

SAP's Industry Cloud

Mid Market Solutions Available
for SAP Channel Partners



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Welcome! This booklet provides an overview of SAP industry cloud solutions for mid-market and SAP channel partners. Whether you're a channel partner or SAP user seeking to expand your portfolio or optimize your business processes, take a moment to read through this booklet to explore how we can work together to achieve your business goals.

Channel Partners:

Find a solution in the booklet that could benefit your customers or prospects? Follow the link to the SAP Store and click on "contact publisher" to discuss the next steps.

SAP Account Executive and Presales Resources:

Working with a mid-market prospect or customer who could benefit from the solutions in this booklet? Contact the publisher directly to help your customers achieve their business goals.

SAP users:

Currently using SAP S/4HANA cloud, SuccessFactors, or other SAP solutions, and found an interesting extension in the booklet? Follow the link to the SAP store to learn more and contact the publisher directly to implement the solution that best suits your needs.

Explore the possibilities and take the next step to achieve your business goals.

Best regards,

Finn Backer

Global Lead, Business Development SAP's Industry Cloud for Channel

This booklet features solutions that have been approved by the SAP Industry Cloud, specifically designed to meet the needs of the mid-market, and available for SAP Channel Partners to resell. For more details:

SAP Industry Cloud

The solutions presented in this booklet are all SAP Industry Cloud approved and built on SAP BTP, ensuring compliance with the latest SAP cloud architecture guidelines and alignment with SAP's industry solution strategy. This makes the solution a reliable and future-proof choice. For more information, we recommend reading the [SAP Industry Cloud Strategy White Paper](#), which explains how the strategy delivers the latest industry best practice innovations in separate modules outside of the SAP Intelligent Suite. This approach helps keep the core system clean while also allowing businesses to take advantage of industry cloud solutions developed by SAP and its partners. Read this [blog post](#) for a simple comparison of SAP's Industry Cloud solutions with Lego blocks.

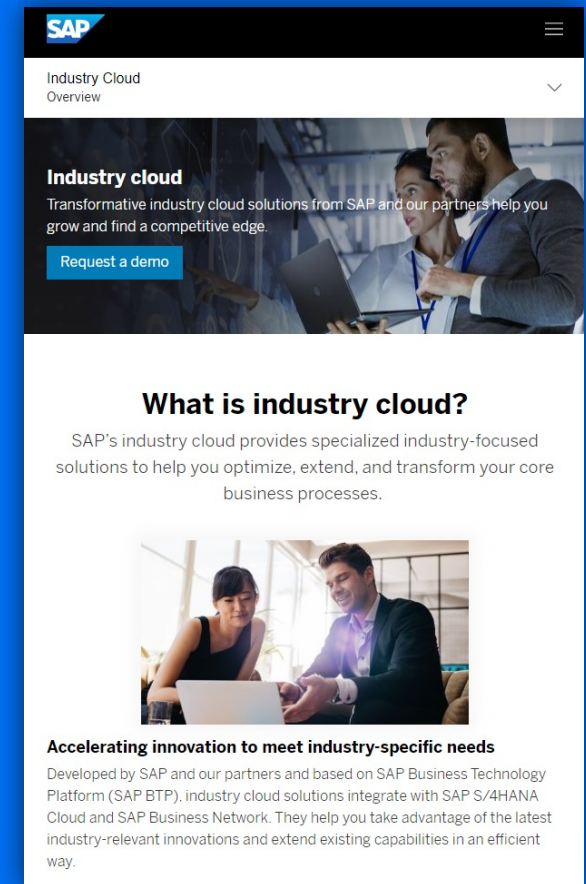
Mid-Market

The solutions presented in this booklet can be beneficial for all organizations, but they are particularly effective for middle and lower mid-market businesses. These types of organizations often require targeted and customizable capabilities that are "out of the box" that can accommodate employees with multiple roles in business processes, limited IT resources, and a significant level of business user involvement. Additionally, these organizations need solutions that are cost-effective and can fit within their revenue and investment budgets.

Available for SAP Channel Partners

The publishers of the solutions in this booklet invite SAP Channel Partners to explore collaboration opportunities in reselling these solutions. Collaboration between publishers and partners is a crucial component of SAP's strategy, and it is highly encouraged.

If you are an SAP partner who has developed a solution that you believe should be included in the booklet, please contact finn.backer@sap.com.



Industry Cloud
Overview

Industry cloud
Transformative industry cloud solutions from SAP and our partners help you grow and find a competitive edge.

[Request a demo](#)

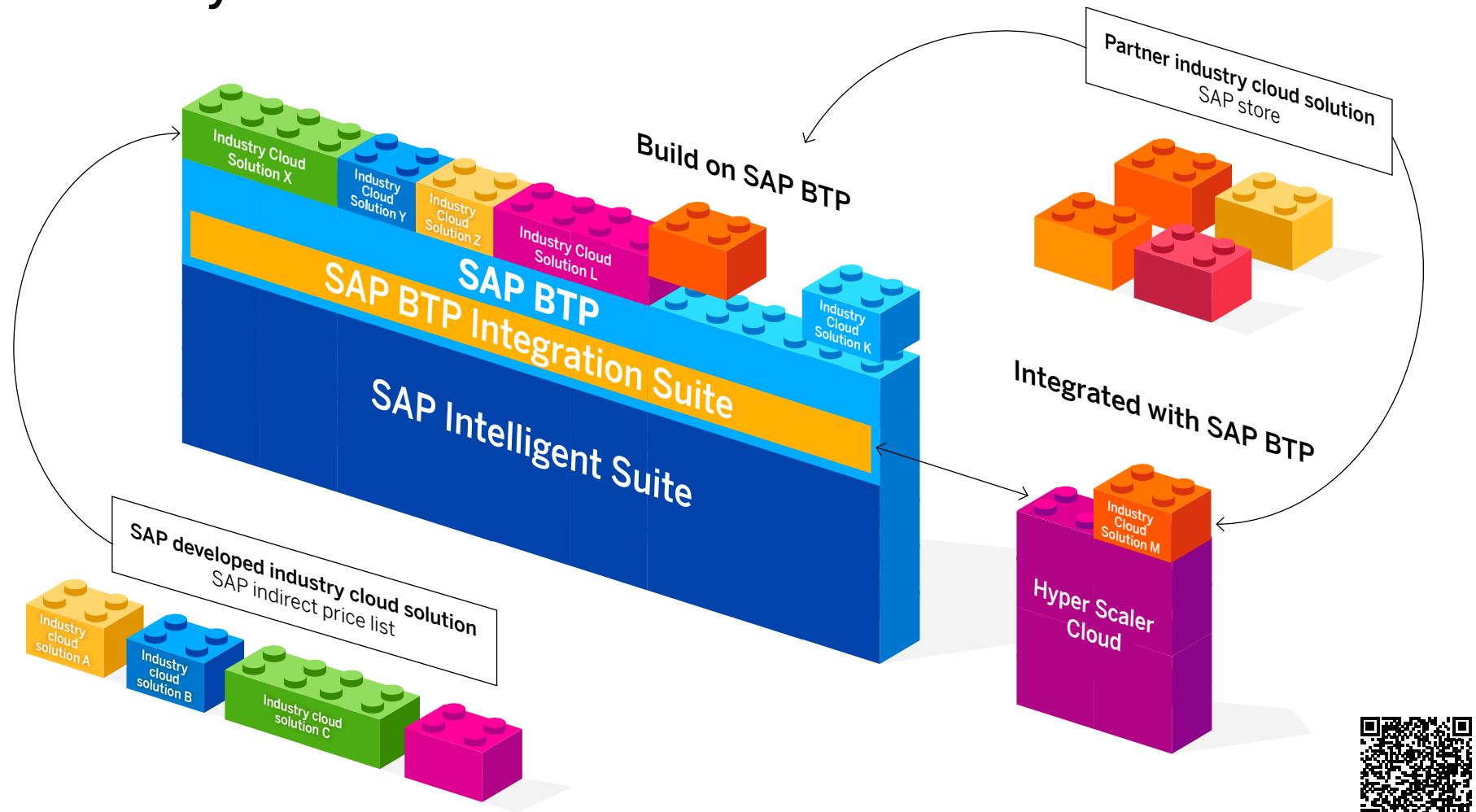
What is industry cloud?
SAP's industry cloud provides specialized industry-focused solutions to help you optimize, extend, and transform your core business processes.

Accelerating innovation to meet industry-specific needs
Developed by SAP and our partners and based on SAP Business Technology Platform (SAP BTP), industry cloud solutions integrate with SAP S/4HANA Cloud and SAP Business Network. They help you take advantage of the latest industry-relevant innovations and extend existing capabilities in an efficient way.



[SAP Industry Cloud on SAP.COM](#)

SAP Industry Cloud for Channel Partners, The Building Blocks for Customer System



SAP Industry Cloud
Solutions & Lego Blocks

Examples of of SAP Partners Collaborating, Reselling Industry Cloud Solutions

Collaboration In the Construction Industry

The Portuguese SAP partner Millstone is leveraging the build.works industry cloud solution from Intelsys, a Estonian SAP PE sell and PE build partner to address mid-market construction companies.

Joao Lampreia at Millstone: “After an extensive market search, Intelsys build.works stood out with its solutions enhancing offsite productivity, connecting BIM models to ERP systems like SAP S/4HANA cloud, and offering comprehensive BIM data management. Milestone has expanded its portfolio, leveraging an integrated solution that combines our BIM and SAP expertise, which positions us to secure more deals by offering clients comprehensive implementation and support services, showcasing the success of our partnership with build.works.”

Peeter Pärna at Intelsys: “Milestone is a unique company with strong BIM competence and skilled SAP S/4HANA consultants. Offering build.works with SAP S/4HANA Public Cloud enables Milestone to win new customers and generate new revenue sources. We are looking for other like-minded SAP partners in other regions to collaborate on selling and implementing build.works and SAP products.”

[Read more](#)



Joao Lampreia

S/4HANA Cloud Sales Lead
at Milestone Consulting



Peeter Pärna

Founder and CEO of Intelsys

SAP's Chief Partner Officer (CPO), Karl Fahrbach:

“Partner to partner collaboration is an all-around win”



[Watch his video message](#)

Collaboration In Higher Education Industry

SAP's Gold partner and reseller in Germany, GISA, is collaborating with the Belgium SAP gold partner reseller Flexso. In addition to reselling SAP software, Flexso has also developed a number of industry cloud solutions for the higher education sector.

Marco Fahsel at GISA: “GISA pursues a clear course for universities and research institutions. We want to be the trusted partner for our customers in the DACH region. As our focus for this sector is on administrative processes, i.e. the areas of procurement, finance, budget management, planning, personnel management, student administration and third-party funding management, and we have already developed two ready-made SAP S/4 master models for this, it made sense to also include the entire research process as a solution in our portfolio. And there is only one company in the world that has thought through and implemented this holistically. It is Flexso with its Research Package solution.

Zjef Mallaerts at Flexso: “Our solution is one of a kind and could potentially help customers worldwide. However, we don't have the manpower or the local know-how to attempt to implement our solution everywhere. Being close to your customers and speaking the native language is really key in this matter. That is why a partner such as GISA with their knowledge, enthusiasm and focus is such a valuable partnership to us. We are definitely on the lookout for other partners sharing this same DNA!”

[Read more](#)



Zjef Mallaerts

Partner at Flexso Digital



Marco Fahsel

Business Line Manager Higher Education
and Research D/AU at GISA

Collaboration In Manufacturing

The German based SAP platinum partner Telekom has a strategic collaboration with German based SAP partner blue-zone. Telekom engages as SAP PE sell partner and target also small and midsize companies. blue-zone is a specialist ISV for the SAP midmarket, with six approved industry cloud solutions with manufactures as sweet spot.

Ines Marquardt at Telekom Deutschland: “Our main goal is to offer our customers a wider range of high-quality services while benefiting from both companies' expertise in the SAP area. Together with blue-zone, we can complement our range of SAP solutions and align them even more closely with customer needs.

Both partners are well-equipped and optimally aligned for this purpose: blue-zone contributes profound insights and a comprehensive understanding of the Industry-Solutions-specific needs, while Deutsche Telekom draws on long-standing experience of SAP transformation and an end-to-end SAP portfolio offering which spans consulting, implementation, operation, maintenance and reselling”.

Tom Bajonczak at blue-zone: “For blue-zone, the partnership means scaling opportunities and market expansion through access to Telekom's resources and customers. In addition, Telekom covers almost all areas of digitalization for its customers. Telekom has been relying on specialized partners for years to address all topics with the necessary expertise. It is impressive how a company of this size is able to form partnerships at eye level with partners of all sizes.”

[Read more](#)



Tom Bajonczak

Channel Sales Manager blue-zone GmbH



Ines Marquardt

Head of SAP Cloud Partner Sales,
at Telekom Deutschland

Collaboration In Professional Services

KTern.AI is an Independent Product division of Kaar Technologies - A global IT firm focused on providing SAP services. Based on their long experience delivering SAP projects the KTern.AI solution was developed to automate the efforts. KTern.AI is also collaborating with other partners to use the solution. Hewlett Packard Enterprise is such a partner for KTern.AI.

Peter Put at Hewlett Packard Enterprise: “When SAP introduced the RISE with SAP initiative, aligning with our vision of cloud migration, we recognized the opportunity to address customer pain points with solutions like KTern.AI. KTern.AI stood out to us as a solution that could empower our delivery teams and practice teams through automated execution and gain a competitive edge in sales pursuits. Through conversations with the KTern.AI team, we developed trust and confidence in their capabilities, making them the right choice to augment our delivery efforts.”

Ratnakumar Nagarajan at KTern.AI: “We collaborate with various SAP partners like HPE on driving packaged solutions with Digital Transformation as a Service model. Our partnership extends beyond just delivering solutions; we also empower our partners to act as resellers for other professional services firms. It's gratifying to see our customers recognizing the value of our product and becoming advocates for us, ultimately contributing to our continued growth and success in the market.”

[Read more](#)



Peter Put

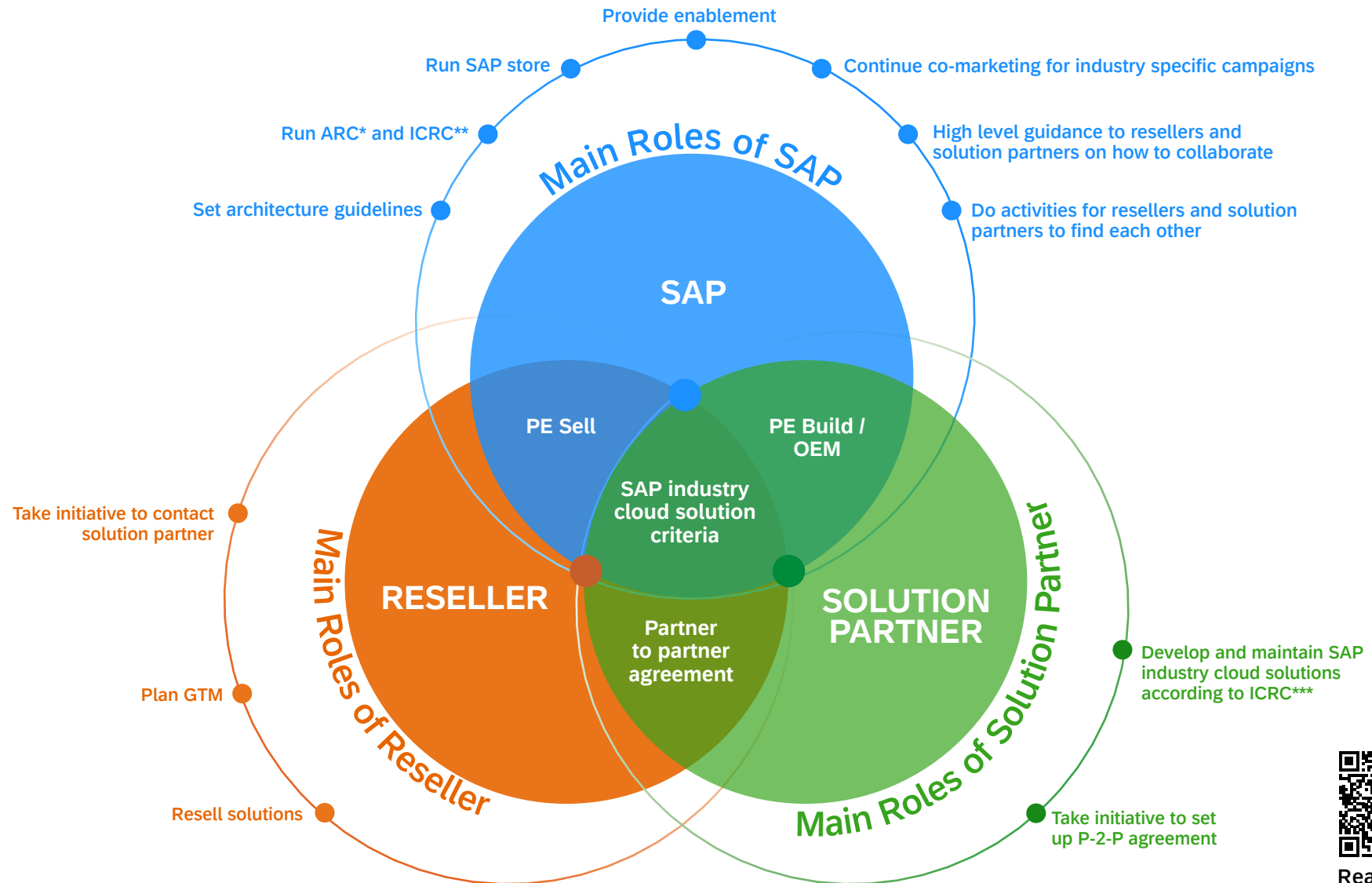
Chief Technologist SAP Innovation and
Delivery Lead Global SAP Consulting
Practice @ HPE



Ratnakumar Nagarajan

Executive Director @ Kaar & Chief
Product Officer @ KTern.AI

SAP Industry Cloud Partner Eco-System Collaboration Model



[Read more](#)

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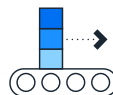
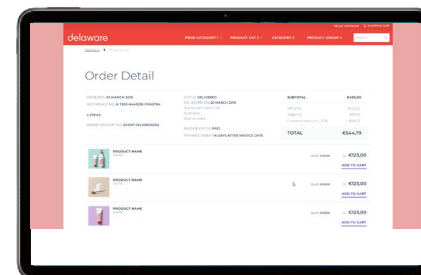
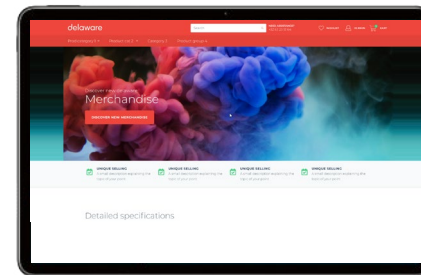
B2B Self-Service Portal

Optimize back-office operations and deliver convenience for business partners

The solution is a lightweight and extendable portal that easily integrates with SAP ERP. It allows business partners to perform master data, to handle order creation and to track the status of orders/invoices. Unlike large platforms, the solution offers instant value with low entry barriers.

Nathan van Lombeek, Solution Lead, SAP development at Delaware

“Our customers often find themselves in a situation where a self-service portal can provide value for their business partners. Usually, solutions like SAP Ariba or SAP CX were considered but were either found too feature-rich, or a specific module needed to be built as a custom extension. With our B2B portal, we deliver standard modules, such as invoice transparency, while still keeping the flexibility to change or expand with extra features.”



MAIN INDUSTRIES:

- Wholesales Distribution
- Consumer Products
- Chemicals

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- SAP S/4HANA cloud, public edition

Configure your home page

Because the home page is the first thing your business partners will see, it is fully configurable. When setting up the solution, the content of the home page can be adjusted to your business using a component library that ranges from visual content to dynamic product carousels.

Track orders and invoices

No more calls to customer service required. At any moment, your business partners can consult the status of their orders and invoices on the portal as well as downloading invoices at any time.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Because of the flexibility the solution provides, it has found traction with very small companies (-50mil € annual revenue) as their main B2B portal, as well as medium companies (+2b € annual revenue), as extensions to their Ariba, CX or other portal solutions.



