HANA cloud edition
  - Example: Existing Business Suite system whose FI module is installed in a dedicated instance to enforce a consolidated strategy for FI operations

**Solution redesign**
- SAP ERP
- SAP CRM
- SAP SCM
- SAP SRM
  - S/4 HANA on-premise
  - S/4 HANA cloud edition
  - Ariba, Hybris, IBP
  - Example: Existing SCM or SRM system whose functionality has been distributed between S/4 HANA and SaaS solutions
Appendix
Example of Business process simplification
Inventory Valuation for Year End Closing

REQUIRED TRANSACTIONS:
- MRN0: Deter. Lowest Value: Market Prices
- KP98: Copy Actual to Plan for Cost Centers
- S_ALR_87099918: Primary Cost Planning Dep./Interest
- KP90: Delete Planned Costs
- KP26: Planned Activity
- KPSI: CO-CCA Plan Reconciliation
- CK11N: Create Material Cost Estimate
- CK24: Price Update with Cost Estimate
- MRN9: Balance Sheet Values by Account
- FB50, FB50L: Journal entry
Inventory Valuation for Year End Closing

REQUIRED FIORI APPS:
- Determine lower of cost or market value
- Change Material
- Balance Sheet Value by Account
- Post General Journal Entries
Why Capgemini?
As a Global SAP Partner, drives results through licensing, implementation, infrastructure and application management in key industries across the globe. We focus on delivering business value through our SAP Delivery and Solution Design Centers using our Intellectual Property solutions for the Cloud, Mobility, Analytics, HANA; our OnePath pricing and licensing models; and preconfigured industry solutions across the entire lifecycle of services.
Capgemini’s Services

Implementation Services
Broad capabilities within the SAP consulting services offering.

SAP Implementation Services including:
- Process Redefinition
- Implementation and Integration
- SAP Application and Technical Upgrades
- Program management
- Training/Change management
- Full SAP MA and Divestiture transition projects
- Pre-Implementation deployment/rollout Strategy
- Existing SAP System optimizations
- Financials, Sales, Supply Chain Management, and Human Resources
- BW, SEM, CRM, APO, PLM, QM, and Portals
- Enhanced Reporting/Executive management Reporting

Application Management
Enhancing effectiveness and efficiency through the dedicated support of our clients’ end-to-end value chain.

Application Management & Support:
- SAP License Maintenance Support Levels 1-3
- 100% Dedicated Support Team
- Build-to-Run Approach
- Monthly Functional and Basis Support
- Operational dashboards
- Root Cause Analysis (RCA)
- Proactive preventative maintenance with trending analysis
- SLA Reporting

Infrastructure Services
Infrastructure designed and implemented leveraging our COMPLETE Business Cloud platform which includes:

Infrastructure Management:
- Sizing and Proactive Cloud Orchestration
- Operating System Maintenance and Patching.
- Infrastructure Monitoring, Metering and Reporting.
- System Backups.
- Network Administration & Security.
- Incident Management, Change & Service Requests.
- Full SAP Landscape Support.
- Multiple Disaster Recovery Solution Options.

* COMPLETE (Capgemini Orchestration Management Platform End to End)

We can grow with you!
Why Capgemini should be your partner on SAP S/4 HANA?

Expertise
- More than 50 projects deployed in 21 countries based in SAP HANA technology. 22 S/4 HANA projects in most industry sectors like Utilities, Retail, Oil & gas, Chemistry...
- 1400 trained resources (150+ certified)
- Global SAP HANA enablement programs in all key business areas like Finance and Logistics (in collaboration with SAP).

Innovation
- Since 2012 developing native SAP HANA applications for POS Analytics for Retail, Smart Meter Analytics for Utilities, Social Media with Geographic-based real-time feeds. CFO Cockpit RDS for Automotive. Anti-Terrorism Squad Solution
- Pre-configured cloud deployments of S/4 HANA for Manufacturing and Consumer products, Oil & Gas and Life Sciences

Service Set-up
- Industrialized SAP HANA migration services provided by the Accelerated Migration Factory
- Standardized tooling for custom code analysis for optimization for Suite on HANA and S/4 HANA platforms
- Dedicated Centers of Excellence for Internet of Things (IoT) and mobile integration, as well as a flexible Test & Demo platform

Business Value
- Expertise in helping our customers in their Digital Transformation journey
- Dedicated European Centers of Excellence for Finance, Manufacturing and Retail
- Strong partnership with S/4 HANA ecosystem (on premise & cloud) like HP, IBM, Dell, Amazon AWS, and Virtustream
Award-winning SAP Leadership Recognized

Awards: 2013 - 2016

- 2016 SAP Pinnacle Award Customers’ Choice - Service
- 2015 Pinnacle Award for Services Transformation Partner of the Year
- 2015 NA SAP Partner Excellence Award for Platform Solutions
- 2015 Brazil SAP Partner Excellence Award for Co-Innovation
- 2014 SAP Pinnacle Award Winner for SAP HANA Adoption Partner of the Year
- 2014 SAP Award of Excellence Capgemini Brazil
- 2014 SAP Award for Best Partner Platform in the Netherlands
- 2014 SAP Pinnacle Awards Finalist in the Customer Choice Award category
- SAP Pinnacle Awards 2013 Winner Mobile Co-innovation Partner of the Year
- SAP Pinnacle Awards 2013 FINALIST in the categories “Outsourcing and Cloud Services Provider of the Year” and “Quality Award Partner of the Year”
- 2013 SAP Innovation Partner of the Year Award for Capgemini Sweden