SAP Store

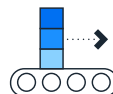
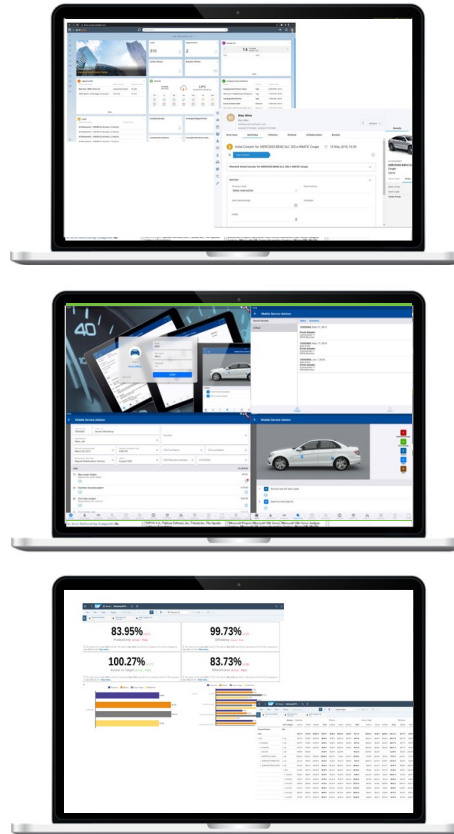
Vehicle Sales and Service (VSS)

The innovative, adaptable, intelligent Dealer Management System on SAP S/4HANA

The new generation DMS is a fully integrated and intuitive end-to-end solution for vehicle Sales, Rental and Aftersales. It is scalable and supports all current and future business models. It adds business reporting, analytics & KPIs, and enables planning, steering and driving at all levels in the distribution channel. proaxia VSS also leverages capabilities of SAP Analytics Cloud and SAP Field Service Management.

Bijoy Varghese Senior Partner Management at proaxia.

“proaxia VSS solution is “Co-innovated with SAP”, SAP certified and available on SAP Store. It covers any complexity of the dealer business and is ready for any scale of dealerships. SAP technology combined with proaxia VSS software architecture ensures an open architecture, flexible to cover today's and tomorrow's processes and integration requirements. With its key focus on customer centricity and digitalisation, the solution acts as a catalyst and enabler for the retailer to focus on the customer and thereby improves the overall value proposition for resellers. Today we have signed 10 VAR partnership agreements, and we still look for more, especially for one in North America.”



MAIN INDUSTRIES:

- Automotive
- Heavy Equipment

AVAILABILITY:

- SAP S/4HANA cloud, private edition

Intelligent Sales and Rental

All sales and rental processes are intuitive. In addition, the sales process is workflow-driven, self-documenting and omni-channel aware, allowing a flexible and advanced live and digital interaction between the sales consultant and the customer. Transparency and analytics in the sales process are a must to improve conversion ratios.

Intelligent Aftersales

Connects all steps in the customer process, online and offline, into one seamless flow. The end-to-end process is measured, reports, analytics and KPIs are generated real-time, enabling performance analyses and focused measures to reach the defined labour and parts revenue and profitability objectives.

Operational and Strategic Reporting, Analytics & KPIs

Dashboards, graphics and tables for performance planning, monitoring, steering and driving the retail business. Retailer specific activity and results analyses, margin analyses for transparency of revenues and costs by business line, product group, customer, regions, and other defined criteria.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Companies that get most benefits from proaxia VSS are found in two industry segments:

- Automotive and Transportation: retailers, retail groups, and service networks.
- Equipment and Machinery: heavy equipment, agriculture, and material handling. Both have high potential for optimisation through company-wide process harmonisation and digital transformation.

Bethauser Holding GmbH, Germany (heavy equipment and material handling).



SAP Store



Procurement Gateway

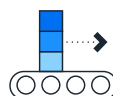
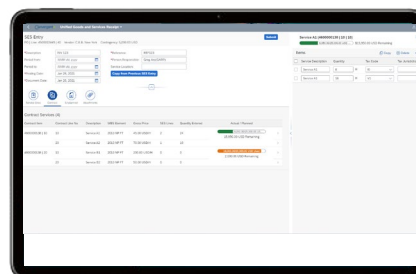
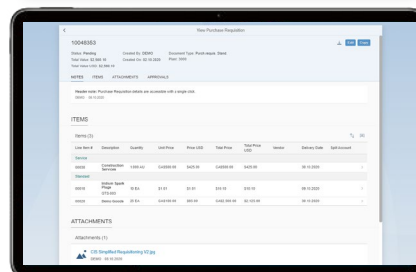
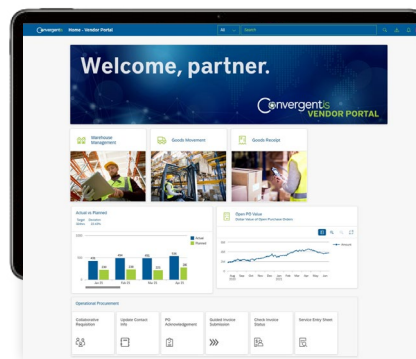
Optimize procurement and supplier efficiency via a secure, cloud-based portal

Collaborate with suppliers easily and securely on core procurement and supply chain processes in real-time, view data from your SAP landscape in an aggregated and user-friendly environment, and achieve 30-50% productivity savings, 10% source-to-pay savings, and up to 7X reduction in administration.

Julio Navas, VP Solution Management

“ Procurement Gateway is a cloud-based solution that acts as a single pane of glass for all of your procurement data, processes, and applications. It is composed of:

- Procurement and Supply Chain Operations
- Procurement Analytics
- Sustainability



MAIN INDUSTRIES:

- Energy
- Manufacturing
- Public Sector

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- In process: SAP S/4HANA public edition

Gain a single view of all relevant data for goods and services management

With a dashboard built on SAP Work Zone, users can quickly access all information about their goods or services. Related applications are easily accessible via SAP Fiori tiles, and trends and optimization opportunities in existing processes can be visualized with embedded graphs.

Simplify the creation and approval of purchase requisitions with guided entry

Optimize the purchase requisition creation, approval, and compliance process with all data stored in your ERP. Increase visibility across all departments by allowing requestors to view the status of each requisition, with embedded notifications for the person who needs to approve it next.

Track progress against contract totals and PO capacity limits

Access details on scope, prices, deliverables and provide suppliers with a simple interface to access their purchase orders, check on progress against totals and directly record goods and services at the time of delivery. Available data automatically populates to ensure real-time information.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Midmarket companies in the above listed industries that have SAP S/4HANA or SAP ECC and have about \$200M to \$2B in revenue.



SAP Store

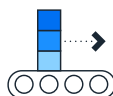
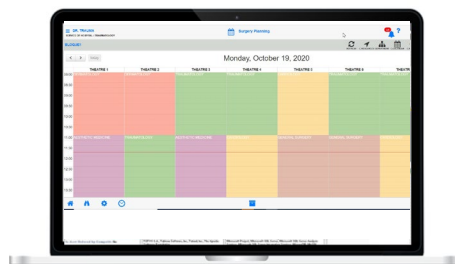
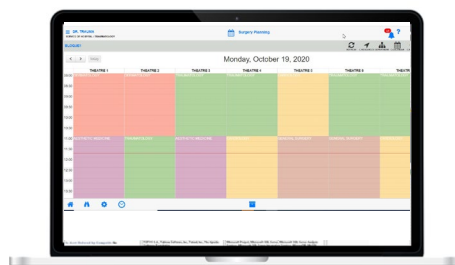
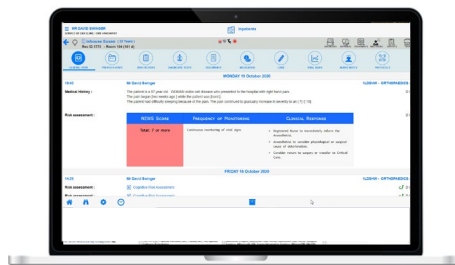
Electronic Patient Record

Improve your Processes and Save Costs

ECH is an Industry Cloud Solution, simple, easy, intuitive and scalable. Extends the capabilities of the SAP solution and provides end-to-end functionality for a healthcare provider. Fully integrated with SAP S/4HANA to provide Patient Accounting & Billing, Logistics Control and Financial Management.

Estaban Josef Gebhard, Socio-Director, Common MS

“ ECH is designed for medical professionals looking for efficiency to ensure the highest level of quality in the treatment and follow-up of their patients. It provides full clinical management functionalities that any hospital needs and enables them to support Outpatients, Inpatients and Emergency Care. ECH also has a great capacity for integration, one of the strategic challenges of the healthcare sector. Being an OEM SAP HANA Enterprise solution, ECH can use the rich functionalities and technology of SAP HANA for Machine Learning and Artificial Intelligence.”



MAIN INDUSTRIES:

- Healthcare

AVAILABILITY:

- SAP S/4HANA cloud, private edition

Complete scope of action in health management

Full access to the patient organizer: historical clinical information, medical documentation, inclusion of external reports, external consultation reports and editing of nuclear medicine and radiology reports.

Comprehensive surgical process control

It controls processes such as the planning of operating rooms and pre-admissions, the management of the list of operating rooms, the monitoring of surgeries, the informed consent of the patients and the management of the schedules of the operating rooms as well as the surgical blocks.

Vital Signs Record & Relevant Patient Information

Record vital signs with automatically pre-selected parameters and selection of additional parameters, and availability of Rx-LAB results. As well as Consultation Management and Clinical Order Management & Clinical Documentation.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Public & Private Healthcare facilities across the world:

- Public & Private Healthcare facilities across the world:
 - UK Private (Orthopedics & Mental Health) – 2 Sites / 54 beds
 - Greece Private: 1 Site / 230 beds
 - Spain Private (General) - 4 Sites / 375 beds
 - Mexico Private - 4 Sites / 400 beds (rollout to 21 Sites / 2100 beds in progress)



SAP Store



BPX - Business Partner Experience

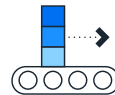
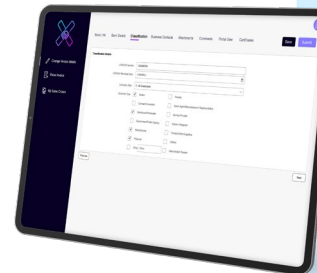
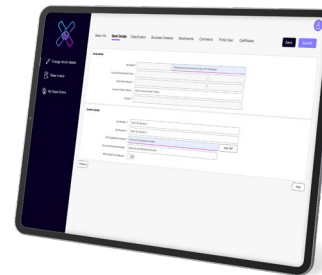
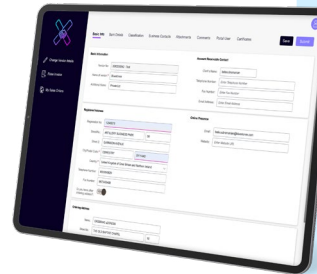
Business Partner onboarding & data management for SAP Master Data Governance (MDG)

BPX from Bluestonex helps you automate onboarding and management of your vendors and customers data. BPX delivers efficiency and enhanced accuracy, using the SAP Business Technology Platform, SAP HANA Cloud, Portal and API services.

All data submitted via your business partners will be held within BPX powerful frame work for further enrichment and approvals and seamlessly integrated into SAP MDG or Maextro (MDG Light).

Dan Barton, COO and Co-Founder at BluestoneX.

“BPX is plugging a gap in the software stack for customer & vendor onboarding. We have several customers that struggled with data governance / data creation from their external network and found that the process was manual with little validation. BPX was born to fill this space in the mid market and ensures seamless integration whilst validating and governing Business Partner information.”



MAIN INDUSTRIES:

- Consumer Products

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

Intuitive Design

BPX delivers an intuitive design for simple user processing. Replace Excel sheet processing with our user-centric portal designed for simplicity and speed. Easily flow from screen to screen allowing easy data input without confusion, promoting faster easier user adoption.

Powerful Validation

Utilizes powerful API's for smart validation of fields e.g. Company registration details, post codes, VAT numbers and bank account numbers, minimizing data errors and delivering efficiency gains.

Workflow driven

With the option of integrating into our Maextro MDM or SAP Master Data Governance solutions, you can further enrich and govern data exploiting a powerful framework driving approvals and workflow.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

- Large to Mid-Market Customers in Consumer Goods
- Customers that use SAP MDG and require integration & extensions.
- Turnover from >£250m GBP



SAP Store



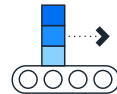
VisitorX - Staff and Visitor Experience

Quick and simple solution for managing staff and visitors with integration to and from Success Factors

Utilising the HANA DB on BTP, easily manage staff and visitors quickly and efficiently. Suite includes Sign in/out app, manage staff, manage hosts, pre-register visitors, fire list app, sign in reporting app, config and branding app and re-print visitor label app.

Dan Barton, COO and Co-Founder at BluestoneXS

“ Visitorx was built for easy timesheet recording and monitoring of internal and external movements of workers. Based on human centered design principles customers were asking for integration to success factors for resources to check-in and check out when entering sites and the added benefit of managing contractors and visitors.”



MAIN INDUSTRIES:

- Consumer Products
- Professional Services

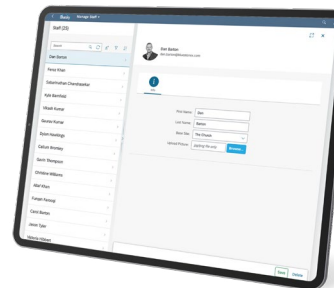
AVAILABILITY:

- SAP SuccessFactors



Staff and Visitor sign in app

Simple application that allows staff to quickly sign in via touch screen (RFID/Facial recognition coming soon), and also manage the signing in/out of visitors and contractors. Have visitors enter details, choose a host, take a photo for the printed badge, and agree to health and safety conditions.



Manage Staff application

A simple but effective app that allows you to see a list of all your staff and edit their details used across the rest of the suite. Details brought from desired HR system and stored in your own isolated HANA DB table.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

- Mid-Market Customers in Consumer Goods
- Customers having SF and wanting to expend to simple time booking
- Turnover from >£80m GBP



SAP Store



Smart Factory

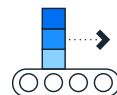
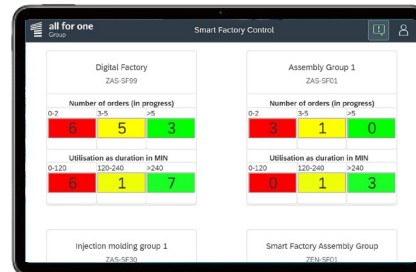
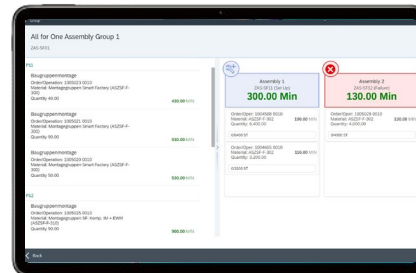
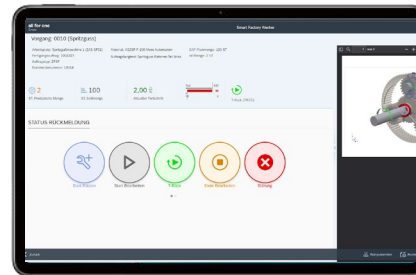
Extend your SAP ERP to the shop floor

Control your production with SAP ERP and make it smarter - by integrating real-time data from the shop floor. The SAP Industry Cloud solution All for One Smart Factory enables you to establish end-to-end processes in order to digitize your production and increase both, efficiency and transparency.

Roswitha Siewe

Head of Business Development at blue-zone:

“ We have developed this solution for mid market companies based on our 10+ years of experience in helping to automate small and mid-sized shopfloors and integrate with SAP ERP solutions. Part of our company's strategy is to build up a business for this solution outside our own customer bases and we are currently building a reselling channel. Smart Factory offers a modular approach – starting with simple collection of operating data and the digitization of manual workplaces up to highly integrated Industry 4.0 scenarios. We focus on shop floor processes whose SAP integration is delivering instant and measurable value-added.”and governing Business Partner information.”



MAIN INDUSTRIES:

- Industrial Manufactures
- Consumer Products

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition is planned for Q2 2024
- SAP ECC
- SAP EWM

BLUE-ZONE GMBH

BLUEZONE

Display work order infos and enter work progress easy and paperless

Workers are enabled through simple user interfaces to report the different status and book these in SAP system.

Distribute work as of current workload

Allocate orders coming from SAP to the individual employees. See current workload and availability and status. Thereby, achieve optimum utilization of machines, workplaces and workers.

Workload monitoring

In the control station of our Smart Factory solution you can monitor the current workloads in the work center groups and directly identify any need for action.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Mid-sized companies with a small or mid-sized shop floor looking to move from mainly paper based operations to a more digital, affordable solution in their journey to SAP S/4HANA. Typically, their annual revenues are 30 million Euros and up. SAP's Digital Manufacturing Cloud solution often turns out to be too big for them.”



SAP Store



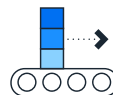
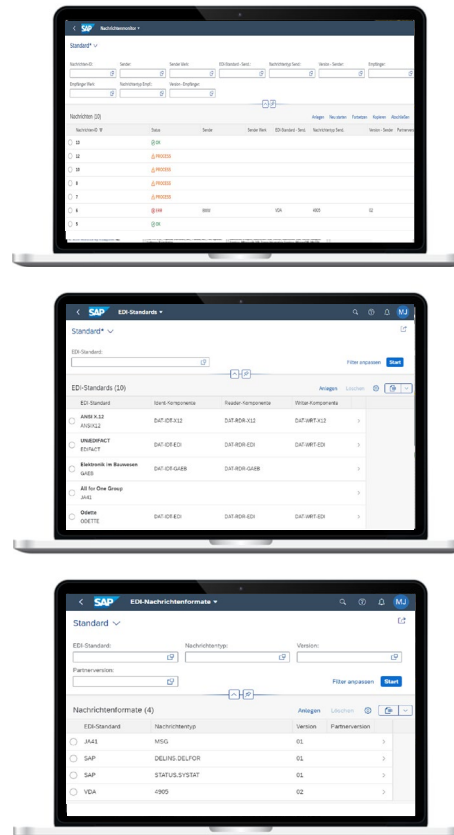
EDI-ZONE

Digitize your business partner processes

The solution provides full EDI functionality for EDIFACT, VDA, ANSI and a lot of other formats and links all relevant information directly into your SAP ERP. It completely eliminates the necessity of third-party EDI systems.

Roswitha Siewe
Head of Business Development at blue-zone:

“With All for One EDI you get many years of EDI experience and expertise on a broad customer base in different industries. For example, the solution is certified by ITA/VDA as process-oriented ERP/EDI-system for automotive suppliers.”



MAIN INDUSTRIES:

- Automotive
- Wholesales
- Retail

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition
- SAP ECC

BLUE-ZONE GMBH

BLUEZONE

Scalable Solution for Any Message Volume

Never worry about having chosen the wrong solution for your specific needs. The solution is designed for every amount of messages, be it small or gigantic.

Establish secure communication channels with your business partners

The solution integrates into the role and authorization system of your ERP system. Therefore it is the ideal medium for your secure communication with business partners. Depending on your communication channels, strong encryption methods are available for use.

Customizable EDI Mapping with Open-Source XML Support

The solution supports all established EDI standards. Your own mappings via XML are customizable and open-source. Additionally, blue-zone provides you with a mapping library.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Sweet spot for this solution are companies with more than 500 employees, but we also have customers as small as 30 mill Euros revenue. Before using our EDI solution they were experiencing error-prone processes in the field of data exchange and straining their employees with repetitive, manual tasks. In addition, the organizations experienced that the data exchange processes were slowing down their business and lack transparency.”



SAP Store



DOM-ZONE

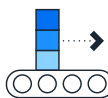
Digitize business processes with efficient and automatic output management

The solution automatically finds the corresponding documents for business transactions, such as purchase or production orders, and is therefore a useful ERP extension for all those who work with documents on a daily basis and want to integrate them into the output process.

Roswitha Siewe

Head of Business Development at blue-zone:

“With our solution we enable a process-related, efficient and secure document collaboration with business partners. No matter where in SAP documents are stored, our solution collects and combines them prior they are sent to your supplier or customer. It automatically detects the output channel and provides efficient approval and signature processes based on DocuSign.”

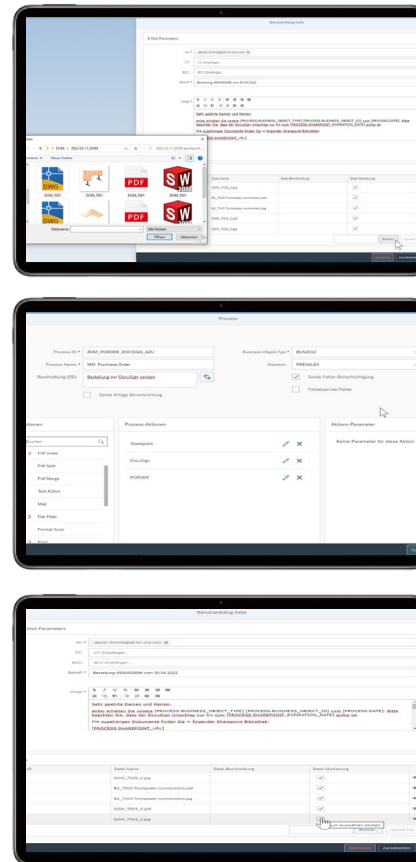


MAIN INDUSTRIES:

- Industrial Manufactures
- Automotive
- Engineering, Construction and Operation

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition is planned for Q3 2023
- SAP ECC
- SAP EWM



BLUE-ZONE GMBH

BLUEZONE

Add or remove documents before processing

A pre-selection screen allows you to add or remove the determined documents. This way you do not have to split up PDFs afterwards or print files you do not need.

Optimize files in output processes

The solution allows you to stamp, slip, merge, or resize files in the document management output process. There is no need to use another PDF-editing tool.

Predefine mail templates

Mail templates and automatic mail recipient determination make your daily work a lot easier. Fully automate your mail processes based on partner roles and using dynamic variables.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Companies with revenues greater than 30 million Euros with a high focus on secure document exchange with business partners including versioning (e. g. for the exchange of drawings with suppliers).”



SAP Store



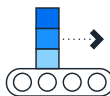
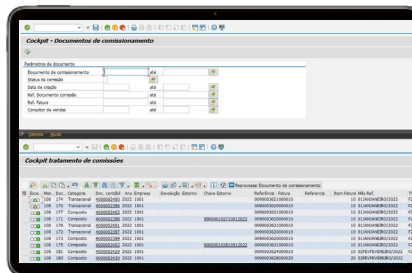
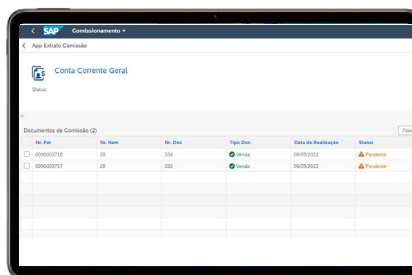
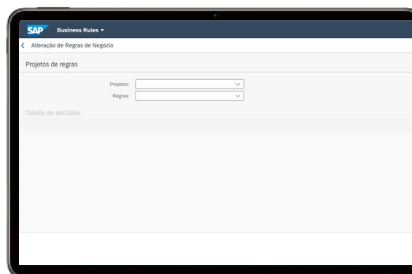
SPRO Commission Management

Designed for Commissions and Bonuses Management

Provides management of commissions and bonuses and a consolidated view of the entire crop and culture of the specified period for complete control of commission and bonus payments, calculating the values of the commissions from the invoices generated in the SAP S/4HANA system.

Thábata Fachina, Product Manager at SPRO Group

“SCM came to optimize processes and launches. This product, which SPRO offers to facilitate and revolutionizes the way you manage your business, abandoning spreadsheets with ready-made and erroneously used formulas once and for all by standardizing the commissioning percentage of your products and consultants.”



MAIN INDUSTRIES:

- Agriculture
- Consumer Products
- Retail

AVAILABILITY:

- SAP S/4HANA cloud, private edition

Draft rules for commissions

Simplified commission view with possibility of posting several business rules that facilitate the management of each business need in a dynamic way, changing calculation values and even validity periods and percentages that can be applied to each commissioner.

Keep traceability of all commission calculation

Extracted view of all amounts that have been issued for a particular partner. The key-user can check the types of documents, dates and status in real time for the management approval of the amounts issued for release of the payment record.

Enhance commission integration

After calculating the commission values, an integration with the SAP system is carried out, making all the data from the commission document available for desired actions. Financial provisioning can be made or this data can be forwarded for integration with the payroll system (HCM) as desired.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Midmarket and large companies with SAP S/4HANA with revenue ranging from \$200M to \$4B. Main agribusiness companies in the Midwest of Brazil, producer of seeds with 50 years of activities. Agro-industrial cooperative, with a turnover of approximately 17 billion reais, operating in the south, and Midwest of Brazil, and in Mercosur countries, producing seeds, meat, and dairy products.”



SAP Store



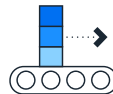
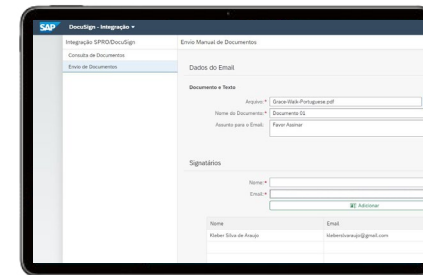
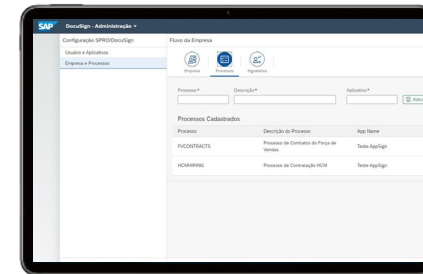
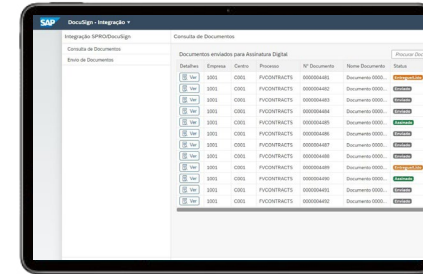
SPRO DigitalSign

Integration for Digital Signature Functionality for Electronic Documents

SPRO DigitalSign Gateway - Manage and assign any eSignature tool separately for each Company Plant. The DigitalSign will provide the API and UI functionality to manage all tools in a central place.

Danilo Mesquita, Head of Products at SPRO Group

“Far beyond the reduction of paper and the process of signing documents, centralizing signature request records in a single panel, which provides a view of all areas and processes of the company, enables intelligent monitoring and management. As DigitalSign is an integrator in a Cloud environment, it makes the connection between the most diverse systems to forward documents to digital signature services, such as DocuSign, AdobeSign, Contrackor, PandaDoc, Zapsign, among others.”



MAIN INDUSTRIES:

- Consumer Products
- Agriculture

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

Manage app easily

Register all the eSignature gateway accounts and Applications with a low-code concept (process without programming). Assign the process workflow, the account, and application with standard signers.

Integrate processes faster with document management

Manage All Documents sent to eSignature, checking the signature status and all additional information. Visualize the PDF sent, before and after the digital signature.

Integrate documents individually with manual submission

Manual submission of documents for any registered process, in Cloud App or Integrated in SAP S/4HANA Cockpit. Manual update of documents to be sent and to accompany the subsequent update.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Midmarket and large companies with SAP S/4HANA with revenue ranging from \$200M to \$4B. Main agribusiness companies in the Midwest of Brazil, producer of seeds with 50 years of activities. Agro-industrial cooperative, with a turnover of approximately R\$17 billion reais, operating in the south, and Midwest of Brazil, and in Mercosur countries, producing seeds, meat, and dairy products.”



SAP Store

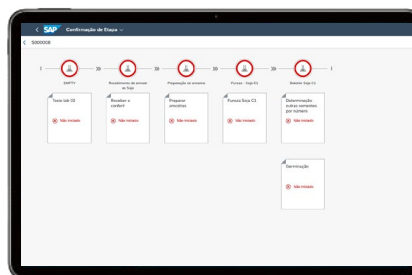
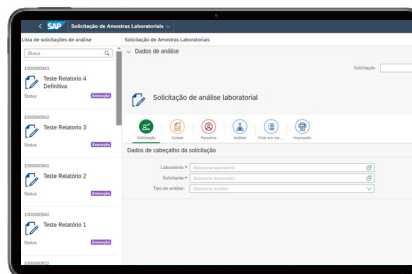
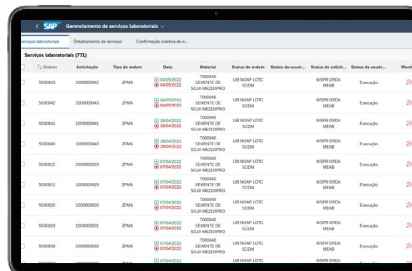
SPRO Laboratory Information Management System

Reliable and easy solution for laboratory management and quality assurance

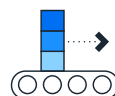
Laboratory activities can be controlled from the planning of the collection of the sample, analysis request, label printing, results recording, as well as the printing of documents in compliance with the of regulatory agencies. All that connects to an SAP S/4HANA requirements.

Mainara Faustino, Product Manager at SPRO Group

“ We developed this solution to facilitate the daily routine in an analysis laboratory. With the reduction of paper, which impacts the environment, and the optimization of the mass insertion of results bringing daily speed, SPRO LIMS manages to generate reliability in the results, with auditable methods, in addition to data security with the use of SAP S/4HANA along with our Solution.”

Serviço laboratorial (ST)	Data	Material	Status de análise	Status de coleta	Status de validação	Status de entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega
10000000000000000000	27/04/2024	LAB-TESTE DE ACIDIDADE	Em análise	Em coleta	Em validação	Em entrega



MAIN INDUSTRIES:

- Agriculture
- Healthcare

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

Create an analysis solicitation

Have operational freedom by informing all the data necessary for the analysis process in advance, such as the applicant, which laboratory and the type of analysis and tests that must be performed, individually or in bulk.

Check and confirm analysis receipt

Use the list of created solicitations to check for necessary information, convert set solicitations into orders or print sample labels, all in one place. You can also create an order and an inspection lot with all characteristics relayed by the analysis type and methodology automatically.

Actions in one central system to laboratory

In the Laboratory Services Management there are many possible actions, such as setting the user status of an order or solicitation, registering the beginning and end of the step, and the consumed materials for each operation. It's also possible to print labels and reports and monitor the analysis.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Midmarket and large companies with SAP S/4HANA with revenue ranging from \$200M to \$4B. Main agribusiness companies in the Midwest of Brazil, producer of seeds with 50 years of activities. Agro-industrial cooperative, with a turnover of approximately R\$17 billion reais, operating in the south, and Midwest of Brazil, and in Mercosur countries, producing seeds, meat, and dairy products.



SAP Store



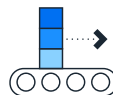
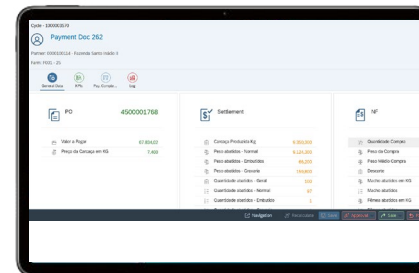
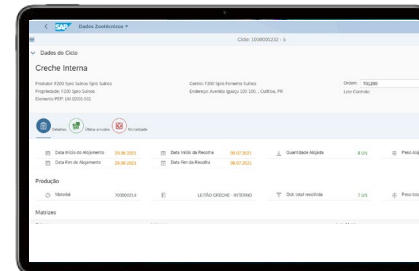
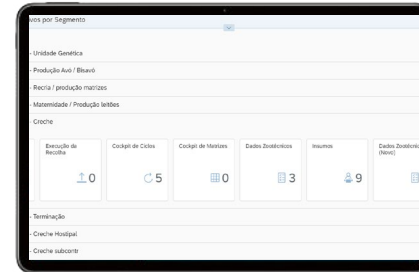
SPROLM Fomento

Manage and control the animal protein chain

SPROLM Fomento is an SAP embedded solution developed by the SPRO Group to control the animal protein chain and manages from placement to slaughter, including the payment to the supplier and farmer. It also allows advanced controls and an efficient and safe calculation of costs.

Wanderson Braga, Head of Innovation at SPRO Group

“SPROLM Fomento was developed to extend the standard SAP solution for agribusiness and consumer products customers focused on livestock management to help our customers through the digital transformation with a solution to control the whole operation enhancing the food health, supporting the ESG analysis and maximizing the KPI and animal findings, with full traceability and highly efficient cost management.”



MAIN INDUSTRIES:

- Agriculture
- Consumer Products

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

Keep the operation in the palm of your hand

It has all the SAP Fiori Apps to allow the customer to control and manage the operational tasks such as Placement, Harvest, feed factory requests, farm master data, basic reports, legal requirements. SPROLM Fomento controls all these tasks in the so-called operational module!

Enter all the zootechnical information in one place

It allows the customer to measure and post the animal findings and control the medicines, diseases and farm checklist and a simple SAP Fiori application. We control this in Zootechnical module.

Pay your partners quickly and easily with the most diverse formulas

Collect all the required information to pay the farmer and supplier considering all the slaughterhouse information and integrating with all the other modules to have the final payment figure accurate. This solution is contained in the payment module.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Agribusiness and consumer products midmarket and large companies in the above listed industries that have SAP S/4HANA and have about \$400M to \$10B in revenue.

Poultry, swine, fish and bovine segments”



SAP Store



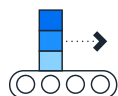
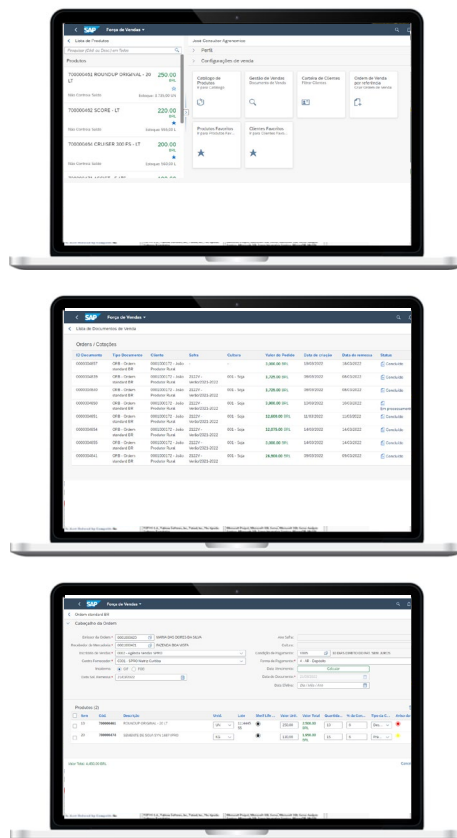
SPRO FV

SPRO FV - sales optimization tool, which creates sales documents

Optimize your Sales Document Creation Process in a Simple and Agile Way and Follow from Start-to-End the Statuses of the Sales Process Through this SAP BTP Application Integrated to SAP Gateway.

Natácia Pozatti, Product Manager at SPRO Group

“SPRO Força de Vendas optimizes the process of creating sales documents in SAP, allowing flexible parameterizations that adapt to the business rules of each company, bringing information directed to the step of the process, resulting in a reduction of time, better management of information and productivity of the sales team.”



MAIN INDUSTRIES:

- Agriculture
- Industry
- Consumer Products

AVAILABILITY:

- SAP S/4HANA cloud, private edition

Product Catalog

The SPRO FV can be initiated by the product catalog. The information is displayed according to the sales organizational structure that was selected for the process. In the product catalog, all material information is displayed, such as: code, description, price, stock.

Sales management

In Sales Management, the sales documents created by the consultant/seller are displayed. It is possible to make filters for display, such as: document ID, customer, product, creation and delivery date. When selecting a document, it is possible to consult all the sales order information.

Online Sales Simulation

After informing the relevant data for the sale, such as customer, material, quantity, prices, discounts, payment method, it is possible to simulate the sale. All the validation of the data informed in the application are executed, with the existing data in SAP and then you can save the document.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“Midmarket and large companies with SAP S/4HANA with revenue ranging from \$200M to \$4B. Agro-industrial cooperative, positioned between the two largest single cooperatives in Brazil, with revenues of approximately R\$17 billion reais, and operating in the South and Midwest regions of Brazil and in the Mercosur countries, producing seeds, meat and dairy products. Cooperative with operations in the agricultural, meat, milk and potato sectors, with revenues of approximately 6 billion reais, and operating in the South and Southeast regions of Brazil. Food industry with more than 80 years of experience”



SAP Store

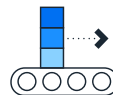
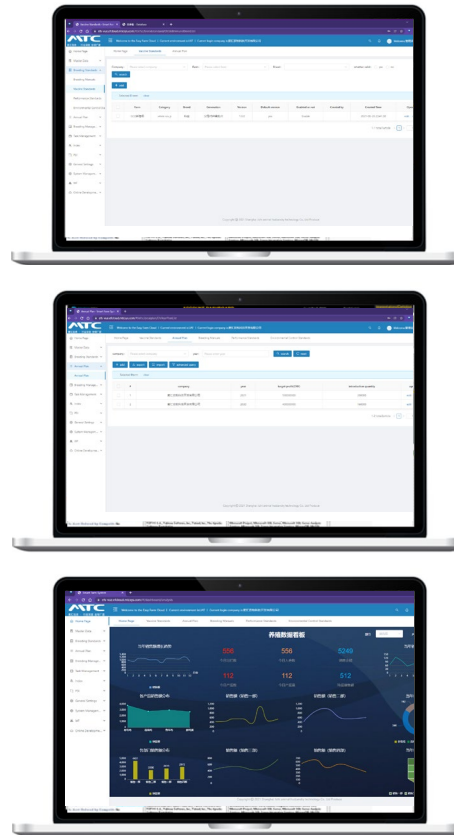
MTC Easy Farm Cloud

A digital smart farming management Platform based on SAP BTP

By collecting and analyzing farming data, MTC Easy Farm Cloud helps farming enterprises establish scientific farming plans, business procedures, breeding costs, asset management and multi-dimensional data analysis to maximize benefits.

Michael Lu, CEO, MTC Information Technology

“Accurate execution of breeding plans, precise feeding and biological asset security are the bottlenecks for the profitability of husbandry enterprises. MTC Easy Farm has helped our clients to improve breeding efficiency, reduce the costs and risks. It also provides complete data support for users of various roles. MTC Easy Farm Cloud is based on SAP BTP, SAP certified and available on SAP Store.”



MAIN INDUSTRIES:

- Agriculture

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

Farming Standards Management

In accordance with the farming standards and annual plan, an individualized plan for each farm is generated, and the plan and farming tasks are assigned to each post. The farming procedures and tasks are thus, standardized in a single system throughout the entire enterprise.

Flexible Operational Planning Management

According to the enterprise's different business models, business scales and animal species, corresponding farming plans and task lists are formulated, so as to realize a closed-loop business process from procurement, breeding, and production to distribution.

Data Collection

MTC Easy Farm Cloud uses IoT technology, RPA robots and mobile terminals to achieve rapid collection of data on feeding, nutrition, health care, growth, environment and tasks.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

MTC Easy Farm is suitable for the following large and medium-sized farming enterprises, including:

- Swine farming enterprise (boar or commercial swine or vertical integrated complex)
- Poultry farming enterprise (Layer farming, broiler farming, breeder farming or vertical integrated complex)



SAP Store

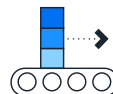
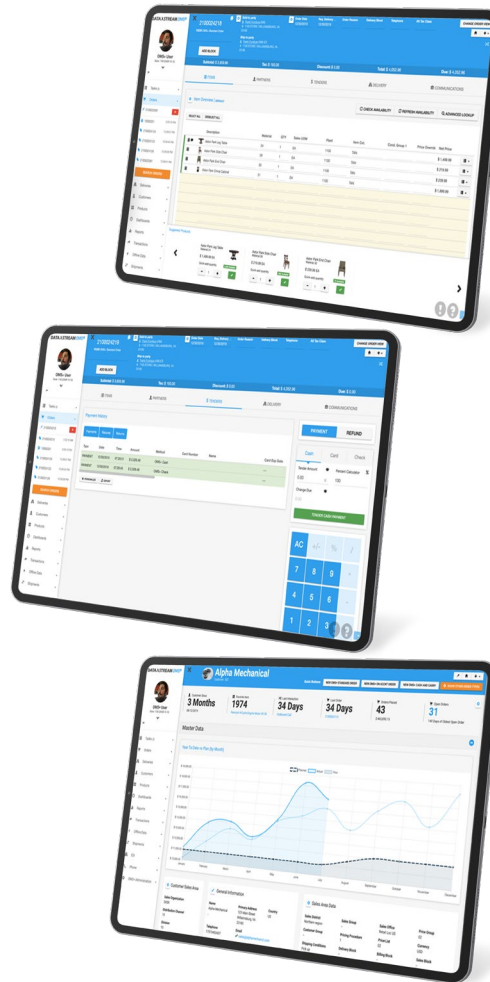
OMS+ Cross-channel Order Management Solution

Increase Sales, Reduce Costs, Improve Customer Experience

OMS+ is an integrated Order Management Solution for counter, call center, and mobile sales. OMS+ reimagines the user interface to reflect real life customer engagements and provides the platform for making SAP ERP the foundation of a true unified commerce strategy.