Analysts Recognition

- Gartner positions Capgemini as a leader in the SAP Application Management Service Providers, Worldwide Magic Quadrant (2014)
- Gartner positions Capgemini as a leader in the SAP Implementation Services, Worldwide Magic Quadrant (2014)
- Forrester positions Capgemini as a leader in the Global SAP Services Wave (Q1 2014)
- Gartner positions Capgemini as a leader in the Global SAP Implementation Services Magic Quadrant (2013)
- Gartner positions Capgemini as a leader in the SAP Application Management Services Provider Worldwide Magic Quadrant (2013)
- Forrester positions Capgemini China as a Local-Global Provider of SAP Services with strong capabilities (2013)
References
3 on-going S/4 HANA projects at Capgemini Spain

SPAIN S4HANA Finance Workforce
- 35+ SAP FICO Consultants
- 6+ Certifications scheduled in Q4 2016
- 3+ S4HANA projects

SPAIN HANA Administration Workforce
- 30+ SAP System Administrators
- 4 Certified Technology SAP HANA
- 2 Certified OS/DB Migration
- 10+ HANA projects

S/4 HANA Finance Implementation
- Spain’s largest Supermarket.
- Finance, Logistics and Security implementation.
- Next steps: Global logistic and Roll Out Portugal.

S4HANA Finance and Technical Implementation
- International fruit distribution company.
- Finance implementation and logistic integration in Spain and Germany. Technical implementation S/4 HANA 1511 version on-premise (Multitenant, System Replication).
- Next steps: Operations processes and logistic integration.

HANA System Administration
- One of the main Telecom companies Worldwide.
- HANA technical support, from implementation to on-going phase.
- Products: BPC, S/4 HANA 1511 (RAR add-on), Assurance & Compliance, IBO, Central Finance.
<table>
<thead>
<tr>
<th>Client</th>
<th>Sector</th>
<th>Geography</th>
<th>Scope</th>
<th>Live</th>
<th>Type</th>
<th>Additional SAP products</th>
</tr>
</thead>
<tbody>
<tr>
<td>77 Energy</td>
<td>Oil &amp; Gas</td>
<td>North America</td>
<td>SoH</td>
<td>✓</td>
<td>Path</td>
<td>Ariba, Syclo</td>
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<td>BO, BW</td>
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<td>Chemicals</td>
<td>Cont. Europe</td>
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<td>✓</td>
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<td>Media</td>
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<td>✓</td>
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<td>Cloud (AWS)</td>
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<td>Migration</td>
<td>Cloud (HEC) BW / BPC</td>
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<td>UK</td>
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<td>HCP</td>
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## Suite on HANA | S/4HANA
### Projects 4/6

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## Suite on HANA | S/4HANA
### Projects 5/6

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### Suite on HANA | S/4HANA

**Projects 6/6**

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**Additional projects:** Air France (Assessment SoH), Centrica (POC S/4HANA), Chanel (Assessment SoH), Isolux (Assessment S/4HANA), German retailer (POC S/4HANA), Bundesagentur fur Arbeit (S/4HANA assessment) …
Reference details
### Client Overview

Client is a diversified oilfield services company that provides a wide range of wellsites services and equipment to U.S. land-based exploration and production customers operating in unconventional resource plays. Through their umbrella of affiliates, they provide comprehensive upstream services, including drilling, pressure pumping, trucking, oilfield rental tools, rig relocation and water transport and disposal.

### Background

- Implementation of SAP solution to support core business processes, consisting of the following:
  - Finance to Manage (FTM)
  - Order to Cash (OTC)
  - Procure to Pay (PTP) which includes a complex, industry leading Ariba to ECC integration
  - Maintain to Settle (MTS)
  - Analytics (BW)
- To transform and modernize its organization to one governed by consistent enterprise wide business processes, enabling it to provide market leading products and services.
- Customer engagement to be supported by timely decision making based on high quality data and analytics.

### Solution

- The project entailed the implementation of an Energy Path based SAP solution.
- The approach consisted of many new dimension SAP products and leading edge solutions that were incorporated into the ever expanding and comprehensive Energy Path offering. Some examples include the following:
  - Fiori development for rental orders
  - Warehouse Management supported by Syclo
  - Business Planning and Consolidation (BPC)
  - Expanded Plant Maintenance
  - Master Data Governance (MDG)
  - Environmental Health and Safety (EHS)
- The project entailed the full iSAP lifecycle phases and work streams.

### Benefits

- Technology platform to support strategic acquisitions and divestitures
- Executive reporting and analytics facilitating decision support
- View to company supply chain and spend
- Enhanced view to company cash flow
- Potential reduction of DSO
- Potential SG&A and operating expense reduction due to process and data consolidation and standardization
Australian based Energy distribution company is Victoria’s largest energy delivery service, owning and operating approximately $11 billion of electricity and gas distribution assets that service more than 1.3 million Victorian homes and businesses.

**Background**

- The client implemented a enterprise-wide asset and operations management transformation, targeting improved safety, quality, process improvement and efficiency to offer sustainable annual benefits
- The client’s strategy ‘to be a high performance utility business’ is underpinned by a migration to SAP Suite on HANA based solution (enabling high performance and integrated technology platform)
- The Analytics stream delivered strategic, operational, management and regulatory reporting needs as it provided the necessary information and insights to the business for making informed decisions

**Solution**

- Building on the approach to incrementally deliver reports to the builds. Capgemini introduced an Agile development approach across 7 sprints. With Agile methodology, some of the benefits that was realized were:
  - Shortens time between ETL, EDW and Report deployment
  - Focuses on developing Go Live critical reports and delivering these into Workout Program SIT and UAT phases incrementally
  - Consistently measure productivity and demonstrate objective results
  - Focuses on speed by designing by exception
- The complete solution was delivered using SAP BO over SAP BW on HANA instance. A combination of Reports and Dashboards along with Self Service capability was successfully delivered.

**Benefits**

- The Analytics Solution enables effective monitoring of existing business KPIs and allows governance over critical business processes
- Consolidated platform based on an Enterprise Data Warehouse environment that contains an integrated SAP data view across the implemented business process and one source of truth across various SAP and Non SAP data sources at different levels of data granularity
- Reducing the time-to-value, leveraging very high performance and advanced data analysis over complex data structures
- Increased data visualization and analysis with a consistent SAP BO friendly interface
Large Chemical group

**Client Overview**
A global innovation-driven company with a long tradition in research and development serving a global agricultural community with expertise in high value seeds, innovative chemical and biological crop protection solutions, and services for modern, sustainable agriculture.