Tim Yates, CEO at DataXstream

“As a long-time SAP partner and an early participant in SAP’s digital marketplace, we have experienced first-hand their commitment to working with partners to help them grow and scale to offer true customer transformations. DataXstream started as a service partner and have since transformed ourselves into a solution provider, focusing 100% on SAP, leveraging BTP and commercializing via the SAP store. Our solution, OMS+, is a cross-channel Order Management Platform purpose built for SAP ERP to help organizations sell better. By partnering with SAP and its resellers we have had great success penetrating new markets and accounts.”



MAIN INDUSTRIES:

- Wholesale Distribution
- Building Materials
- Mills and Mining

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

The most advanced order management system for SAP

OMS+ is built for SAP. It's delivered with pre-configured order types that will meet the most challenging order processing requirements, or configured to overlay your existing processes. OMS+ is designed to make order fulfillment simple for the end user, allowing you to manage complex processes.

Payment processing

Every business has different needs when it comes to the collection of payments. OMS+ can easily adapt to your specific business requirements and is designed with clip-in points to simplify integration with your credit card processor while keeping your SAP installation outside of PCI requirements.

Customer management

OMS+ has all the tools you need to really get to know your customers. Our Customer Dashboard allows for easy access to customer documents, notes, open deliveries, material purchasing info, live customer data, and more. With real-time integration to SAP overlaying VA01/ GUI has never been simpler.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

“The solution works for customers with 1000s of users but can also scale down to customers as small as 100 users. Customers typically report quick ROI after having implemented the solution, as well as increased employee satisfaction.”



SAP Store



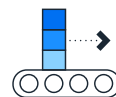
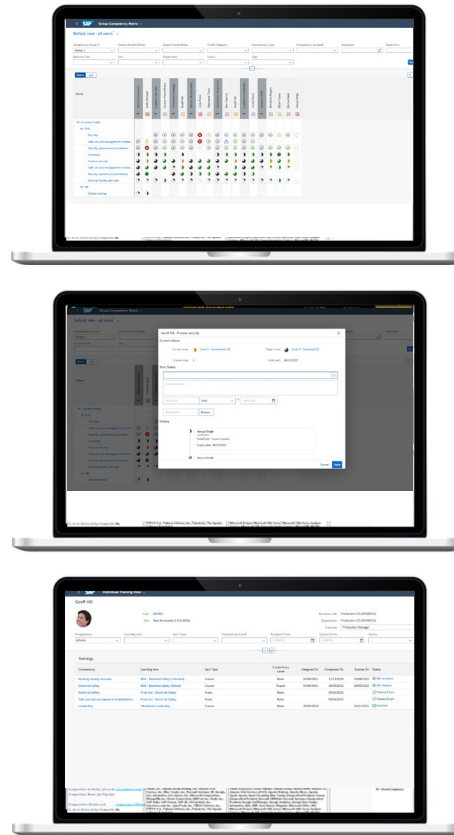
Competency Matrix

Manage competencies, capabilities and certifications in your organization

The Flexso Competency Matrix extension for SuccessFactors enables organizations to easily keep track of employee competencies, certifications, and associated training through an easy-to-use, interactive solution for managers and employees.

**Bart Van Hove – Flexso Business Unit Manager
SuccessFactors Extensions**

“Flexso has been helping industrial manufacturing customers with our Industry Cloud for Manufacturing solution for years already. With our light-weight SaaS plug-in architecture on top SuccessFactors, we support plant, production and maintenance managers engaging and planning the right talent in the right place at the right time, based on a comprehensive and intuitive competence management solution fully and real-time integrated with HR. Customers choose our solution over a best of breed solution thanks to the deep integration with SuccessFactors and connectivity to SAP S/4. Our continued innovation and customer co-creation approach allows our solution to grow based on the requirements within the organisations.”



MAIN INDUSTRIES:

- Industrial Manufactures

AVAILABILITY:

- SAP SuccessFactors

Assess roles versus target roles and show gaps

Assess a set of competencies, assigned through a role. Rate against the target levels and determine the corresponding gaps to complete. Align competencies and roles across the organization or support multiple autonomous units with their own competency frameworks using the competency groups.

Support multiple types of qualifications

Manage capabilities, competencies, skills, certifications, etc. using different views: group views for managers, individual views for employees and managers. Track the history of each assessment, to achieve an overview of everyone's qualifications lifecycles.

SuccessFactors Learning integration

Associate items, curricula and programs to competencies and show them in one of the Matrix views. Show the users' learning progress from LMS directly in the Matrix. Navigate from the Matrix to the relevant course in the LMS. Assign or mark training completed directly from the Matrix.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

- Specific sites and business units of Large Enterprises (annual revenue 1-5 billion EUR) in an industrial manufacturing context to manage the qualification and proficiency of highly skilled workers dealing with complex machines.
- Mid Market Enterprises (annual revenue 50-250 million EUR) to support the resource planning or development of its employees.



SAP Store

2BM Mobile Warehouse

Superior Warehouse Operations for SAP S/4HANA and ECC

Increase the efficiency and quality of your warehouse operations. 2BM Mobile Warehouse makes the user interface from SAP S/4HANA available in an efficient mobile solution and combines barcode scanning with an optimized user experience. Future proof with support for both SAP ECC and SAP S/4HANA.

Powered by SAP Business Technology Platform and provides consumer grade user friendliness. SAP Industry Cloud certified.

Marco Caldana, Global Partner Manager, 2BM Software

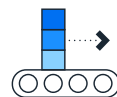
“The solution is built leveraging all the SAP technologies; SAP BTP, SAPUI5, and SAP Fiori user experience.

Our growing global partner network is proving to be beneficial for both customers, partners and 2BM Software.

We have an eco-system that combines knowledge sharing and the synergies of 3 worlds:

- our customer's requirements and challenges
- our partner's local presence and SAP expertise
- our dedicated team developing and supporting our superior software

Thus, continuously improving our solution to enable our customers to operate in the most efficient and user-friendly way. Bringing SAP warehouse management to where the actual work takes place.”

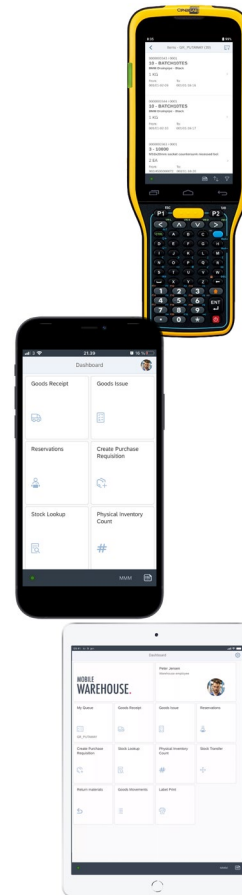


MAIN INDUSTRIES:

- Consumer Products
- Industrial Manufacturing
- Engineering, Constructions and Operations
- Wholesales Distribution

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- SAP S/4HANA cloud
- public edition planned for 2023



Mobilize SAP Warehouse Management

Enhance your SAP Warehouse Management solution with SAP Fiori mobile front end with offline data support. Superior user interface optimized for Intelligent barcode scanning framework and super-efficient user interaction. EWM support planned in 2023.

Mobilize SAP Inventory Management

Perform all essential processes in Inventory Management based storage locations with efficient barcode scanning and access to all the information you need to perform your work without accessing a desktop computer. Full offline data support.

Mobilize SAP Inventory Management

Perform all essential processes in Inventory Management based storage locations with efficient barcode scanning and access to all the information you need to perform your work without accessing a desktop computer.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

2BM Mobile Warehouse can be used by any company starting with as little as 10 users up to large multi-national companies. Our customers range from smaller companies operating a single warehouse. At the other end of the scale, we have customers being international companies with global presence, multiple warehouses and a more complex warehouse set up, using the full set of functionalities including our off-line functionality, e.g., for remote storage locations.



SAP Store

2BM Mobile Work Order

Mobilize technicians, empower supervisors and bring key insight to business and management

Mobilize your maintenance processes today with 2BM Software's user-centric Mobile Work Order application that combines SAP Plant Maintenance and Customer Service. The solution helps increase overall efficiency and quality of work.

Powered by SAP Business Technology Platform and provides consumer grade user friendliness. SAP Industry Cloud certified.

Marco Caldana, Global Partner Manager, 2BM Software

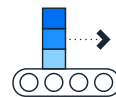
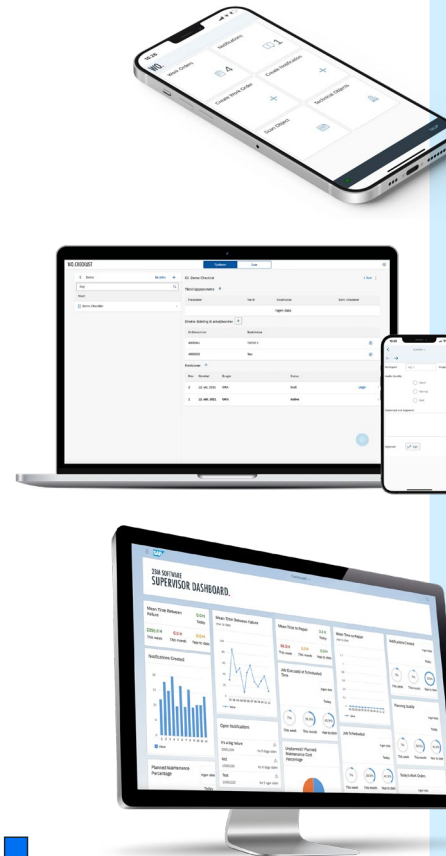
“The solution is built leveraging all the SAP technologies; SAP BTP, SAPUI5, and SAP Fiori user experience.

Our growing global partner network is proving to be beneficial for both customers, partners and 2BM Software.

We have an eco-system that combines knowledge sharing and the synergies of 3 worlds:

- our customer's requirements and challenges
- our partner's local presence and SAP expertise
- our dedicated team developing and supporting our superior software

Thus, continuously improving our solution to enable our customers to operate in the most efficient and user-friendly way. Bringing SAP PM to where the actual work takes place.



MAIN INDUSTRIES:

- Industrial Manufacturing
- Engineering, Constructions and Operations
- Oil, Gas and Energy
- Mining

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- SAP S/4HANA cloud, public edition: planned 2023

Mobilize Maintenance Workers

Streamlined, easy to use yet powerful, Mobile Work Order integrates all the major aspects of work order management, optimized for mobile use in a simple, clean interface. View details, confirm operations, take measurements, and record spare parts use and time spent to accurately capture costs.

Checklist Manager & Module

2BM Software has introduced Digital Mobile Checklists. With this functionality, customers can now create, manage, and distribute custom digital checklists. Checklists are added to work orders, functional locations, and equipment, and the list is executed via the Mobile Work Order app.

Supervisor Dashboard

The Supervisor's Dashboard provides an overview of notifications that can be converted and dispatched as work orders. The Dashboard also provides a live overview of selected KPIs and presents live data.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

2BM Mobile Work Order can be used by any company starting with as little as 10 users up to large multi-national companies. Our customers range from smaller companies using our solution primarily for generating notifications and work orders. At the other end of the scale, we have customers being international companies with global presence exploiting our product portfolio to a larger extent, including notifications, work orders, check lists, supervisor dashboard and predictive maintenance. Making our solutions fit into both very simple and very complex maintenance environments.



SAP Store



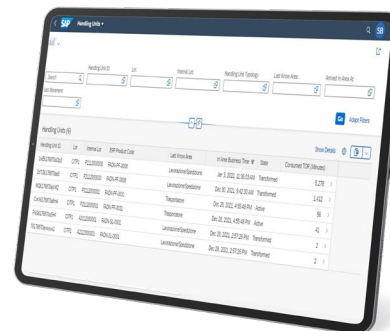
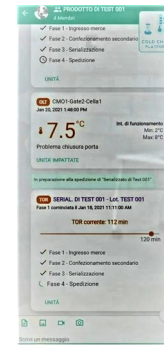
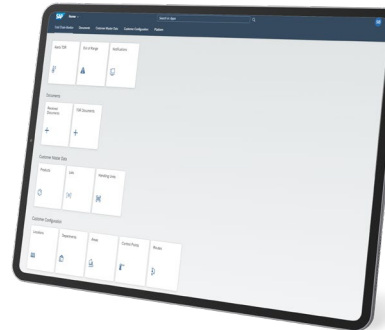
Cold Chain Platform

Cloud solution to ensure the traceability of temperature-controlled medication

Solution extends SAP system capabilities to manage the Cold Chain for materials that must stay at a controlled temperature. Minimize paper-based process management and manual data entry, certify the acquired data and generate electronic records, which are validated through blockchain technology.

Francesco Angelotti, Industry Director Process, Chemical & Lifescience, Altea UP:

“One of most important requirements of the pharmaceutical industry is the efficiency over the life-cycle of the drug /device to ensure its production quality and correct identification, traceability and integrity throughout the supply chain, in order to reduce risks to patients' health.”



Use one platform to manage the entire process

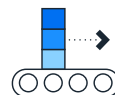
The platform manages all information, from logistic handling to the production process, allowing traceability to be maintained throughout the product transformation process. It integrates information from the ERP, with related data collected from the field, ensuring the integrity of information.

Notification of exceeding the temperature threshold

The solution provides immediate information to interested parties when a time threshold (TOR) or temperature warning is exceeded for a specific material into a specific controlled area.

Check in any times the Handling units

Display of all information concerning HU. Check the temperature of the HU at any time. Material position sensing via IoT. Accurate and timely storage of TOR time out of range.



MAIN INDUSTRIES:

- Life Science

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC



SAP Store

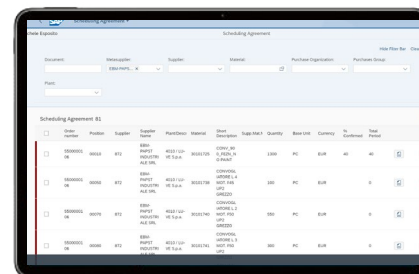
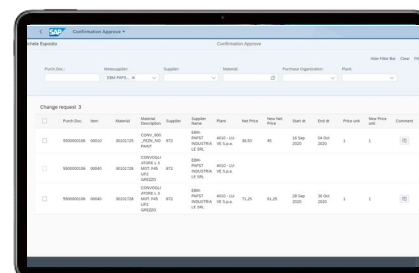
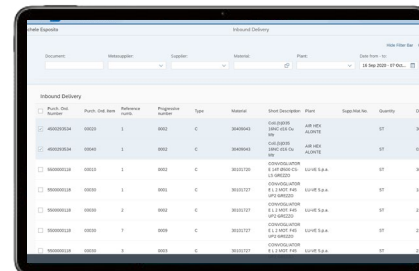
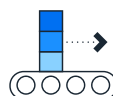
i-Supplier Portal

Communication channel to exchange of information between a company and suppliers

The information flows between a company and its suppliers are many and different and if these communications do not take place in an orderly and structured way, there is a risk of loss of effectiveness on the market. These needs find an ideal solution in the creation of a Supplier Portal.

Michele Esposito, Product Manager, Altea UP

“ Our mission is to offer customers solutions that improve communication with suppliers to increase the degree of performance and satisfaction of stakeholders, reduce the time to market of companies and establish a climate of trust, collaboration, sharing and well being.”

MAIN INDUSTRIES:

- Automotive

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

Manage PO and scheduling agreement

The supplier can view the details of a purchase order or schedule agreement, download the documents attached to the order such as drawings, contracts and print the purchase order. The supplier can request a price or quantity change and according to his schedule request a change to the delivery dates.

Manage approval requests for changes

The buyer or planner can view the changes requested by the supplier and accept or reject them. In case of refusal, notes can be sent to the supplier. If the supplier's requests fall within a certain parameterizable range, the system automatically sends the change to the ERP.

Manage Inbound Delivery and HU

This feature allows for improved on-time deliveries. The buyer or the planner can receive immediate notifications of delays and status updates this allows to increase the visibility and control of production, simplifying the goods receipt process.



SAP Store



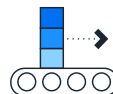
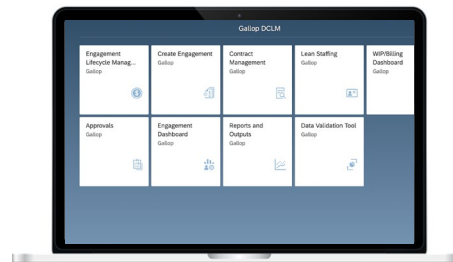
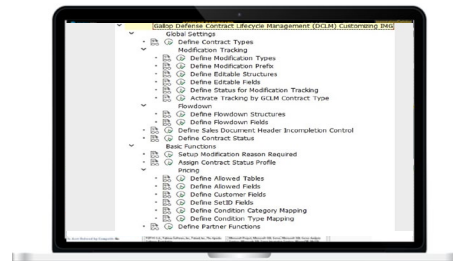
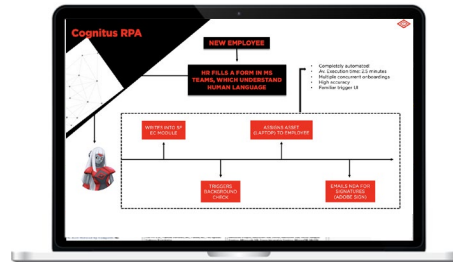
Cognitus Industry Solution for Aerospace & Defense (CIS-A&D®)

Projects, People & Finances - Centralized for Government Contractors

The ready-to-use package addresses the requirements of DOD (Department of Defense) Contractors for DCAA, DCMA, GSA compliance. Based on SAP S/4HANA 1909, it uses the SAP S/4HANA Digital Core and the SAP Model Company concepts to deliver faster & better and enables you to always stay compliant.

Nitin Khanna, head of A&D Cloud Solutions, at Cognitus

“Cognitus makes SAP relevant to the Aerospace and Defense industry without the need for custom development, with a package of 14 SAP qualified partner solution extensions, tailor-made for A&D.”



MAIN INDUSTRIES:

- Aerospace & Defense

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- Not compatible with SAP MTE

Improve user experience

CIS-A&D app includes SAP Fiori 3.0 state of the art apps, an advanced workflow configuration for an excellent performance and an intuitive easy to use front-end.

Get, set, go with pre-configured solutions

CIS-A&D is based on SAP Model Company concept and out of the box configurable reports. This ensures rapid solution deployment with minimum customization and downtime.

Automate day-to-day tasks

Includes Chatbots for increase in productivity and automation of processes like onboarding and payroll management that reduces manual effort and repetitive tasks.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Project-based business having Govt. Contracts which requires this solution to meet this FAR, DFARS and CAS requirements. Defense manufacturing and services companies are the sweet spot for this solution and current customers typically work with US or NATO governments.



SAP Store



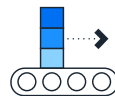
Cloud Mobile Inventory Manager for SAP S/4HANA Cloud

Inventory Management and Access to Insights

The Mobile Inventory Manager Application provides stock monitoring in both online and offline Modes. This mobile application extends the SAP S/4HANA Cloud capabilities with highly responsive features and ease of use. The Mobile Inventory Manager App has the functionality of both “Manage Stock & Stock Single Material” and “Stock Multiple Material.”

Jude Xavier, Asst. vice president - SAP practice at YASH Technologies Inc.

“The Inventory manager application is designed to overhaul and modernize the people-intensive inventory operations. It provides the users with an easy to use mobile UI that is intuitive, adaptive, simple improving productivity, data visibility, human errors and a faster time to market and value.”