<table>
<thead>
<tr>
<th>Background</th>
<th>Solution</th>
<th>Benefits</th>
</tr>
</thead>
</table>
| - Technical upgrade and SAP HANA  
  - SAP SCM Release upgrade from SCM 5.0 to SCM 7.0 EhP3  
  - SAP ERP Support Package upgrade from EhP0/SP13 to EhP7/SP6 and EhP (Enhancement package) upgrade from EhP0 to EhP7  
  - Custom code adaptations  
  - Process-, authorizations adaptations where required due to upgrade or EhP  
  - Adapt SAP Add-on’s, 3rd party developments, Interfaces and Sub-Systems (SAP, non-SAP)  
  - Performance optimizations and Load testing  
  - SAP SCM HANA migration from Oracle to SAP HANA in a big bang | - Capgemini was in charge for analyzing, adoption and modifying the affected customer objects in SAP ERP and SAP SCM (APO) through all phases of the project with an onsite development team and support from Rightshore service teams (development and admin)  
  - Additional we did the implementation of the recommended SAP notes and the detected performance issues by SAP.  
  - Capgemini was also doing the planning, setup and analyzing of the load & performance tests.  
  - Capgemini supports all the HANA and Non HANA applications with Application Management Services (AMS) “Rightshore Towers” | - Successful and on time go-live for SAP ERP and SAP SCM (first time ever)  
- This technical Upgrade to SAP HANA is:  
  - A clear focus on laying the foundation for future business improvements  
  - Baseline for all new “Simple Applications”  
  - Better and faster performance in all areas just now  
  - Using less memory on SAP application servers overall  
  - Easier DB administration (on HANA)  
  - Reducing effort in maintaining the systems  
- Now the SAP ERP and SAP SCM systems are:  
  - State of the art  
  - Conform to IT strategy  
  - Ready for innovation |
Broad Green Pictures is a feature film financing, production and distribution company founded by Gabriel and Daniel Hammond in 2014. The studio distributes both specialty and wide release films from in-house development and production as well as acquisitions and co-productions.

### Background
- Broad Green Pictures was using QuickBooks for recording financial transactions.
- To accommodate their fast growth, the company needed a reliable and scalable financial system with a low total cost of ownership.

### Solution
- The accounting module of SAP S/4 HANA Finance using Capgemini’s Financials EDGE was implemented.
- The solution has been customized with developments that meet the needs of a media and entertainment company.
- The SAP products used in the project are SAP S/4 HANA, Fiori Apps, and SAP HANA Live.

### Benefits
- This implementation of SAP S/4 HANA Finance and indirect procurement provides a fully integrated real-time enterprise resource planning system and more structured books.
- It will help us meet internal and external reporting needs while eliminating data inconsistencies.
- It will also provide management with a deeper visibility into the organization as well as improved financial control.
- With this implementation finance and procurement organizations are in SAP, and the real-time reports using SAP HANA live will help transition from a merely efficient organization to a more KPI-driven organization.
### Client Overview

UK based Global Luxury Brand Premium Fashion Retailer. Designs, sources, manufactures and distributes high-quality apparel and accessories through its own retail stores and wholesale customers. Also licenses 3rd parties to manufacture and distribute products using its brand.

### Background

- Digital vision – viewed as one of the most innovative & digital brands
- Significant investment in SAP – industry solutions, back office and analytics + use Hadoop to mine data.
- Early adopter of SAP HANA – multiple use cases across analytics, clientelling, digital cataloguing
- Based on success and business value from initial HANA deployments, client has decided to go ‘all in’ to HANA:
  - migrate all its SAP applications onto HANA – including deployment of newly developed HANA based industry solutions
  - chose a HANA Enterprise Cloud based deployment model

### Solution

- HANA Migration solution scope includes:
  - ECC on HANA including move to S/4 HANA Finance
  - FMS replacement for AFS
  - POSDM replaced by CAR
  - BW and BPC on HANA
- The above is in addition to the existing HANA sidecar environment
- Integration to Hadoop is part of the overall solution architecture
- The hosted HANA applications will be migrated on SAP’s HANA Enterprise Cloud (HEC) by Capgemini
- Capgemini will support all the HANA and Non HANA applications

### Benefits

- Successful and on time go-live for all three HANA enables massive simplification to business processes and their IT landscape/infrastructure
- Ability to process and analyse larger data volumes, more frequently, in greater detail and real time
- Enabling smarter business solutions e.g. clientelling which increases customer’s buying propensity
- The SoH platform will support their new business models such as Beauty which drive their revenue growth
- Providing the base of their Digital platform – enabling transformation of the business processes, operations and analytics
C&J Energy Services is a leading provider of well construction, well completions and well services to the oil and gas industry. As one of the largest completion and production services companies in North America, C&J provides a suite of services for the entire life cycle of the well.

**Background**
- C&J has experienced rapid growth, in large part through a number of recent acquisitions, including the recently closed acquisition of the Nabors Completions & Production Services business.
- As a consequence, the current C&J landscape includes multiple systems in different lifecycle stages across business areas causing system and data silos across the organization resulting in:
  - Absence of an end-to-end view of core business processes. Difficulty accessing complete and consistent data due to multiple “shadow” systems with multiple “versions of truth”
  - Organizational structures with inadequate integration leading to system redundancies and duplication of efforts
  - Increased IT operations and maintenance costs.