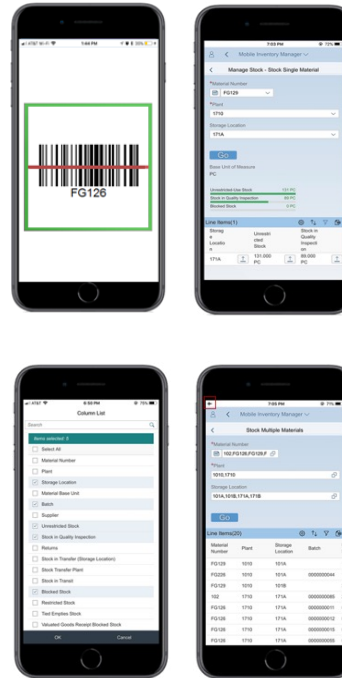


MAIN INDUSTRIES:

- Wholesales
- Industrial Manufacturing
- Consumer Products

AVAILABILITY:

- SAP S/4HANA cloud, private edition



Accurate Material Stock Details and Barcode Scanning

Reduces data entry errors and increases inventory accuracy. Display accurate stock across plants and storage locations for single or multiple materials.

Mobile Technologies and Offline Capability

This solution works on both Android and Apple devices. User can access global material stock details even in offline mode.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Small and mid-sized companies with revenue ranging from US\$100 million to US\$500 million.



SAP Store

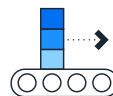
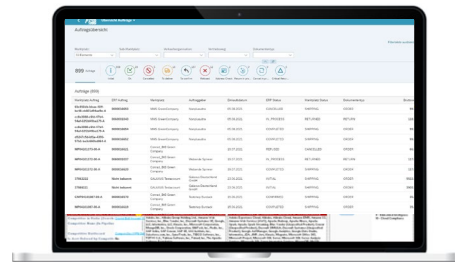
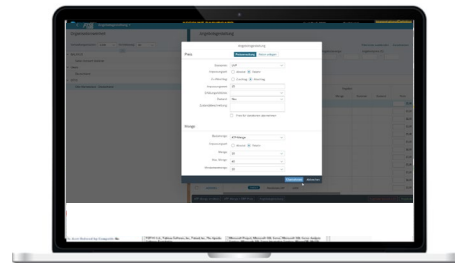
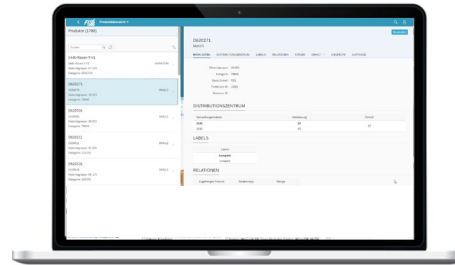
FIS/TradeFlex

All Online Marketplaces and Sales Platforms in one Application

FIS/TradeFlex is the central puzzle piece that connects your SAP system landscape and the sales platforms of your choice. It is used to manage all seller portals and activities in one application. Automated processes reduce manual efforts and form the basis for your success on online marketplaces.

Claudio Endres, Product Manager FIS Informationssysteme

“ We managed to develop our solution FIS/TradeFlex in a way, that it can be implemented in 3 to 10 days. The standardized processes the marketplaces require are the perfect opportunity for our multi-tenant solution, so we can spread our development efforts to generate advantages for all our customers and react to the fast changing online marketplace business as quick as possible. I'm very happy, that other SAP partner companies also show interest in our solution and we can start our first project after we got the chance to present it in different SAP presentations and partner calls.”



MAIN INDUSTRIES:

- Customer Products
- Wholesales Distribution

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition, planned for 2023.
- SAP S/4HANA
- SAP ECC

List products easily on several marketplaces

By using FIS/TradeFlex it is possible to manage and combine different content information from various sources (e.g. PIM and ERP). The application automatically matches the attributes and categories to the various marketplaces. This saves manual effort and increases data quality.

Determinate prices and quantities data based

Available product quantities are automatically transferred to the online marketplace. This also applies to proportionate quantities. Within the solution a possible price determination in consideration of the ERP price determination is given. Therefore running out of stock is avoided.

Automate order creation, fulfillment, billing and payment process

The entire order-to-cash process is handled automatically, including the payment process, with clearing of open items and consideration of charges. All information is exchanged between the ERP system and the marketplaces in real time. This speeds up the process enormously and reduces manual effort.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

The firms using the solutions vary from small businesses selling just a few specific products of their brand to larger organizations selling a big product portfolio of more than 50.000 products on marketplaces. The small starting fee of 500 € per month allowed our small customers to start in the marketplace business without a high starting investment. Small businesses using our solution usually have an own brand, while bigger companies use their logistics capabilities to be successful on online marketplaces.



SAP Store



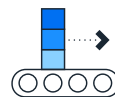
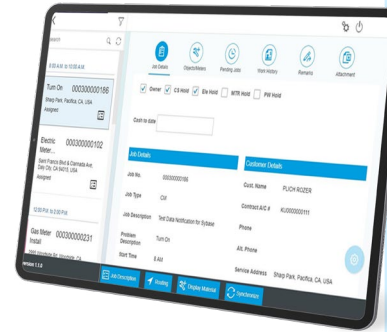
cFSM - Field Service Manager

cFSM, the product streamlines all field service operations, work order assignment, tracking, recording on-site technical completion, and approvals. Managers can assign the right job to the right worker. Work orders show exactly which tools are required. Technicians can simply use the in-app scan to start the work on location (with location and time stamp).

The Workflows guide the technician to successful technical completion. The manager can approve the job in real-time. This app works online or offline. The app auto-syncs with the system when it comes within a network area. cFSM is great for industries like Energy, Utilities, Waste Management, and Water Supply.

Shrikant Nistane, CEO Crave InfoTech LLC

“cFSM is suited for large and mid-tier enterprises. A disruptive app, pre-packaged to expedite the implementation time, ROI realization, and reduction in TCO up to 80%. Completely scalable technology that grows with the business and Keep employee performance and satisfaction high with configurable, user-friendly interface. Customizable for any industry specific workflow and Get immediate access to quantitative information that will create accountability for your employees, increase productivity, and make workflow more efficient. It has Multi-lingual capabilities with Fully responsive with iOS, Android, Tablet.



MAIN INDUSTRIES:

- Utility
- Public Sector

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC

SAP BTP powered and ready to deploy

cFSM is ready to deploy and powered by the SAP Business Technology Platform (BTP). It's integration-ready with all ERP systems like CRM, Performance Management, Facility Management, Supply Chain, etc.

Enjoy Intuitive Workflow with Various Features

Novel features include Service Order Completion, Time Reporting, Material Confirmation, Inventory Movements (Truck to Truck Transfer), Meter Reading Entry, Meter Installation, Removal, Exchanges, Turn On, Turn Off, Shut Off Non-Pay, Customer Complaint Investigation, and more.



SAP Store



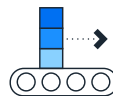
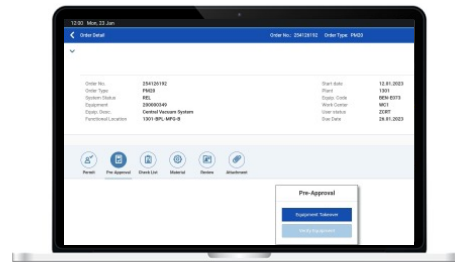
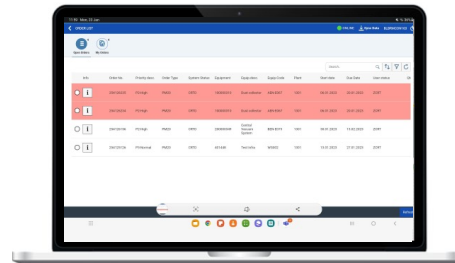
cMaintenance

Automate, control, and direct all maintenance activities

cMaintenance digitally converts your facility upkeep activities for prevention, correction, and breakdown into a fully responsive Hi-tech pre-packaged solution that utilizes mobility features and SAP BTP-driven platform intelligence. The product collects all maintenance activities so that data and knowledge can improve efficiency. It adds automation, control, visibility, manageability, and scalability to your asset maintenance and management.

Shrikant Nistane, CEO Crave InfoTech LLC

“Application allows to perform Preventive maintenance, 30% increase Facility Inspector's efficiency, 100% reduction in paperwork. A disruptive app, pre-packaged to expedite the implementation time, ROI realization, and reduction in TCO up to 80%. Completely scalable technology that grows with the business. Spend time and resources on adding value to your business, instead of employee hours spent in data entry and fixing errors. 80% increase in efficient follow up on jobs. The work order execution is controlled by multi-level approvals/authorizations and complies all the 21 CFR guidelines. Application supports both online and offline functionality”.



MAIN INDUSTRIES:

- Life Science
- Utility
- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- SAP S/4HANA cloud, public edition

End-to-end industry-specific Workflows

Complete workflow built inside the mobile app for engineering and business personnel starting with the assignment of work orders, capturing time stamps, capturing results (through RFID and/or barcode scanning) at source, validation of results, and capturing necessary approvals for usage decision. It captures failure details, materials consumed, and equipment release. It also enables on-location label printing.

Master Instrument Assignment

Master Instrument Assignment and Validation of readings with Master calibration for planned and unplanned characteristics as per defined SOP. Integration with SAP PM and SAP QM module to automate and digitize data inputs (near-zero manual entries).



SAP Store



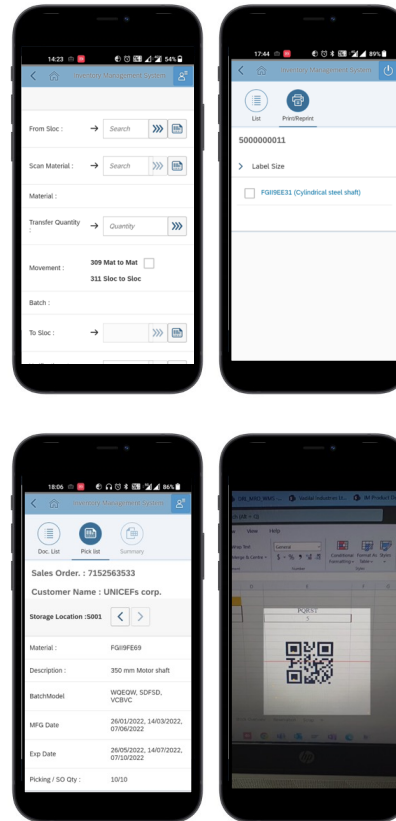
cWarehouse

Turn your Warehouse into a Future-Forward Powerhouse

Turn your warehouse into a future-forward powerhouse with Crave's cWarehouse App and the latest Zebra mobile solutions for high-performance receiving, picking, shipping, and inventory management.

Shrikant Nistane, CEO Crave InfoTech LLC

“ Perform physical activity and then keeping the hand dirty by updating manually in the system. 50% reduction in operational maintenance costs. And helps 35% reduction in warehouse operating costs with 15% labor cost reduced per unit handled. Decreased overhead through Lean processes.

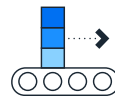


Full automation with online and offline work

Mobile App will support Batch Managed, serialized, and split valued materials via configuration. cWarehouse can work online and offline, cross-platform, and with complete RF-enabled automation.

RFID and Barcode Scanning

Scan handling units, bins, items, work orders, and key documents to instantly capture all batch, serial, and material numbers with exact details. Bulk scan multiple items in one go. You can also scan items of multiple categories in one swipe.



MAIN INDUSTRIES:

- Life Science
- Industrial Manufacturing
- Oil and Gas

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- SAP S/4HANA cloud, public edition



SAP Store

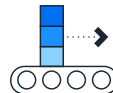
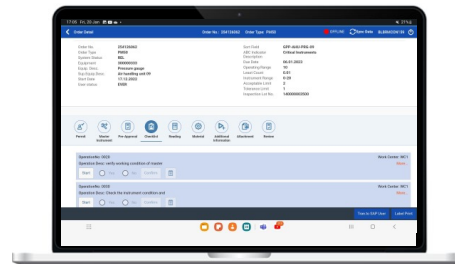
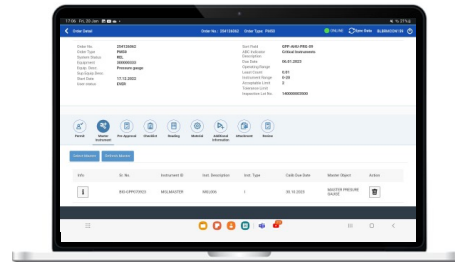
cCalibration - Equipment Calibration

End-to-end calibration automation with full control and compliance

Full automation and control for calibration processes with industry-specific and use-case-specific Workflows that are ready to deploy. Just scan the asset, instrument, or parts to auto-fill the details in the app. Follow the simplified UI to achieve successful technical completion. Scan all data at the source and print the label on the spot. Update the central system in real time with time-stamped and accurate info.

Shrikant Nistane, CEO Crave InfoTech LLC

“Midmarket and large companies with SAP ECC and SAP S/4HANA can freely use this application. It helps Real-time Integration with SAP PM and SAP QM module removes the need for data entry. Application allows to execute calibration orders complying all the 21 CFR guidelines. It improve accuracy of readings by 40% and Cut time of calibration process by at least 60% also Failures are handled accurately with at least 90% efficiency and follow up.”



MAIN INDUSTRIES:

- Life Science
- Industrial Manufacturing
- Chemicals

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP ECC
- SAP S/4HANA cloud, public edition

Complete compliance and control

Workflows and cloud integration are deployment-ready to ensure seamless calibration activities that are effective, compliant, and fast with real-time task visibility and instant system updates.

Full enterprise mobility with online or offline mode

The app is fully mobile with the same functionalities whether online or offline.



SAP Store



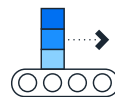
cEPOD- Electronic Proof of Delivery

Turn your Warehouse into a Future-Forward Powerhouse

Report, Plan, Predict, and Simulate Plant data in Real-Time to run all machines at optimum capacity and lowest costs. This solution works by capturing live data from the SAP S/4HANA system and visualizes it as graphs, charts, and tables using SAP Analytics Cloud Story and Analytical Application.

Meenakshi Sundaram PL, Analytics & Data Practice Lead at Kaar Technologies

“ This package covers all the exceptional features in SAP Analytics Cloud, targeting the Manufacturing Companies and it can be used as a standard content rapidly deployed in 6 weeks, enabling the business to better analyze their plant and in the long run, yield more productivity.”

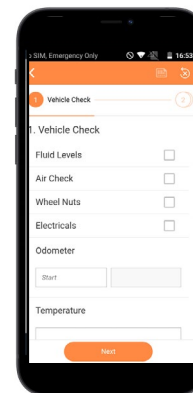
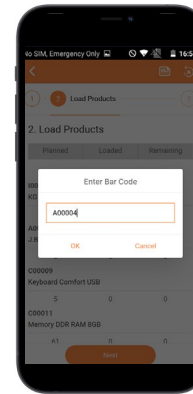


MAIN INDUSTRIES:

- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud, private edition



Instant barcode scanning

Barcode RFID scanning for managing inventory in the truck. Individual or bulk scan items while loading or unloading items. Instantly spot missing items (from original order).

Make a guided vehicle inspection

Guided vehicle inspection before the start of the driver's day or trip.



[SAP Store](#)



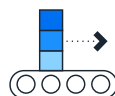
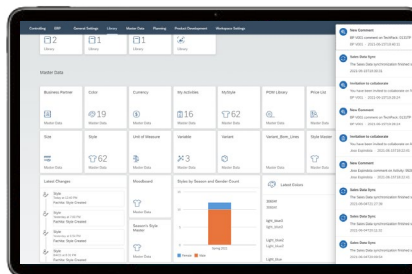
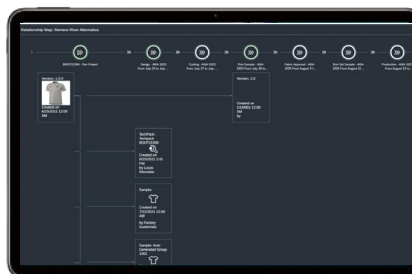
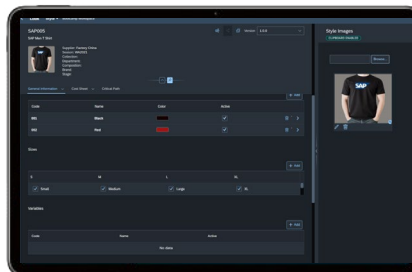
Look Fashion Platform

All-in-one cloud platform solution for fashion companies

Full Fashion management platform offering all tools to create, develop and track product information from concept to production: Line planning, material and style libraries, product costing, Bill of material, tech-packs. Integrates to SAP S/4HANA cloud, public edition in Master and transactional data.

Lukas Ritondale, Product Manager, Look Cloud Fashion Platform

“LOOK is a cloud platform designed for Fashion Enterprises to manage the entire business by connecting applications, data, employees and business partners. Easily deploy workspaces, create users and connect S4 HANA Cloud and other productivity tools such as Adobe Illustrator, StyleScan, JOOR to name a few. We have developed the platform based on our 15+ experience with small and mid-size fashion companies. Choose among 120 Fiori apps available (product variants, critical path, color, size charts, tech-packs and more).”



MAIN INDUSTRIES:

- Fashion

AVAILABILITY:

- SAP S/4HANA cloud, public edition

Enhanced product data management (PDM)

Product development teams can create styles, raw materials, range plans, techpacks, samples including data gathering, picture and documents storage, and analysis, along with features that secure valuable and sensitive data. Product Data management features also make it easier for executives, manager.

Use workflows to track product development and lifecycle

Model business processes for product development, engineering to manufacturing. Record all activities in the calendar and share with all users involved, from designers, pattern makers and suppliers.

Access central information from the Fiori launchpad

Look allows selecting apps as building blocks of the user journey. From style, techpacks, critical path tracking, sales and purchase orders. Add and mashup to SAP **S/4HANA cloud, public edition** and navigate to apps with single sign on.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Look is targeted to small to midsize retail, wholesale or manufacturing fashion enterprises, usually with annual revenues range from around \$5 million USD up to 50 million USD, depending on the specific industry or market segment (wholesale, retail or manufacturing).



SAP Store



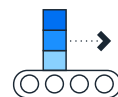
Plant Maintenance Predictive Analytics

Plant Maintenance Predictive Analytics for Manufacturing Enterprises

Report, Plan, Predict, and Simulate Plant data in Real-Time to run all machines at optimum capacity and lowest costs. This solution works by capturing live data from the SAP S/4HANA system and visualizes it as graphs, charts, and tables using SAP Analytics Cloud Story and Analytical Application.

Meenakshi Sundaram PL, Analytics & Data Practice Lead at Kaar Technologies

“ This package covers all the exceptional features in SAP Analytics Cloud, targeting the Manufacturing Companies and it can be used as a standard content rapidly deployed in 6 weeks, enabling the business to better analyze their plant and in the long run, yield more productivity.



MAIN INDUSTRIES:

- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud, private edition



Reporting & Analytical Application

Provides present scenario of the production plant to help companies make better decisions by analyzing present state of the plant/machines within their business context with KPIs.

Predictive Scenario Dashboard

Predictive scenario dashboard collects historical breakdown data of machines and predicts failure of machines to help companies plan their maintenance in advance without affecting the workflow.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Solution to reduce unexpected costs and maintain plant productivity, Minimize downtime with minimal cost, Increase Efficiency and quality of the machines. Typically, enterprises with employee size of 200 and more can efficiently use this solution.



SAP Store



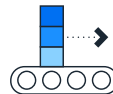
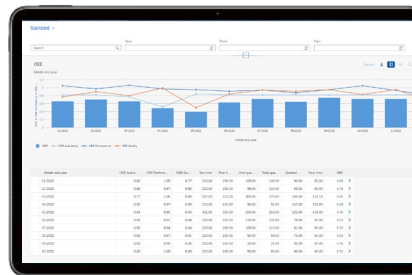
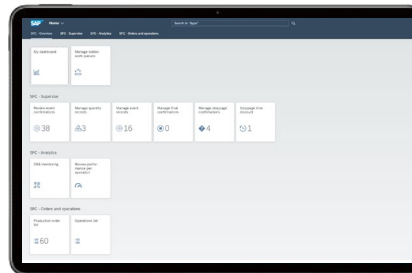
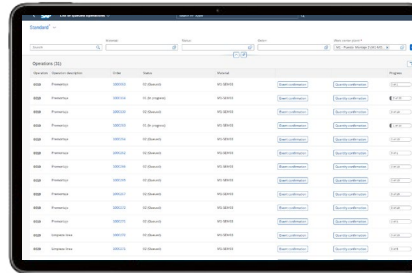
Shop Floor Control by SEIDOR

Manage your shop floor and obtain real-time visibility across operations

Digitalize your SAP S/4HANA production processes and seamlessly integrate business systems with the state-of-the-art technology to improve operational insight with real-time information, enabling you to increase product reliability and traceability through process analysis and systems integration.