**Solution**
- Certified EnergyPath
- SAP/4HANA- S4 HANA Finance
- Scope: Procure to pay (Ariba), HCM (SuccessFactors), Order to Cash, Service to Cash, Manufacturing, Financials, Environmental Health and Safety, OCM, FIORI, GRC
- SAP Hana Enterprise Cloud (HEC) platform
- SAP HANA Cloud Platform as a digital Collaboration layer

**Benefits**
- C&J has chosen HCP as their digital platform. The Field Ticketing Solution is the 1st application that is built on SAP HANA Cloud Platform which captures oilfield job information for Oilfield Service companies. HCP with its offline capability delivers ease of use, data accuracy and faster processing of field tickets.
- As a result, the number of DSO (Days of Sales Outstanding) is reduced by 30% because pricing information is more readily available for customers to review and approve.
- C&J is also able to reduce administrative costs of billing for field ticket data entry.
Cameron LNG is a liquefied natural gas (LNG) company with its terminal located at Hackberry, Louisiana, USA. It is committed to providing clean and efficient gas supplies to North America. The company is owned jointly by Sempra, GDF SUEZ, Mitsui, and Japan LNG Investment, LLC, and its headquarters is in Texas, USA.

**Background**
- SAP Implementation was proposed to improve current delivery and support the natural gas liquefaction and export facilities being developed next to the existing Cameron LNG terminal.

**Solution**
- The scope of the project included:
  - Finance and Controlling
  - Materials Management
  - Plant Maintenance
  - Human Resource (Mini Master and CATS)
  - Integration with Concur for Employee Travel and Expense
  - Integration with EcoSys EPC Project Management Software and with HSBC Bank using HSBC ERP link.

**Benefits**
- It took just 5 months from start to finish and it touched every element of the business.
- This is the EnergyPath on HANA solution implemented first time on AWS cloud.
Chesapeake Energy - ERP Solution deployment

Client Overview
Chesapeake Energy Corp is the second-largest producer of natural gas and the 10th largest producer of oil and natural gas liquids in the U.S. Chesapeake has over $20B USD in revenue.

Background
- Deploy ERP solution to help drive their business strategy: Improve financial discipline and profitable and efficient growth from captured resources
- Historically Chesapeake has leveraged disparate systems and processes; this program is designed to streamline and optimize both.

Solution
- READYUpstream PATH Solution built on SAP Business Suite on HANA
  - HANA Live
  - BW on HANA
  - PRA on HANA (Ramp-Up)
  - JVA
  - SAP SuccessFactors
  - SAP Ariba
  - SAP Business Objects

Benefits
- Increased visibility into CAPEX commitments and actual spend,
- Reduced spend and improved Supplier performance via analytics & controls, Optimized utilization of controlled materials & equipment
- Strengthened purchasing and approval controls
- Tightly integrated production and revenue accounting processes
- Increased accuracy of owner distributions
- Reduced reverse and rebook transactions
- Strengthened revenue accrual processes and controls, eliminated manual processes and spreadsheets
- Increased visibility into workforce experience and capabilities etc.
The client is owned by a large China Resources Enterprise, a subsidiary of Fortune 500 conglomerate China Resources (ranked 187th). It is a leader in the Chinese beverage industry, and its featured purified water brand is a frontrunner in the Chinese market.

### Background
- CRM Phase 1 project began June 2nd, 2013, successfully went live on September 27th, 2013.
- Products implemented: SAP CRM/SUP/BO/SAP HANA
- Implementation team: Capgemini China SAP C&M Team

### Solution
- CRM Stage 1 includes three main information platforms: CRM customer relationship management, SUP sales automation and BO report analysis. Specifically, this includes customer management, call management, order management, facility management, BO report management, SUP mobile applications and master data management

### Benefits
- First SAP CRM ON HANA project in China
- First CRM ON HANA project in China to successfully go live
- Uses SAP latest technology and products
- Globally innovative corporate digitalization project
- Successful establishment of three major digitalization platforms: CRM application, BI analysis and mobile application
- The CRM project is a First project for China Resources Enterprise's first large CRM platform, and is a benchmark project for China Resources CRM
CHS Inc - SoH Implementation

**Client Overview**

- US based Agriculture Cooperative with operations in 33 countries
- Operates 68 Cooperative Brands across the USA, owns two refineries and has a chain of c-stores, actively trades in ag and energy commodities, and operates a wide range of service offerings for farmers.
- 2013 - Total revenue up US$48b

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<th>Background</th>
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<th>Benefits</th>
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| - CHS United – CHS’ vision is one company on one platform. Currently on many systems at varying levels of integration. Without a common backbone, CHS could not grow.  
- No prior SAP investment  
- RFI & RFP Downselects to an orals presentation of three competitors.  
- CHS selected Cap based on senior team and cultural fit and is implementing SAP globally.:  
  - Migrate all its applications onto Suite on HANA  
  - Phased rollout by business unit / geography | - Solution scope includes:  
  - ECC on HANA  
  - APO on HANA  
  - TM ACM & CTRM on HANA  
  - BW and BPC on HANA  
  - Global template and Buildprint developed in Blueprint phase  
  - The HANA applications will be implemented on CHS Hardware managed by Capgemini  
  - Capgemini will support all the HANA and (possibly) Non HANA applications  
  - Hardware purchased through Captech | - HANA enables real time position reporting, contract management and order fulfillment.  
- Ability to process and analyse larger data volumes, more frequently, in greater detail and real time  
- Risk will be understood sooner and managed more efficiently  
- CHS will be able to acquire and manage additional brands with less manual workarounds  
- Compliance with Commodity Futures Trading Commission requirements and ability to document positions at any given point in time. |
FARYS is a multiservice company, that delivers daily products and services to about 600,000 customers in Flanders. Those are mainly concentrated to drinking water, shared services center (public tendering support) for (semi) public entities, Road works, Sewage systems, water management for industrial sites and management of sport infrastructures (public swimming pools and other sport facilities).

**Background**

FARYS (ex-TMVW), had their origin in production & distribution of Drinking Water, as their extended their business they had to become flexible in their finance solution for the future.

**Solution**

Complete Financial & Operation transformation program – OCEANUS – that consists of a full NewGL migration, integrated Business Planning & Consolidation and Project Portfolio Management, this with an new user interface, on a collaboration platform enabled for internal & external users. The solution is as well mobile enabled.

**Benefits**

- **Improve Traditional Business Processes**
  - Only One source of the truth
  - Straight through processing
  - Paperless enablement and real-time dashboarding
  - Flexible

- **Drive Data Integrity and a Robust Model**
  - Integrated master data governance by clear rules
  - Robust but flexible model, which is future proof
  - Correct & real-time performance reporting and visualisations by ‘warm’ lists
A mid-market pharmaceutical company offering health professionals contrast agents, medical devices and innovative solutions. Turnover of €403 m in 2012, 1,400 employees and 20 affiliates worldwide. Products and services available in more than 70 countries through 20 affiliates and a network of agents. 4 specialized plants in France: 2 chemical sites for the manufacturing of active substances, 2 pharmaceutical sites for the dissolution and packaging of contrast agents.

### Background
- To accompany its strategy of growth in USA, Guerbet needed to renovate its IS (Qualiac) for all business domains except for Commercials.
- A long RFI editor process to select SAP consolidating intimacy with Capgemini
- A 6 months RFP selection process
- Capgemini won against Accenture, IBM, CGI Logica, BearingPoint (was in the short list)
- Go live April 2015 for 3 countries; roll-out to all affiliates and AM to be managed in 2015

### Solution
- A SAP Core System built with 3 countries
- France, Portugal & UK in 18 months
- Go Live in April 2015
- SAP Hana, all modules and PO
- Pre-configured Pharma (LifeSciencesPath) usage during Blueprint Phase
- iSAP methodology as a standard for implementation
- A mixed team, with Guerbet IS people in the delivery team under Capgemini responsibility
- Delivery model : France/India (ABAP)

### Benefits
- An IS adapted to Guerbet strategy
- More flexible reporting solution – more readily able to adapt quickly
- Collaborative way of working
- Involvement of IT organization (functional and technical resources) in the project
The Group is a 14 product divisions company encompassing leather, scarves, ties, men’s wear, women's fashion, perfume, watches, stationery, footwear, gloves, enamel, decorative arts, tableware and jewelry. Turnover of **€3 755 million in 2013** with 10 118 employees.

- Three different SAP teams were working independently; resulting in poor communications and awareness of other critical projects having a direct impact on the go live.

### Solution
- Capgemini implemented a HANA solution that merged key components like Order to Cash, Finance to manage, Procure to Pay and MDG/GRC/Adobe Screen Personas.
- The delivery model is France-India (development)

### Benefits
- The result was development of a Finance Core system built for 3 companies (representing 50% of group turn over) in France and Switzerland.
Iccrea Banking Group (GBI) is made up of Companies that provide exclusive products and services to more than 400 BCC-CR (Banche di Credito Cooperativo e Casse Rurali – Cooperative Credit Banks – Rural Savings Banks) in Italy. Iccrea Group companies provide advanced financial instruments, savings management and pension products, credit solutions for small and medium size enterprises and extraordinary finance. Iccrea Holding, whose capital is held by BCC-CR, controls Iccrea Banking Group companies.

**Client Overview**

- **Background**
  - Cost Management Project has set challenging objectives for GBI to design and implement harmonized processes and data model for achieving both the Strategic objective to strengthen the Holding role in terms of Governance and the Operative objective to reduce significantly external service cost.
  - The following pillars are the basis for the transformation project:
    - Budget process output is an approved budget that can be spent without any other further top management approval.
    - Budget is defined and managed by a limited number of Responsibility Centers for the whole Group.
    - Set up a Centralized organization for purchasing and accounting processes execution.

- **Solution**
  - Define a new Chart of Account valid for all GBI legal entities
  - Design the harmonised processes for Cost Management
  - Implement an SAP solution SoH to cover the budget process with BPC and the purchasing/accounting processes with ECC (MM, FM, CO, PS, FI, AA) and BW for reporting
  - Design and implement a disaster recovery architecture based on SAP Hana replication

- **Benefits**
  - Single point of data source for budget and cost
  - Clear defined responsibilities and rules that enable simple and fluid processes
  - Architecture ready for the next phase (enhancement in terms of UX and S/4HANA Finance)
Kronos Worldwide, Inc is a global producer and marketer of value-added titanium dioxide pigments, or TiO2, a base industrial product used in a wide range of applications. The company sells and provides technical services for its products to customers in Europe and North America.

- The first wave of the project involves building the foundation for complete global transformation, where Capgemini will help Kronos transform their legacy application portfolio.
- We will be working directly with SAP around the new ChemPath solution model, as well as Thermo Fisher Scientific for the LIMS/EQI Enterprise Intelligence solution.
- The project will be delivered from Dallas, USA; Leverkusen, Germany; Capgemini’s Solution Design Center in Houston; and Capgemini India offices.

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<td>- ChemPATH - SAP/4HANA- S4 HANA Finance</td>
<td>- Project HANA will be centered on three major areas of Kronos: - Finance - Sales - Operations (including Procurement, Plant Maintenance, Manufacturing and Quality Management). - As HANA is an existing Enterprise Architecture platform, it will address client’s functional IT needs, while providing an integrated solution to their business management and planning needs. - This will enable to be proactive with more timely, flexible and efficient reporting tools, and help them respond to their evolving business needs.</td>
</tr>
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### Client Overview

The client has chain of hundreds of truck stops and convenience stores located across United States.

### Background

- Three different SAP teams were working independently, resulting in poor communications and awareness of other critical projects having a direct impact on the go live.