Estanis Font, SAP Services Business Development Director, SEIDOR Consulting

“ We have designed the solution to enable our customers to be more flexible on the shop floor, proactively reacting to demand changes and incidences in the plant. Furthermore, reducing manufacturing costs by optimizing production resource usage and minimizing waste generation and systems integration costs.”



MAIN INDUSTRIES:

- Consumer Goods
- Industrial Manufacturing
- Automotive

AVAILABILITY:

- SAP S/4HANA cloud, public edition
- SAP S/4HANA private edition
- SAP S/4HANA On premise

SEIDOR CONSULTING



Obtain all the information on the operations to be executed

Check the sequenced list of planned operations from your workstation and review all the details of the operations to be performed, as well as their instructions, components, features, or associated documents.

Get a real-time view of your production floor

As a supervisor, get a real-time insight into the operations running on the workstations you are monitoring, as well as any incidents or stoppages. React accordingly by adapting to the new circumstances.

Analyze your operations performance and OEE

Obtain real-time OEE by operation, shift, work center, or operator and the detail of their inefficiencies to obtain maximum availability and control over the quality ratio.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

The solution is designed for companies with production plants and because of its flexibility, it can be applied to various industries. Furthermore, due to the scalability of the solution, it can help not only large-sized companies but also small and medium. Prices are based on the number of workstations and supervisors.



SAP Store



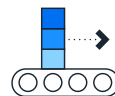
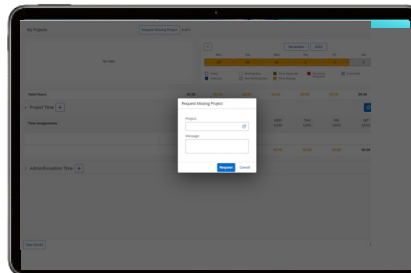
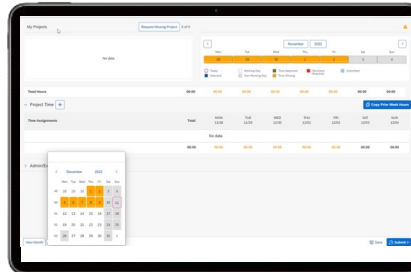
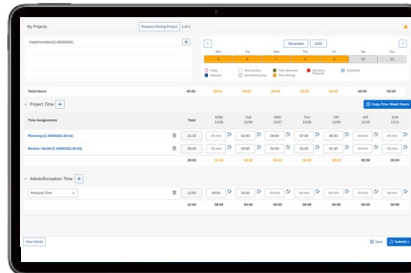
The Simple Timesheet

Empower time entry with an efficient, elegant, and integrated timesheet

This SAP BTP-based, mobile-ready app integrates with both SAP S/4HANA Public Cloud and Private Cloud editions. The UX is superior to the standard timesheet, providing grid-based time entry, one-click copying from the prior week, and a color-coded monthly calendar to indicate missing entries.

Adam James, ProServ-EC&O Practice Lead

“Most project-based businesses have legions of people recording their activities in a timesheet. Further, the timesheet is often the first step in a project-based business's revenue cycle. Our Simple Timesheet solution simplifies time entry, as the name implies, with an elegant and efficient UX, driving faster compliance and the entire revenue cycle that time entry enables.



MAIN INDUSTRIES:

- Professional Services
- Engineering & Construction
- Media (Agencies)

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition

Capture time quickly and accurately

Capture all your time and related narratives and notes quickly and accurately in our app's grid-based UX. Grid-based entry allows users, at a glance, an interactive overview of their activity, increasing overall accuracy.

Quickly recognize the status of your time

The color-coding in our app instantly indicates the status of time entries for the week or entire month with a single click. Studies show that color-coding drives users to action, decreasing the cycle-times for compliance.

Request missing projects

For companies that staff specific resource to projects, users can initiate a request to be assigned to a project. This empowers workers to assist resource managers and project managers in staffing their projects accurately and punctually.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Mid-market (\$200m-\$1b in revenue) project-based organizations such as consulting firms, technology services companies, audit/tax firms, and construction companies.



SAP Store

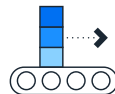
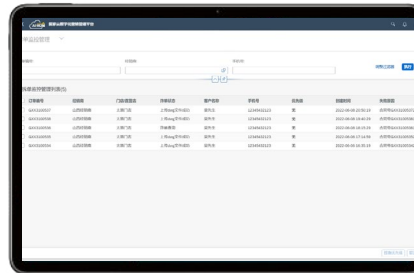
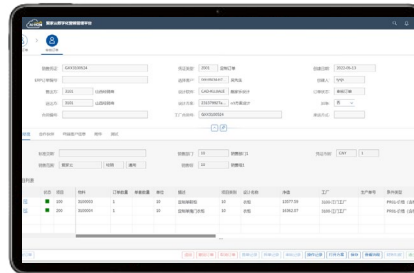
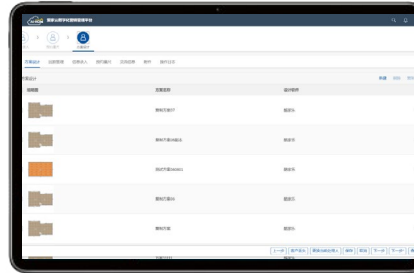
AIHOM Cloud for Custom Furniture

Fully integrated application improves the efficiency of order processing

The application was specially developed for the custom furnishing industry. It is built on SAP BTP and enables a seamless integration with 3D design software, order-splitting software, SAP S/4HANA Cloud PE, SAP Marketing Cloud, and third-party MES to improve the efficiency of order processing.

Xiaoyi Li, Product Manager, AIHOM Cloud

“The value propositions of AIHOM Cloud for Custom Furniture aim to provide the end-to-end front office business management solutions under B2B2C model for Home Furniture industry, and the functional modules include investment promotion at retail stores, omni-channel management, order management, and finance related processes. Based on industry best business practices, we can quickly integrate 3D design and backend order splitting software for the customer centric marketing lifecycle management.



MAIN INDUSTRIES:

- Mill products
- B2B2C&C2M Enterprises, Pan Home Furniture, Custom Furniture

AVAILABILITY:

- SAP S/4HANA cloud, public edition
- SAP S/4HANA cloud, private edition
- SAP S/4HANA, on premise edition

Manage customer housing information

Customer's house information can be managed in the Customer Housing Management module, such as the decoration situation, house area, apartment type, budget, preferences, and more. A complete housing profile helps the business improve the the quality of design plan of the customized furniture.

Automate order processing

The Order Management Module can automatically pull design files from the design software server, without requiring users to download and upload manually. It can also automatically retrieve the order-splitting results from the order-splitting software and output the BOM list.

Split orders automatically

The order dismantling service assistant is mainly used for information transmission between the application and the order-splitting software, as well as controlling and load balancing. The labor cost would be reduced substantially as the assistant splits the orders automatically.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

This solution is flexibly scoped for companies with 7M~270M Euro annual turnover, 100-800 retail stores, and in the digital transformation journey. It's also seamlessly integrated with SAP ERP through configuration.



SAP Store



Research budget management

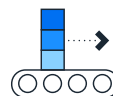
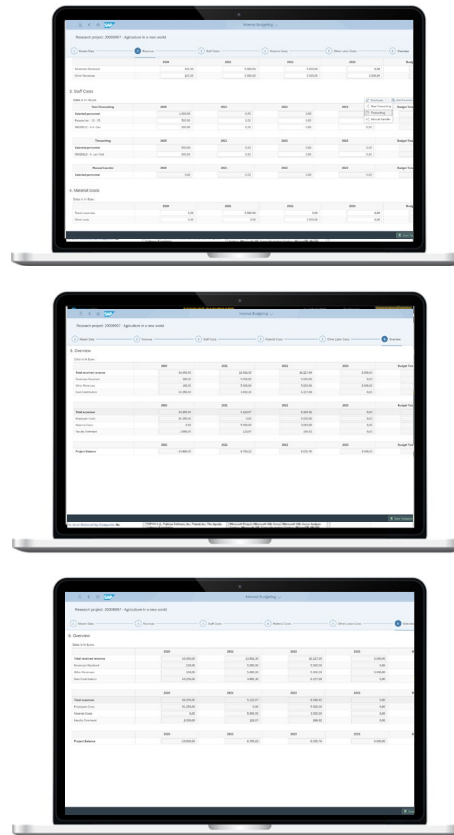
Simplify and optimize budget entry for your research projects

The Research budget management solution runs on SAP Portfolio and Project Management (PPM), will kick-start the digitalization of your research administration by allowing for an easy, yet detailed budget entry/simulation/calculation for your research projects.

Zjef Mallaerts – Partner Flexso Digital

“Research is becoming increasingly important to the higher education sector. It improves reputational standing and creates revenue, of course. But is also a very complex topic, however, with many different revenue streams, deadlines and stakeholders.

Flexso has been active in higher education and research for many years. We have deep knowledge of both SAP technology and research management processes, and our blended team of dedicated research project analysts and digital developers will give you a head start in getting results fast. We work fit to standard: this means we can fine-tune the solution to your specific needs.



MAIN INDUSTRIES:

- Higher Education & Research

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition (partial)

Set up the budget

The project administrator selects the relevant project and goes through the pre-determined steps for budget entry. A financial wizard within the application guides users for setting up a budget for a new project.

Simulate and calculate the budget

The solution gives you a clear-for-all-view on the essentials of research budgeting. The project administrator reaches the end of the guided procedure and finds all results handily calculated for him/her.

Get an overview of the overhead

The app brings uniformity across all departments. The project administrator will find the project overhead calculated and visible in the same overview.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

- Institutions for higher education (annual revenue 50 million – 5 billion EUR) to support the administrative workload, complex financial flows and management of other data.
- Research institutions (annual revenue 50 – 500 million EUR) to manage all the financial streams, deadlines and people involved in research projects.



SAP Store



Enhanced AR/AP Netting App

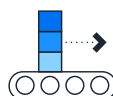
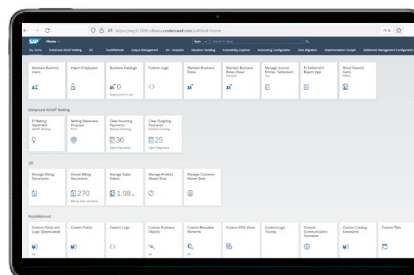
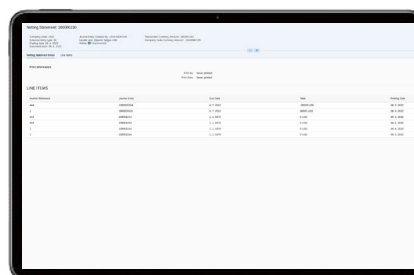
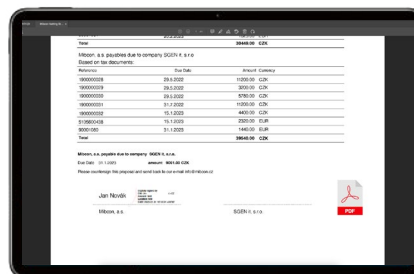
Optimize your netting process with automation

Simplify your netting process and save time while mitigating risks with our solution. Generate digitally signed netting statements within seconds and share them with business partners with easy access to detailed information and real-time data from SAP S/4HANA.

Jiří Vácha ,Head of Cloud, Mibcon

“Enhanced AR/AP Netting is a prime example of synergy with the "Keep the Core Clean" and "SAP Industry Cloud" strategies and concepts. We bring the desired functionality to our customers through a multi-tenant application that harnesses the technological and conceptual potential of SAP BTP. Customers can implement the application within hours, without compromising their enterprise standards. What's more, the application receives regular updates with new functionalities that provide business benefits to existing tenants.

We enjoy creating services in this way, helping companies respond flexibly to current needs without the need for invasive intervention in their backend systems.



MAIN INDUSTRIES:

- Retail
- Wholesales
- Distribution

AVAILABILITY:

- SAP S/4HANA cloud, private edition
- SAP S/4HANA cloud, public edition
- SAP ECC 6.0

Generate digitally signed netting statement PDFs within seconds

Streamline the netting process with our solution for SAP S/4HANA. Generate digitally signed netting statements within seconds, providing you and your business partners with a secure and trusted source of document origin. Reduce risk and increase efficiency in your netting routine.

Retrieve real-time data and review settlements easily

Gain enhanced visibility and control over your netting process with our app's real-time data retrieval and document review capabilities. Review all transactions in greater detail, allowing you to keep due dates, secure precision, and maintain better control over details.

Integrate with SAP Fiori Launchpad for streamlined access

Experience seamless integration with your existing SAP S/4HANA system through our app's SAP Fiori Launchpad integration. Easily access the app from your existing SAP Fiori Launchpad tiles, saving you time and improving usability.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Due to the nature of some industries, companies are dealing with a high volume of invoices, credit notes as well as complex BP setups. The Enhanced AR/AP Netting Application is designed for organizations that have a need to efficiently manage and offset financial obligations between various subsidiaries or business partners. Netting is a process that helps reduce the number of financial transactions and minimize the need for payments and money transfers between individual accounts. Netting is also utilized by companies that aim to minimize financial risks.

Typical use cases: Netting of Invoices and Credit notes, Netting of receivables and payables posted on customer and vendor representing one business partner, Netting of documents with the same transaction currency, Intercompany netting.



SAP Store



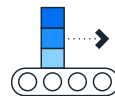
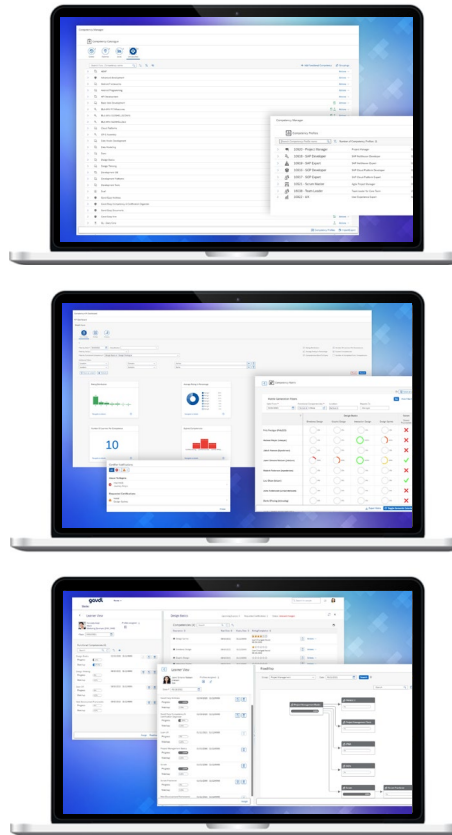
Easy Certify

Keep track of all your employees certificates and competencies with modern tools

Rating of employees' skills, competencies and certifications needs to be fast, agile and fully mobile-enabled to be reliable and relevant. Build learning paths with third-party certification and in-house knowledge transfer. Track the progress of SAP SuccessFactors Employee Central users to goals.

Daniel Aalykke, Product Lead for Easy Certify at PXMSOFT

“ We saw a huge amount of effort at our customers going into organizing and arranging competencies on a local level. The demand for our customers' needs for efficient operational- and real time-skillset tracking, to secure the right level of competencies throughout the organization is very important in many organizations today. People is a key in many growth scenarios, and growing people enables the organization to grow. Co-innovating with customers secures that product development focuses on business challenges and helps in balancing an application to be applicable on all levels of locale, as well as being usable in cross industries and fields of working. With a focus on real-world application we have create a solution that unifies competency frameworks in all departments, enabling a single-point-of-truth in today's global organizations, and make it simple for our customers to document their "license-to-operate" The solution also enables report capabilities on employee competencies and certificates to external vendors and vendees, enabling our customers to document and secure audit trails in compliance matters.



MAIN INDUSTRIES:

- Industrial Manufacturing
- Engineering, Construction, and Operations
- Cargo, Transportation, and Logistics

AVAILABILITY:

- SAP SuccessFactors

PXMSOFT

PXM SOFT
A Gavdi Group Company

Create competencies in your own format

Make groupings, classifications, and sub-competencies to the level you prefer with rating systems that make sense for your business. Create competency profiles and attach them to employees with dynamic filters to measure and track skill-gaps for their job role, department, division, and much more.

Give managers an easy overview

Let managers see both detailed views of their direct reports and get clear and comprehensible overviews of employees, while receiving warnings for upcoming expiry. Ensure compliance to both internal and external standards with exportable statistics presented for pre-determined requirements.

Track learning journeys

Let employees see what their next steps are to up-skill themselves. Get in-depth information in the progress of employees' learning journey and view their rating history within any competency in high levels of detail.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

The solution has found traction in global companies within manufacturing, services and production. The solution is built as a native extension to SAP SuccessFactors. With relevance in any business area, the solution allows our customers to have a single, simple system to maintain competencies for every country and every department. Our customers are able to setup and maintain solution configuration and are self-sufficient in running change management, rollouts and training.



SAP Store



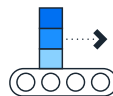
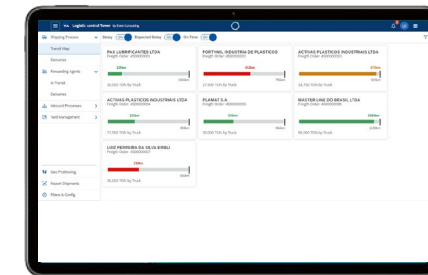
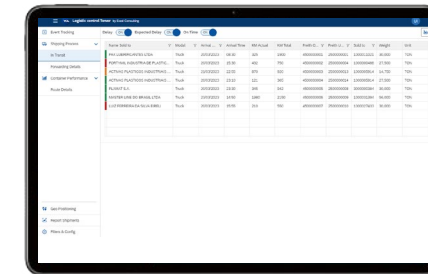
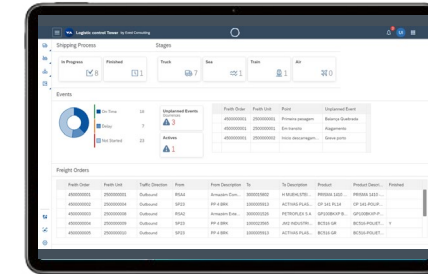
Control Tower for Logistics

Real-time tracking of your multi-modal worldwide logistics!

Real-time tracking of your multi-modal worldwide logistics! Imagine all your orders and freights monitored with maps, graphics, issue lists and many more: IoT, Machine Learning and Chatbot are also available! Enables companies to have a unified platform for monitoring end-to-end logistics!

Flavio A. Recchia, Innovation Manager for Industry Cloud

“Most of the benefits of control towers come from increased supply chain visibility. It enables better planning, decision-making, proactive event management, improvement of the performance of supply chain partners and more sophisticated supply chain analytics extending SAP Solutions with an enhanced interface and real time alerts to increase efficiency and reduce logistics costs and penalties.



MAIN INDUSTRIES:

- Industrial Manufacturing
- Transportation and logistics
- Automotive

AVAILABILITY:

- SAP S/4HANA cloud, public edition
- SAP S/4HANA cloud, private edition
- SAP ECC

EXED CONSULTING



End-to-end Supply Chain Visibility

Enhanced visibility of the end-to-end supply chain to all suppliers, subcontractors, transportation carriers, third-party logistics providers, and consumers.

Real-time Tracking and Alerts

Real-time data gathering and information sharing, alerts for all supply chain disruptions and exception management. The system can quickly identify issues and opportunities, sending automated alerts to all relevant stakeholders.

Trip Detailing

Complete view of the delivery process, including route details, vehicle positioning, and management of documents. Users can view trip details such as travel time, distance traveled, and delivery status, enabling them to make informed decisions and adjustments to improve delivery efficiency.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

As a flexible cloud-based solution, it has traction with small companies (20mil USD annual revenue), as well as organizations with +1bill USD can benefit from it.