### Solution

- Capgemini positioned a formal structure together to bring all three SAP team with individual project managers under a common umbrella of PMO.
- We facilitated design decisions which did not adversely impact other projects.
- We also introduced weekly status reports to track progress and tackle issues.
- Regular project meetings and project templates are put together to address risks and capture milestones.
- SAP RDS methodology was used to conduct initial design before Capgemini was engaged.
- End user training was provided using Train the trainer approach.
- FTE: Capgemini: 1, SAP: 15, Client: 6
- Modules: SAP CRM 7.0 Ehp3, SAP HANA, SAP PI/PO

### Benefits

- Successful and on time go-live for all three projects and very short hyper care period and virtually no show stoppers during cutover or after go live.
- Successful call center transformation with significant reduction in call handling time and streamlining of customer care operations.
- Capgemini is considered as a trusted advisor to Loves management team and are currently in the process of defining future CRM roadmap which includes cloud based offerings along with more robust marketing functionality.
### Client Overview

MAG is the largest UK airport owner and operator, which includes Manchester, London Stansted, East Midlands and Bournemouth airports.

### Background

- Customer needed an enterprise resource planning (ERP) platform that can provide a core business model which will ultimately support efficient and scalable future growth.

### Solution

- The project will cover integration of different systems and processes across the four airports, enabled by new-wave SAP technologies underpinned by SAP Business Suite 4 SAP HANA® (SAP S/4HANA), which is designed to drive innovation by connecting people, devices and networks in real time to support the development of new business models.
- The platform will be a hybrid cloud platform including SAP HANA Enterprise Cloud and other software-as-a-service products, including the SuccessFactors® Employee Central Payroll solution from SuccessFactors, travel and expense management service from Concur and cloud based commerce applications from Ariba.

### Benefits

- The outcome of this project would be improved customer service and cost savings for MAG.
- It is our 1st Greenfield Business Suite on HANA deal including ERP and BPC.
- It is a true hybrid landscape including HANA Enterprise Cloud, Amazon Web Services and on-premise infrastructure.
- We are using all SAP SaaS products except Fieldglass; that’s SuccessFactors, Ariba and Concur.
- We’re using HANALive as the reporting engine as the basis for a future BI strategy.
- We’re reviewing the use of S/4 HANA Finance for potential future use.
Marcegaglia - SoH migration

**Client Overview**

Marcegaglia is the leading industrial holding on a global level in the steel processing sector, located in Italy.

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| - Client have a SAP R/3 4.0b obsolete release, used by more than one thousand end-users, with 2.5Tb database volume.  
- More than four thousand custom objects have been created to adjust the standard SAP processes to the Business requirements.  
- A lot of interfaces between SAP and non-SAP systems have been defined to manage the processes  
- Business Processes and Business Intelligence require an important re-engineering to come back to standard SAP to be able to activate new SAP standard products. | - Capgemini’s solution consist on a project organized on more streams:  
- STREAM1 consist on a technical upgrade starting from SAP R/3 4.0b on MS-SQL with a db of 2.5Tb to SAP ERP on HANA, adapting and optimizing all the ABAP custom code to the new release on HANA  
- STREAM2 consist on innovate, simplify and accelerate some core-processes using the new SAP ERP release on HANA  
The two stream will have a single Go-Live for all the company, sites and end-users (more than 1 thousand)  
New streams will be defined during the project on additional areas: Business Intelligence, Finance, Sales, Purchasing, others. | - Successful and on time go-live for all three projects and very short hyper care period and virtually no show stoppers during cutover or after go live.  
- Successful call center transformation with significant reduction in call handling time and streamlining of customer care operations.  
- Capgemini is considered as a trusted advisor to Loves management team and are currently in the process of defining future CRM roadmap which includes cloud based offerings along with more robust marketing functionality |
OCTO is the global brand leader in providing insurance Telematics services as well as pioneering applications in motor rental and fleet management, car manufacturing, governmental sectors and a fast growing range of specialist applications. OCTO is the largest Insurance Telematics provider in Europe with 4 million active contracts to date and fast growing at the rate of 8,000+ new installations per day.

Today, OCTO Telematics’ primary focus is the provision of insurance Telematics through an end-to-end service - from the design and installation of the on board unit (OBU or device) to the aggregation, analysis and distribution of the data to the insurance company.

In addition to core insurance Telematics services, OCTO Telematics offers other Telematics services - including fleet management, remote vehicle diagnostic and control, road traffic information, vehicle video recording and surveillance services.

Turn-key project:
- SAP ECC 6.0 EHP7: Finance (FI), Controlling (CO), Materials Management (MM), Sales and Distribution (SD), Plant Maintenance (PM), Logistics Execution (LE), Production Planning (PP), Human Capital Management (PA, OM, TM)
- SAP Business Intelligence (BI) 7.4
- SAP Business Planning & Consolidation 10.0 - version for SAP NetWeaver
- SuccessFactors Employee Central, Goal & Performance, Recruiting, Learning

Benefits:
- Significant time reduction of the financial closures
- Increase the automation level of processes currently running in a manual way (e.g. data reconciliation, etc.)
- Enabling capabilities to perform analysis on all data managed by the new platform
- Supporting planned growth of OCTO in terms of both volumes, countries and objectives
- Full auditability and effectiveness of internal controls over financial reporting
- Full processes compliance
Pacific Drilling - HANA Live

Pacific Drilling S.A. is a growing offshore drilling company that provides global ultra-deepwater drilling services to the oil and natural gas industry through the use of high-specification drillships. Their corporate offices are located in Houston, Texas, with offices in Brazil, Luxembourg, Nigeria, Singapore and South Korea.

### Background

- Pacific Drilling has an SAP ERP implementation for its offshore drilling business. Pacific Drilling was using Capgemini’s EnergyPath solution.
- When Pacific Drilling was upgrading its SAP ECC instances, they realized that their platform was not optimal for growth.
- Enhancement pack upgrade & hardware replacement needed for ERP
- Requirements for business intelligence reports & dashboards, not just transactional reports

### Solution

- Pacific Drilling decided to migrate to Business Suite on HANA, and did so with the help of Capgemini and SAP. The migration process was done quickly and the client has been live on Suite on HANA for ~7 months.
- After its Suite on HANA migration, Pacific Drilling decided to launch a second project to explore other uses for HANA such as HANA Live. In Sept 2013, Pacific Drilling was one of 3 customers worldwide on HANA Live for Analytics.

### Benefits

- With SOH, merging transactional database made sense:
  - Landscape simplification
  - Real-time
  - No ETL
  - Time to value acceleration for analytics
  - HANA DB requires less administration than traditional DBs
Riata Corporate Group is a conglomerate of companies including multiple brands across Energy and Retail sectors that operate in various international locations. Riata has selected SAP as their core ERP system for all the sectors. Implementation will be done company by company over the next 36 months.

**Background**

- Riata is a rapidly growing company with their primary growth being through acquisitions and partnerships and needed a common business system to synchronize the business processes to the fullest extent.
- They run a very lean workforce and needed the system to be easy to add acquisitions and to enable cross company resource sharing.
- Their current IT solutions was inadequate to meet their current business needs and could not accommodate their growth plans.

**Solution**

- Capgemini implemented SAP Business Suite on HANA.
- This is one of the very few Business Suite on HANA that SAP has sold through the re-seller channel, further demonstrating the value we are bringing to SAP in the field.
- Capgemini started with a common global blueprint design that will be leveraged for implementations at the various Riata operating companies.
- The current implementation road-map extends till mid 2015 across an initial 7 companies.

**Benefits**
Suzano - SAP ERP 4.7 Migration to SAP ERP 6.0 SOH

Client Overview

Suzano Pulp and Paper is a company with a 90 year history marked by the constant pursuit of sustainable development. Today Suzano works in the field of eucalyptus pulp, marketed in 31 countries, printing and writing paper (coated and uncoated) and paperboard, with four lines and around 30 brands, sold in 60 countries.

Background

- Suzano in recent years has devoted great efforts for the expansion of the company and found that the current technological platform needs to be up and the management of the operation does not support this growth.

Solution

- Technical ERP SAP Upgrade to Suite on Hana
- GRC-AC implementation and Profile rebuild
- SAP GRC-Nfe 10.0 Implementation
- SAP TRM / CLM Migration
- TAXBRJ into TAXBRA Migration
- MP135 Standard Implementation
- Limeira’s Plant Rollout

Benefits

- Rapid Deployment of best market practices;
- Less costs with maintenance of software and with coupled services of Upgrade and Limeira’s Rollout, more speed in the implementation of projects like Archiving, NFe, TAXBRA and new processes thus ensuring competitive advantages with a single system to management for all its business units for an investment of USD4,000,000 with estimated ROI of 9.29% within 3 years.
Transatlantic Petroleum is an international energy producer engaged in the acquisition, exploration, development and production of oil and natural gas. With portfolio of assets in Turkey, Bulgaria and Albania, TransAtlantic’s focus is to acquire and develop assets with known production potential in countries that have favorable fiscal terms and prices.

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<td>• An IT platform to support growth and international expansion. Better information flow to support timely decisions</td>
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<td>• SAP Licenses sale (OnePath) and Implementation, SAP HANA in Suites- ECC</td>
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<tr>
<td>• SAP software (SAP Business Suite on HANA, BW and BI) and design services</td>
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<td>• Timely and accurate information for making business decisions, An IT platform to support growth and expansion.</td>
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The Fifties operates in Brazil since 1993 in the Foods segment. It has a total of 33 stores in several Brazilian states acting with two flags, The Fifties and Burger Lovers. Considered by many consecutive years the best Hamburger from São Paulo city.

### Background
- The company The Fifties was acquired by American company Riata, an investment group based in Dallas. The Riata has companies in several countries, and operating in various sectors such as oil & energy, tourism, entertainment, education, and food.
- In 2013 the Riata group started a global project to implement SAP in all group companies.
- The challenge of this project was of using a single instance, to many different countries and segments, as well as HANA database, new SAP tool.

### Solution
- The solution included the installation of SAP localization part, contemplating purchasing modules, production, financial, accounting, sales, invoice 3:10 (GRC), and transportation.
- Platform based on HANA database.
- A developed for the POS system (point of sales), where all the information from shops receipts, generated a sales order and accounting automatically into SAP.
- Implemented automatic reconciliation of payment methods like credit card.

### Benefits
- The Riata Group acquired the consolidated financial information of the whole group.
- Speed and accuracy in financial processes due to integration with POS and the development of automatic reconciliation.
- Cost reduction, to be using a single environment for all businesses.
Topco-SAP HANA Analytics

Client Overview

Topco Associates LLC is the largest American retail food GPO (Group Purchasing Organization) and the third largest private company in Illinois. The company is privately held that provides innovative business solutions for its food industry member-owners and customers. Topco leverages the collective volume, knowledge to create a competitive advantage. Topco provides procurement, QA, packaging and other services for its member owners which includes supermarket retailers, food wholesalers, distributors, etc.

Background

- Topco made the decision to implement a full ERP system to replace many different applications.
- Capgemini was chosen to assist Topco in the assessment. Topco did not have the internal capabilities to implement or run the ERP system.
- The goal of the project is to mitigate the risk of moving to the ERP in order to focus on the core business and improve relationships to the member/owners.