Main pinpoints/ reasons:

Respond-to-Resolve Supply Chain Disruptions in Real Time: Control Tower for Logistics offers cloud-based solutions to big data management that can quickly identify issues and opportunities, sending automated alerts to all relevant stakeholders. End-to-end Supply Chain Visibility: Enhanced visibility of the end-to-end supply chain to all suppliers, subcontractors, transportation carriers, third-party logistics providers, and consumers.



SAP Store

iPharma

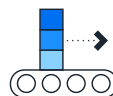
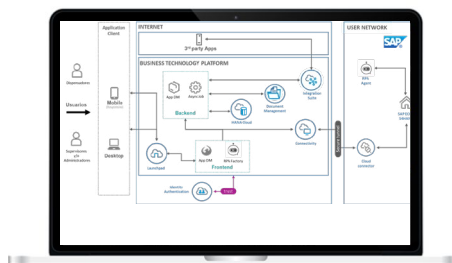
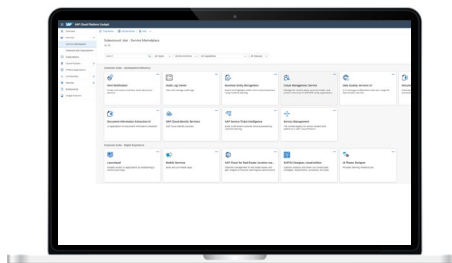
Accelerate medication dispensing and charging without delayed downtimes

Solution fully developed in SAP BTP, contributes to streamlining the medication dispensing process for the different EPS (Electronic Prescription Service) in the Colombian and LatAm markets, covering both electronic and manual formulas.

Oscar Perez, Corporate project manager and product owner iPharma at CSTI Corp

“ Our dispensing portal is aimed at solving and accelerating the dispensing operation, thus avoiding long queues, complaints, claims or few attentions during the day.

It is always important for companies to have mature and scalable solutions that allow them to speed up their business processes, because this increases the number of daily sales and customer satisfaction. Likewise, our portal seeks to always be service oriented, having different ways of dispensing, from on-site dispensing to home dispensing, integrating 100% processes with SAP S/4HANA and with other satellite systems that are necessary.



MAIN INDUSTRIES:

- Healthcare
- Insurance

AVAILABILITY:

- SAP S/4HANA cloud, public edition
- SAP S/4HANA cloud, private edition
- SAP ECC

Developed on SAP BTP

Our solution is developed entirely on SAP Business Technology Platform, SAP's cloud platform where you can extend, integrate and create business solutions that add value to the operation of companies.

Integrated to SAP ERP and other Systems

iPharma uses information from SAP ERP for its inventory and inventory control process, as well as the entire business process for sales order generation, delivery and collection. It also consumes certain services from other solutions to validate entitlements or copayments from the end customer.

Use of SAP Analytics Cloud Analytics

iPharma is a solution that uses dashboards that improve the visibility of consolidated information on services, number of transactions per period, delay time in the dispensing process, among others.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Companies using our solution vary from medium businesses selling just a few medicines in a single drugstore to pharmacy chain with more than 200 dispensing points.

Starting fee less than 2,000 USD per month help our customers to start without a high investment.



SAP Store

KTern.AI for RISE with SAP

Your Data-Driven Automation Platform for Intelligent Enterprise

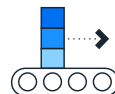
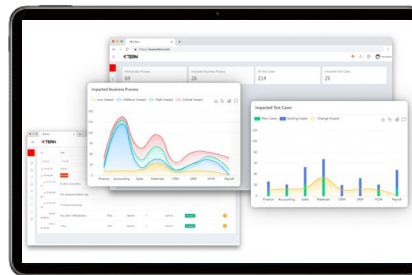
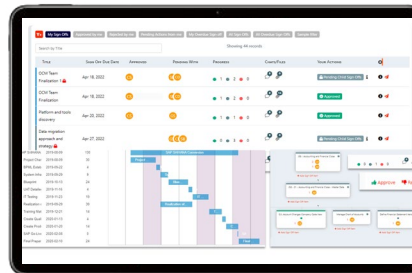
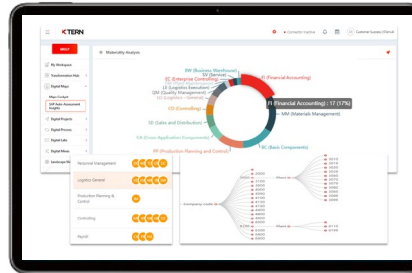
Ensure success in your SAP investments with 'Digital Transformation as a Service' (DXaaS) as automation delivery model. Achieve 7x times accelerated SAP transformations and 24% reduction in effort with no-code hyper automation, tribal knowledge and integrity-led digital workplace.

Maran Nagarajan, Founder & CEO, Kaar Technologies

“Being the founder of Kaar Technologies, a 2-decade old Professional Services firm with SAP focus, we have been an integral part of this industry, observing the global attrition risks, delivery gaps, resource crunch & upskilling needs over the years.

That's how we built KTern.AI - primarily to address the industry gaps with the power of SaaS connected to the potential of SAP. Thanks to digital automation, KTern.AI now unifies the remote wisdom of the services workforce, orchestrates delivery & change management.

Happy that KTern.AI is helping the Professional Services firms globally to achieve the desired business outcomes with confidence, transparency & integrity. Contributing & giving it back to the same industry - pleasure always!



MAIN INDUSTRIES:

- Professional Services

AVAILABILITY:

- SAP S/4HANA Cloud private edition,
- SAP S/4HANA Cloud public edition,
- SAP ECC,
- SAP SuccessFactors

Plan transformations with Digital Maps

Leverage data-driven analysis of process, custom code, landscape with insights to redefine business models. Help IT Directors, Practice Leads, Architects, IT Consultants with timeline, effort estimate & business case for SAP S/4HANA & SAP HXM transformations.

Orchestrate transformations with Digital Projects, Process, Labs

Execute projects with agile delivery automation & workflows for change management, driven by SAP Activate & Scope Items. Help PMO, Delivery & Business Users with timeline simulation, utilization reporting, quality assurance & collaborative engagement.

Optimize operations with Digital Mines

Scan SAP system, run release change impact mining with insights on process impact, test optimization, and streamline SAP DevOps. Help ERP Managers, LoB Heads, Release Managers to take informed decisions, mitigate go-live risks and reduce IT costs.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Professional Services firms (annual revenue \$30M - \$300M) in mid-market segment which:

- Intends to digitalize & accelerate the delivery process with intelligence
- Runs on SAP S/4HANA cloud / SAP SuccessFactors (or) plans to implement or move to SAP S/4HANA cloud
- Focuses on Digital Transformation



SAP Store



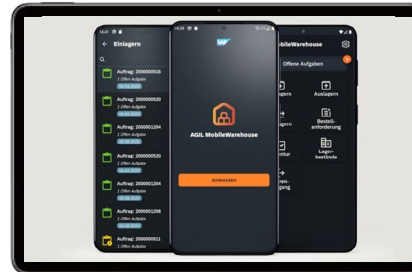
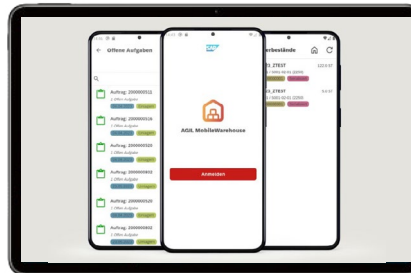
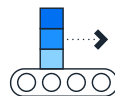
AGIL MobileWarehouse

Boosting warehouse and inventory management efficiency

State-of-the-art interfaces and intuitive handling with optimized end-to-end warehouse processes empower workers and boost efficiency. The integration with SAP ERP systems allows for a comprehensive view of all warehouse and inventory processes.

Thomas Neuhaus, Head of Digital Experience Services,
AGILITA AG

“ At AGILITA, we have realized our vision for efficient warehouse management with the Mobile Warehouse. As Head of Digital Experience Services, I am pleased to present our groundbreaking solution. AGIL MobileWarehouse enables companies to optimize their warehouse processes with ease. Our SaaS solution offers an intuitive user experience and helps warehouse and inventory managers make the right decisions at the right time. With seamless integration and connectivity with SAP S/4HANA, our Mobile Warehouse not only meets current requirements, but also grows with the changing needs of businesses. Our constant innovation and customer-centric approach are the reason why our solution is the preferred choice. With AGIL MobileWarehouse, companies make the choice for a comprehensive and integrated solution that addresses the challenges of today's business.”



MAIN INDUSTRIES:

- Industrial Manufacturing
- Cargo, Transportation, and Logistics
- Wholesale Distribution

AVAILABILITY:

- SAP S/4HANA Cloud private edition
- SAP S/4HANA Cloud public edition
- SAP S/4HANA On Premise

Optimize your storage

Storage and retrieval are easy to use and ensure consistent inventories thanks to the necessary validations. Step-by-step processes provide the best possible support.

Transfer your storage across warehouses

With this function, individual items or complete stocks can be transferred. Stocks to be transferred can be easily selected via storage types, storage bins, or the material.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Logistic employees of Enterprises (annual revenue 1-250 million EUR) using SAP ERP for warehouse management in an industrial manufacturing context to manage warehouse orders and all logistic tasks related to data exchange with the backend system.



SAP Store

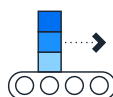
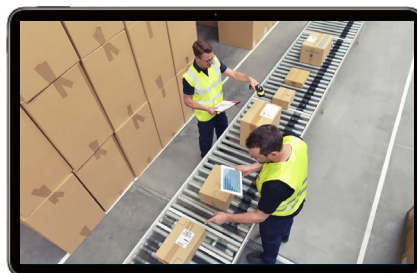
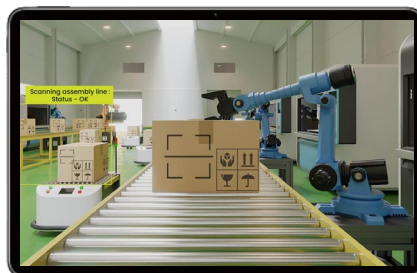
UST Sentry - Vision AI for Manufacturing

Vision Intelligence and Analytics for Manufacturing

By leveraging machine learning and artificial intelligence digital twin technologies to boost manufacturing performances by analyzing, monitoring, automating, predicting and uncovering hidden opportunities for the shop floor and retail space of the customers.

Chris Botha, Senior VP, Global SAP Practice, UST

“UST's SAP practice has helped over 65 multi-national and local customers on their transformation journey to create business value, reduce costs, optimize the SAP landscape, re-engineer business processes and drive productivity. UST's Sentry Vision AI is designed to perform predictive, contextual, analytical and reinforcement capabilities using vision and data based analytics to improve an organization's key operations. Our Artificial Intelligence based vision platform is powered by SAP's Business Technology Platform (BTP) and SAP Analytics Cloud (SAC) to empower intelligent digital enterprises and respond in real time to meet dynamic situations in the shopfloor, supply network, and customer service side.



MAIN INDUSTRIES:

- Industrial Manufacturing
- Retail
- Consumer Goods

AVAILABILITY:

- SAP S/4HANA Cloud private edition
- SAP S/4HANA Cloud public edition
- SAP ECC

Optimize Productivity and Accurately Report Inventory

Build contextual, analytical and reinforcement capabilities embedded into day-to-day factory shop floor operations there by reducing reliance on trained eyes to detect the defects, providing flexibility to the operations team to use a low-skilled workforce.

Improve In-Process Quality

Build predictable patterns that help reduce operational wastage and prevent production delays or equipment breakdowns by improving and monitoring overall equipment effectiveness and performance with vision-enabled continuous monitoring.

Track Materials Movement

Accentuate production quality and throughput with vision tracking for anomaly detections and material usage which will reduce picking errors and enable faster delivery processing.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Companies understanding that by adding new technologies like cameras, image recognition & AI to their systems they can improve their shopfloor productivity, eliminate operational missteps, monitor and improve productivity by tracking assembly line issues, machine Idling, line breakdowns, in-process quality inspections, operator absence, safety issues, from inventory tracking to delivery chain and value efficiency among many other applications for better transforming the day-to-day business processes in an organization. Due to its scalability, the solution is being used by both large and mid-sized companies.

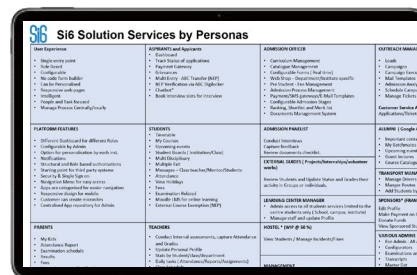
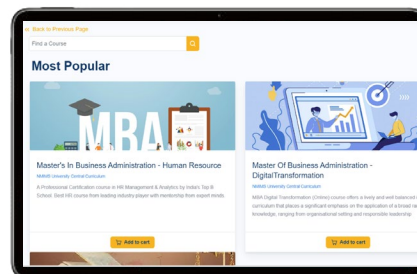
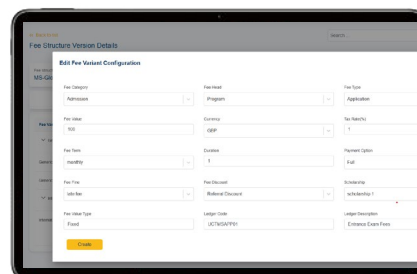


SAP Store



A SaaS application, built on SAP Business Technology Platform as foundation, designed to meet every facet of the education journey from student recruitment to alumni relations. Solution is pre-integrated with SAP S/4HANA Cloud private & public editions with clean core. It caters to various educational requirements of K-12, vocational training, universities, multi-campus trusts, awarding bodies, charter schools & higher education institutions.

“Many system integrators hesitate to bid on tenders for institutions covering education from K-12 to higher education or for Ministries of Education due to the absence of a single comprehensive platform provider. Si6 intends to collaborate with partners to resell and prime the Si6 Platform as an all-inclusive solution tailored for education clients with an aim to win new deals by capitalizing resellers' GTM strengths and experience in S/4 implementations. Si6 brings the domain experience and the Industry Add-on Solution that fits for all education verticals.”



- Higher Education and Research
- Regional, State and Local Government

- SAP S/4HANA cloud, public edition
- SAP S/4HANA cloud, private edition
- SAP ECC

Efficiently handle diverse student fee receivables and payables, encompassing academic & non-academic charges such as tuition, hostel, library and ad hoc payments within Si6 Sub ledger and choose to post consolidated revenues or individual revenues to the appropriate ledgers in SAP S/4HANA.

Customers can create/modify the online course catalogue without any coding and make updates to the program content in real time without depending on the external vendors to launch new innovative programs in short time.

Elevate the user experience through a consistent interface accessible across all browsers and devices. Structural authorizations along with role-based self-services customized for distinct personas, ensure robust data security.

Ideal for multi-campus educational enterprises, especially those with at least 5,000 students. This will ensure that the customers reduce their TCO and achieve a quicker ROI through the Si6 unified educational platform with a streamlined SAP clean core. It empowers institutions to quickly adopt best practices through standard configurations, as well as personalize campus-specific processes using our configurable engines.



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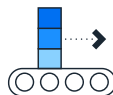
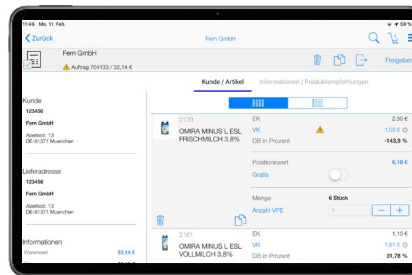
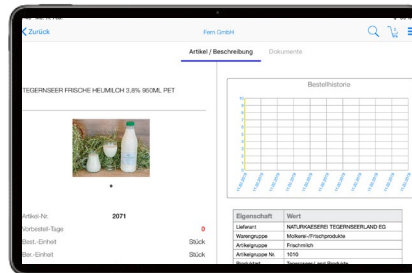
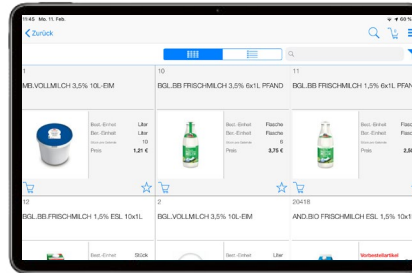
POLUMANA®

Streamline your field sales and service activities with the POLUMANA® mobile app

POLUMANA® is a mobile app enabling multi-system data integration for field sales and service employees. Its cloud-based backend (BTP) enables an integrated offline access to data from SAP S/4HANA and other systems such as SAP Sales Cloud, SAP Service Cloud, Microsoft Office 365 or 3rd party systems.

Roswitha Siewe, Senior Director at BLUE-ZONE GmbH:

“BLUE-ZONE GmbH is a software manufacturer, with over 20 years of experience in end-to-end business process automation. Its products, such as the POLUMANA® app for field service and mobile sales, are ready for the public cloud and the industry cloud. Leveraging SAP BTP's Integration Suite, POLUMANA® bundles information from different systems such as ERP, CRM, product catalog (PIM) or media database in a single application. All information is available offline - regardless of the end device. With features such as a mobile order entry, AI-infused itinerary planning and a digital planning board, the SaaS-solution simplifies interactions between manufacturers, distributors, and customers.”



MAIN INDUSTRIES:

- Wholesale Distribution
- Consumer Products
- Manufacturing

AVAILABILITY:

- SAP S/4HANA Cloud private edition,
- SAP S/4HANA Cloud public edition,
- SAP ECC,
- SAP Customer Experience (Sales/Service Cloud)

BLUE-ZONE GMBH

BLUEZONE

PRODUCT CATALOG

Multimedia enhances product presentation with images, data attributes, and marketing materials sourced from ERP, PIM, and Sharepoint. It includes product groups and can be filtered by customer site. Cross- and up-selling can improve the customer's experience.

SUPPORT FACE-TO-FACE MEETINGS

This platform offers a range of features such as offline-capable multimedia presentations with videos, photos, and brochures, as well as interactive flip catalogs with order functions sourced from PDFs. It also provides step-by-step instructions for sales meetings and customized content.

OFFLINE ORDER ENTRY

This platform allows for offline access to conditions and stock information from S/4 HANA and enables synchronization with S/4 and Sales Cloud via CPI. It also facilitates customer-specific pricing and allows for mobile item selection through tile view, quick entry via article number/barcode scan.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

(Upper) mid-sized companies for which field sales and/or field service play a crucial role in building and maintaining customer relationships. They choose POLUMANA® to provide an uncompromising mobile experience to their workforce while achieving significant savings of time and resources. Especially in heterogenous landscapes, POLUMANA® allows to enrich data from SAP S/4 HANA with content from 3rd party systems accessing them seamlessly via single sign-on.



SAP Store



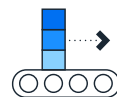
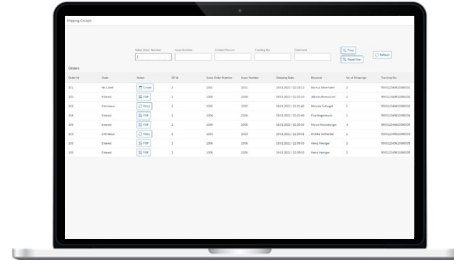
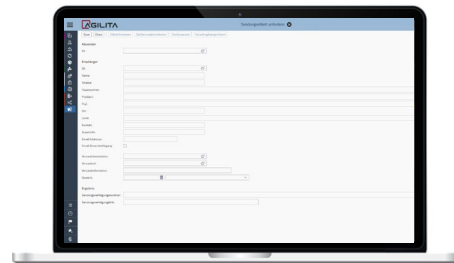
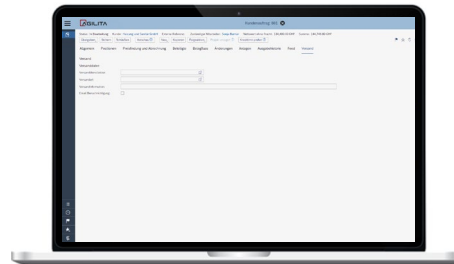
AGIL ShippingIntegration for SAP S/4HANA

Close the gap in your digital shipping process

The solution enables you to seamlessly integrate your shipping service providers into your process. As soon as you create a delivery note in your SAP ERP system a shipping label is automatically generated and printed. In addition, the customer receives an email notification with the tracking number.