Solution

- The overall projects are an OnePath model including SAP licensing, SAP Implementation, Legacy Run Support, SAP Run Support, and full infrastructure support including SAP Hosting.
- This is a full ITO deal and included: SAP build, Application Management Services (AMS), Infrastructure, Hosting, and SAP Licensing.
- SAP build, Application Management Services (AMS), Infrastructure, Hosting, and SAP Licensing, SAP ERP
  - SAP OnePath
  - DistributionPath

Benefits

- Overall benefits, is a full ERP system implemented, hosted and supported.
- It also takes the “distraction” and risk of IT off of Topco’s hands so they can focus on their core businesses.
Universita Cattolica del Sacre Cuore (UCSC) is the biggest private university in Europe (with 41,000 students and 1,400 professors)

**Background**
- At the beginning of 2015, UCSC decided to launch a transformation program involving all the back-office activities and processes
- UCSC administrative and logistic processes run at the moment on several legacy systems with relevant problems in terms of integration, redundancy and consistency
- The most important and critical processes (such as periodic end closing and managerial reporting) show lacks and don’t fit with time based business requirements
- Harmonization needing (on business side) and IT landscape simplification were required

**Solution**
- Capgemini’s solution consist on a project structured as follow:
  - Define a new and consistent data model and business model, making back-end processes simple and fast
  - Define a new Accounting/Controlling model that leverages on SFIN2.0 new features
  - Deploy SAP FIORI apps to deploy internal approval processes (related to payment requests, purchase requisition, purchase orders, …..)
  - Take advantage of LUMIRA and Cristal Report to satisfy most common needing in terms of finance and controlling requirements
  - Implement SAP SFIN new features to simplify and make effective the periodic end closing process
  - New Features: S/4 HANA Finance 2.0, HANA LIVE, LUMIRA, CRISTAL REPORT
- UCSC will soon analyze the benefits from SAP BW and SAP Strategic Management to enlarge the project scope

**Benefits**
- Simplify the IT Landscape, dismissing several legacy systems for accounting and logistic
- Reduce the complexity in terms of integration
- Simplify and harmonize back-end processes
- Deploy a planning and controlling system with consistent and reliable outcomes
- Deploy a reporting system with a real focus on cost analysis and profitability analysis (i.e. “aggregation on the fly”)
- Improve Treasury processes avoiding manual and time loosing activities
- Improve the user experience with SAP Fiori, applying multi-device apps
Volvo Cars

- Sweden based, Chinese owned luxury car manufacturer, 12.980 MEuro revenue 2013
- Capgemini CMA accounts in Sweden, business relationship lasting for more than 20 years.
- In the SAP area we have been supporting Volvo cars in a number of projects (among others the separation between Ford and Volvo in 2010) and we are also the current AM service provider for their SAP platform

### Background
- Volvo Cars run an SAP implementation from mid nineties, in a very scattered landscape, the current setup is hitting its capacity limits, hence a hardware migration was needed
- The current scattered environment also puts hinders for the rollback of the China manuf solution to Europe
- VCC decided to consolidate on new hardware
- Initial partner of choice was Infosys, we started as underdogs built confidence in our capabilities
- During the process we “rocked the boat”, leading to a review by Accenture – and Infosys was pushed out
- In the end we beat Accenture due to the trust and relations we have established with both SAP and VCC CoE

### Solution
- Consolidation of two SAP systems with three clients in each to a 1 system/ 1 client environment
- A combined upgrade/migrate/consolidate approach, fully utilizing SAP SLO services for the ECC environment
- Migration of systems to both HANA and ASE, to optimize cost effectiveness
- Greenfield BW implementation with a HANA Live PoC
- The entire deal was enabled by a financial model, which includes an extension of our current AM and a transfer from CAPEX to OPEX to optimize cash flow

### Benefits
- Initially this is an IT project with the key benefits on the cost efficiency side…
- …but with a clear focus on laying the foundation for future business improvements
- Lays the foundation for expansion of SAP footprint, e.g. within the manuf domain, SOP, etc
- HANA Live will give “information at the finger tips”, a huge change for a customer that is used to run CO-PA reports with performance issues
- The commercial model with a monthly OPEX fee is the enabler for the entire deal, and was initially launched by Capgemini during the RFP process as a way to “rock the boat”
**Whirlpool - Pinnacle Program**

The Whirlpool Corporation is the largest home appliance maker in the world. It is an American multinational manufacturer and marketer of home appliances, with headquarters in the United States. The Group has annual revenue of approximately $20 billion, 100,000 employees, and more than 70 manufacturing and technology research centers around the world.

After acquiring Indesit Group (Italian Group) in 2014, the Whirlpool EMEA launched a large Transformation Program to review EMEA Organization and redesign processes under a new IT Solution based on SAP HANA.

### Background
- Whirlpool and Indesit are running their core business on SAP ERP ECC 6.0.
- They are moving their ERP systems on a New SAP ERP system based on HANA as DB, using Hosting services provided by an outsourcer.
- The new system will be created from scratch starting from the Best practice already used in the two SAP systems.
- After an high level designing the customer divided the realization phase in 3 streams:
  - Functional Manufacturing - about manufacturing area where the business process are linked with the manufacturing sites and factory distribution centers;
  - Functional NSO - about Sales and Finance area where the business process are linked with a COMPANY CODE
  - Technological – System management, technical integration& Developments

### Solution
- ERP Scope: Finance, Controlling, Sales&Distribution, Planning, Production, Purchasing, Plant Maintenance, Inventory and Warehouse Management
- SAP HANA in private cloud
- Integration with BI, CRM, APO
- Implementation of MII to integrate Plants Shop Floor Systems
- Integration of Supplier Portals for Spare Parts and Components
- Parallel Replacement of APO with IBP Solution
- PI as Interface Middleware
- Program has been organized in waves
- Global Template and Slovakia Pilot
- Deployment in Countries
  - Commercial Subsidiaries in all European Countries
  - Main Manufacturing Companies: Italy, Poland, Russia, Turkey, UK, France

### Benefits
- Enable ‘One Whirlpool’ in EMEA, thanks to the implementation of a common Business Model in an integrated platform
- Enable integration, simplification, synergies and operational excellence within an Integrated Solution
- Get an I/T architecture based on a standard platform with features of scalability and extendibility to multiple organizations;
- Providing more effective management information
- Simplifying processes by adopting best practices
About Capgemini

Now with 180,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2014 global revenues of EUR 10.573 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

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