Thomas Neuhaus, Head of Digital Experience Services, AGILITA AG

“ At AGILITA, we have realized our vision for efficient warehouse management with the Mobile Warehouse. As Head of Digital Experience Services, At AGILITA, our focus is always on developing innovative solutions that enable companies to transform the way they do business. AGIL ShippingIntegration, is a game changer in shipping management. The application aims to transform the way companies manage their shipping operations. We understand the huge importance of efficiency in shipping, which is why we developed AGIL ShippingIntegration. This solution enables seamless integration of your shipping providers into your digital processes. AGIL ShippingIntegration supports your multichannel strategy by offering flexible integration options for multiple shipping service providers and branches. This enables rapid implementation without additional hardware, long deployment times or complex interface monitoring.”



MAIN INDUSTRIES:

- Industrial Manufacturing
- Cargo, Transportation, and Logistics
- Wholesale Distribution

AVAILABILITY:

- SAP S/4HANA Cloud private edition
- SAP S/4HANA Cloud public edition
- SAP S/4HANA On Premise

Define shipping type in the customer order

When creating the sales order, choose your shipping service provider and the type of shipping. When the delivery note is issued, the shipping label is created and printed automatically.

Create shipping labels any time

Shipping labels can be generated directly in your SAP system for all your shipping providers at any time. Tedious login in at the many different portals of your shipping service providers is a thing of the past.

Manage your shipments

In the Shipping Cockpit, you have an overview of your shipping labels at all times. Existing labels can be reprinted and new labels can be created at any time.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Logistic employees of Enterprises (annual revenue 1-250 million EUR) using SAP ERP for shipping management in a manufacturing context choose Shipping Integration to seamlessly integrate their shipping service providers into their processes, allowing them to prioritize customer experience.



SAP Store



Production Execution App

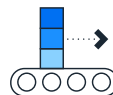
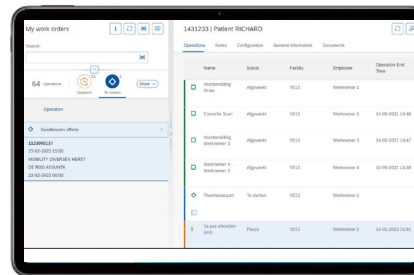
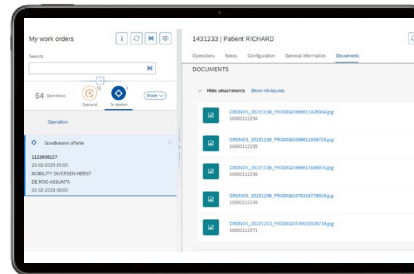
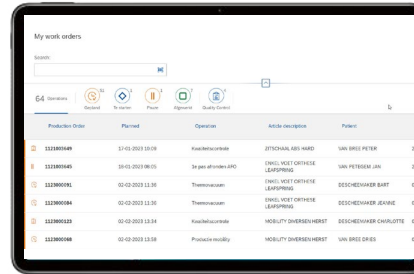
Execute production tasks in an intuitive, paperless way

Provides an intuitive user interface for operators to execute production tasks, such as confirming time, parts, scrap, and more in a fully paperless way, integrated with the SAP S/4HANA Production Planning module.

David Pierre, Managing Partner Flexso Digital and Flexso Products organization

“During multiple projects and co-innovations with our customers, Flexso has developed these production shopfloor planning & execution apps to support digitization of manual shopfloor labour and processes based on a lightweight plug-in architecture on top of the SAP ERP core, either SAP ECC, S/4 both on-premise and cloud.

With our S/4 Production Planning and Production Execution app, production managers will get more insight into delivery process, while shopfloor operators will have user-friendly digital access to SAP production order data and related information directly from the shopfloor, resulting in more transparency, better communication and increased efficiency of deliver.”



MAIN INDUSTRIES:

- Industrial Manufacturing
- Engineering, construction and operations
- Healthcare

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA cloud private edition
- SAP S/4HANA On Premise
- SAP ECC

Explore all production tasks

Make use of the wizard-like SAP Fiori experience to easily find the production task you are looking for and avoid error-prone, paper-based administration. It includes easy graphical indicators of order statuses and work to be done.

Add the necessary documentation to a production task

You are able to add easy-to-access links to Sharepoint, technical drawings or other documentation that might be useful (integration with the SAP Production Lifecycle Management module)

Record production tasks in real time

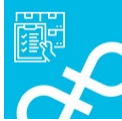
By recording production tasks in real time, your data becomes more accurate, leading to better data quality and improved reporting and financial controlling of the production process and costing.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Mid-sized companies with a small or mid-sized shop floor and manual labor on the shopfloor that requires data from SAP and needs registration of data in SAP. Customers looking to move from mainly paper based operations to a more digital, yet pragmatic plug-in solution directly based on SAP ECC or S/4HANA, both cloud and on-premise. SAP's PP/DS (automated planning, planning algorithms, heuristics, ...) and Digital Manufacturing Cloud solution (full blown cloud MES solution with its own database, data replication requirements, PLC integration, ...) often turns out to be too big for them. Typically, their annual revenues are 30 million Euros and up to 1 billion.



SAP Store



Production Planning Board

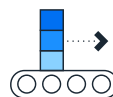
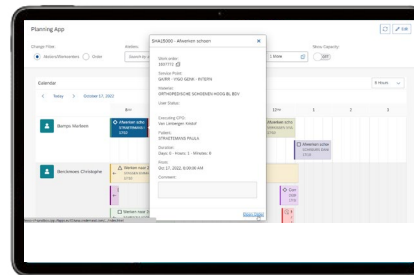
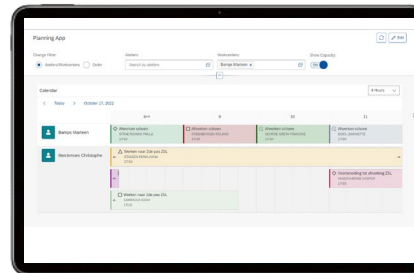
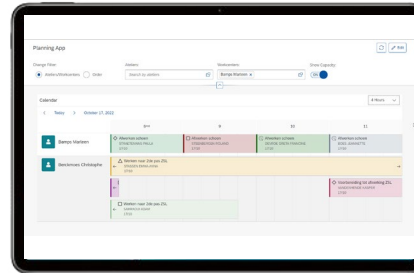
Visualize your production planning through real-time SAP S/4HANA integration

This solution provides a visual planning board fully integrated with SAP S/4HANA Production Planning module. It supports the easy drag-and-drop of resources on production orders and operations and takes into account required skills for the planned operations.

David Pierre, Managing Partner Flexso Digital and Flexso Products organization

“During multiple projects and co-innovations with our customers, Flexso has developed these production shopfloor planning & execution apps to support digitization of manual shopfloor labour and processes based on a lightweight plug-in architecture on top of the SAP ERP core, either SAP ECC, S/4 both on-premise and cloud.

With our S/4 Production Planning and Production Execution app, production managers will get more insight into delivery process, while shopfloor operators will have user-friendly digital access to SAP production order data and related information directly from the shopfloor, resulting in more transparency, better communication and increased efficiency of deliver.”



MAIN INDUSTRIES:

- Industrial Manufacturing
- Engineering, construction and operations
- Healthcare

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA cloud private edition
- SAP S/4HANA On Premise
- SAP ECC

Find all production resources in one planning board

All production resources can be seen on the planning board. Planners can visually map and drag-and-drop resources together to optimize work center planning and have orders and operations executed on the shopfloor.

Align production operations easily

The app allows you to click on a certain operation and drag it to a different timestamp or to a different resource. Upon saving, the operation is dispatched on that resource and timestamp.

Access production order information and navigate to other relevant applications

Production order details, such as work center, material, customer, and more are available right there in the application, but if there is a need for even more information, there is also a possibility to navigate to other applications.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Mid-sized companies with a small or mid-sized shop floor and manual labor on the shopfloor that requires data from SAP and needs registration of data in SAP. Customers looking to move from mainly paper based operations to a more digital, yet pragmatic plug-in solution directly based on SAP ECC or S/4HANA, both cloud and on-premise. SAP's PP/DS (automated planning, planning algorithms, heuristics, ...) and Digital Manufacturing Cloud solution (full blown cloud MES solution with its own database, data replication requirements, PLC integration, ...) often turns out to be too big for them. Typically, their annual revenues are 30 million Euros and up to 1 billion.



SAP Store



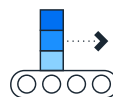
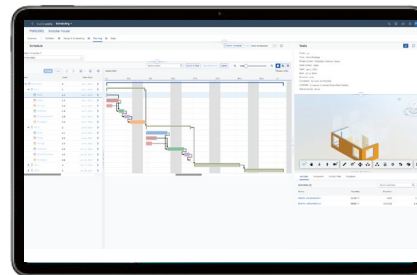
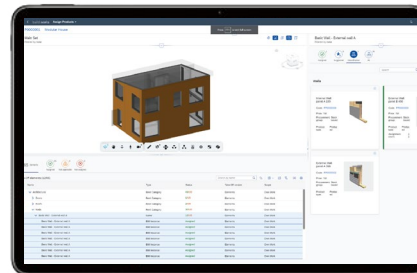
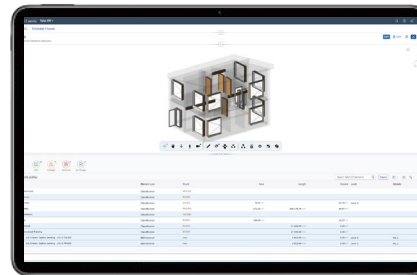
build.works

Building Information Modelling for Supply Chain Planning and Execution

Cloud software for offsite prefabrication and onsite construction of buildings to bridge the gap between design and supply chain execution. Put BIM at the heart of your business processes to drive sales, execute manufacturing and run procurement. Enable Engineer-to-Order (ETO) manufacturing scenario with central project definition and change management. The solution is integrated to SAP S/4HANA and SAP Business Technology Platform.

Peeter Pärna, Founder and CEO, Intelsys

“How to bridge the gap between design/engineering and supply chain execution? We have been integrating BIM (Building Information Modelling) with business processes running on SAP ERP since 2015. As a result, we developed build.works SaaS solution that enables Engineer-to-Order business scenario for your customers. Let your customers put BIM at the heart of business processes to drive sales, execute manufacturing and run procurement. build.works complements SAP offering to help you win new customers. We are looking forward to extend our collaboration with SAP partners to deliver outstanding business value to customers quickly.”



MAIN INDUSTRIES:

- Engineering, Construction, and Operations
- Building Materials
- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud private edition
- SAP S/4HANA cloud public edition
- SAP S/4HANA on Premise
- SAP ECC

INTELSYS OU

intelsys

Prepare quantity take-off

BIM-based quantity take-off and metadata (parameter values of BIM elements) is used in project specifications and supply chain planning/execution. Connecting business processes with BIM enables smooth transition from design and engineering to project execution.

Assign products and complete specification

Assign products to BIM elements and specify additional requirements by products and building systems. All specifications are automatically available for procurement team to meet all project requirements. This avoids costly mistakes due to shared project specifications between all stakeholders.

Plan capacity and schedule project

Plan time period when project can be undertaken by analyzing available capacity. Highly automated scheduling of offsite prefabrication tasks and onsite installation/construction tasks using BIM models improves workforce planning and provides requirement dates for purchasing and manufacturing.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

build.works is used by small to medium sized companies with annual revenue starting from 20m EUR. Our customers are looking for an efficient and scalable process from design to project planning and execution, value chain innovation by delivering more profitable and complex products and BIM integration with ERP.



SAP Store



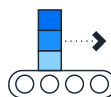
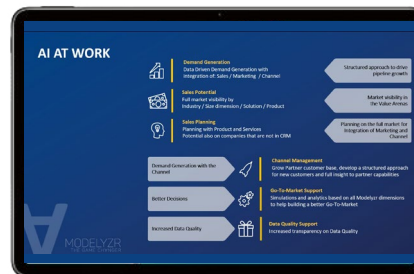
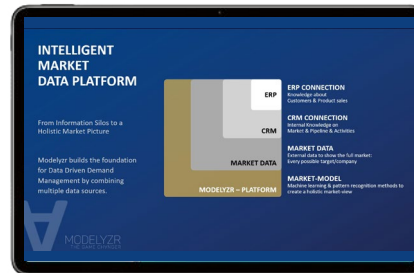
MODELYZR Market Intelligence Platform

Data driven business innovation
for marketing, sales and business
development

MODELYZR enables companies in B2B environments to deploy individualized market- segment and customer-analytics. The tool is deployed in SAP Business Technology Platform and integrates directly to SAP S/4HANA and C/4HANA and other business integration scenarios.

Nils Niehörster / Modelyzr Founder and CEO.

“Modelyzr offers a new class of AI (Generative Market Model) as an SAP Industry Cloud solution, is 100% SAP BTP based and fully integrated with SAP S/4/Hana. For example, SAP Channel Partners can use Modelyzr to help customers dramatically improve their go-to-market with an ROI of 2000% or more, can help analyse and simulate B2B markets. The benefits for sales partners include: a unique SAP BTP AI solution and significant additional revenues - both cloud subscriptions and services. Modelyzr complements SAP Industry Cloud, CRM, ERP and market automation solutions. First Modelyzr partners successfully resell Modelyzr services to their partners/customers.”



MAIN INDUSTRIES:

- Professional Services
- High Tech
- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud private edition
- SAP S/4HANA cloud public edition
- SAP S/4HANA on Premise
- SAP C/4HANA

MODELYZR GMBH

MODELYZR
THE GAME CHANGER

See the full market picture - beyond CRM

Maximum transparency: Only the combination of internal and external data on one platform results in a holistic market picture, which was unattainable with previous technological means (holism).

Get relevant results in real-time

The platform is based on SAP HANA in-memory database technologies and enables complex data analysis at the push of a button. Complex machine learning results in real-time available.

Benefit from artificial intelligence

State-of-the-art machine learning methods will support your strategic decision-making. This allows success patterns to be identified and reproduced (machine beats human intuition in identifying best practices).

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Typical Modelyzr customers are B2B companies with a turnover of USD 300 million per year. Modelyzr customers today include global system integrators (SI), cloud, IT and software companies that successfully deploy the solution in more than 100 countries and with 3,000 users. As Modelyzr is a 100% SAP BTP/Hana Cloud solution, customers should be open to SAP innovations such as BTP, Hana and Cloud.



SAP Store

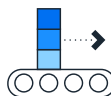
BrightPrice Deal

Optimize customer pricing & generate winning quotes in no time

Customer configuration, quotation management and simulation tooling with direct access in SAP to SD agreements and contracts. Can be configured according to the sales process and governance structure. BrightPrice Deal integrates with SAP ECC and SAP S/4HANA as well as leading CRM solutions.

Walter Wijnands, CEO at SPOSEA

“Pricing is the #1 profit improvement lever. Despite that, more than 80% of SAP customers rely on simple, one-dimensional pricing strategies. They do not use pricing to improve profits, and risk falling behind. BrightPrice unlocks the power of pricing by deploying data-driven, winning pricing strategies whilst creating transparency. BrightPrice For Mid-Market is rapidly implemented within 8-10 weeks, allowing customers to quickly achieve fast bottom line improvement.”



MAIN INDUSTRIES:

- Chemicals
- Building Materials
- Industrial Manufacturing

AVAILABILITY:

- SAP S/4 HANA cloud private edition (incl. CCM Settlement Management)
- SAP S/4 HANA cloud public edition (incl. CCM Settlement Management) planned for Q2/2024
- SAP ECC
- SAP Sales Cloud, C4C, Commerce Cloud



Real-time price guidance

With our unique Configure Price Quote (CPQ) solution residing on SAP BTP, customers can work in real-time with SAP SD agreements and conditions and are provided with accurate data to generate winning quotations and contracts.

CPQ and Deal Management Analytics

Analytics needed for an effective creation and management of quotations and customer pricelists are built into BrightPrice Deal. This includes Deal Score (weighting of all materials and their margins included in the quotation workbook), Quotation Impact Simulation and Scenario Comparison.

Increase margins with every deal

Our solution includes functionalities for generating quotes faster; accelerating the sales cycle; improving CPQ efficiency using a familiar interface; and boosting over all margins by analyzing and fine tuning sales effectiveness.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

B2B companies with a revenue greater than 100 million EUR, with many products and/or customers that often face pricing complexities. These companies benefit from transparency, automation, and governance with BrightPrice. Customers even utilize the benefits from implementing BrightPrice to finance their SAP ERP implementation business case.



[SAP Store](#)



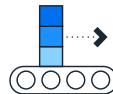
Team Schedule

Smart Shift Planning for all dynamic environments

Team Schedule is a cloud application supporting businesses to efficiently plan work-shift schedules. Created specifically for SAP SuccessFactors and build on SAP Business Technology Platform, our solution provides familiar look & feel, real time insights, data consistency and privacy.

Hristo Sabev, CEO Team Schedule.

“ Our product is designed to seamlessly complement SAP SuccessFactors with efficient work-shift planning functionalities garmented in the same SAP Fiori look & feel as SAP SuccessFactors itself. Employee's personnel data never leaves SuccessFactors taking advantage of its core data protection framework. Our light-weight SaaS plug-in architecture allows for real-time integration and zero implementation cost. We strive for continuous deployment of innovations by regular feature releases and close collaboration with our customers.”

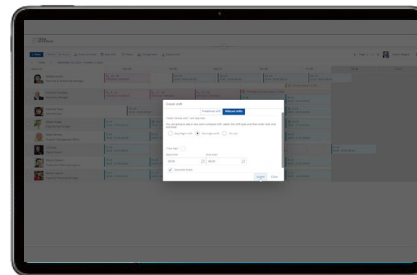
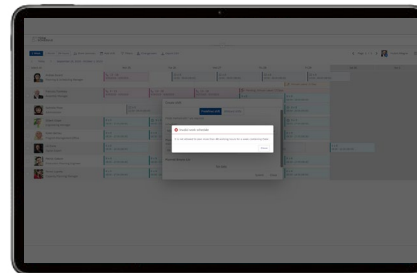
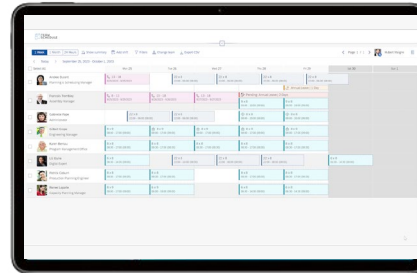


MAIN INDUSTRIES:

- Professional Services
- High Tech
- Industrial Manufacturing

AVAILABILITY:

- SAP SuccessFactors Employee Central
- SAP SuccessFactors Time Tracking



Faster Scheduling

The Team Schedule app makes scheduling straightforward by offering team-view with flexible shift assignment, skill-search, cross-midnight-shifts support and bulk operations.

Improve Compliance

Team Schedule offers pre-defined set of validations meant to support errorless and compliant time scheduling. Its flexible framework allows simple and quick adjustment and leads to reduction of data entry errors and Payroll inaccuracy.

Boost employee engagement

Shift Tagging, Shift Notes, Swap Shift and Shift Buyout are all features contributing to effective and transparent communication with employees and leading to improved employee engagement.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Customers having SAP SuccessFactors Employee Central or Time Tracking seeking to extend with time scheduling solution.

Team Schedule adapts easily to specific companies' needs. We have customers running with 30 users as well as customers running 10 000+ users.



SAP Store



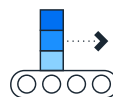
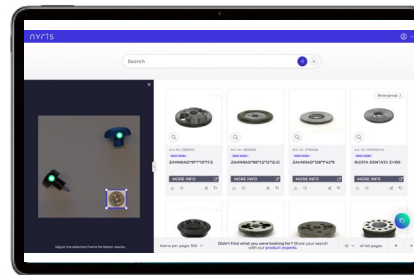
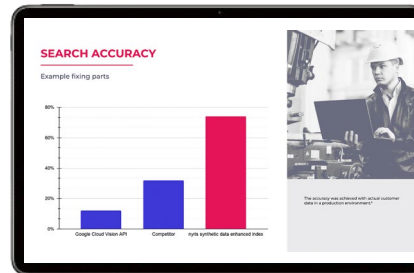
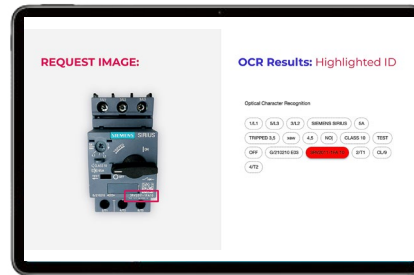
nyris neural search for SAP Commerce Cloud

Enterprise search made simple.
If you can see it, we can find it.

Set a new benchmark for B2B search experience today. We enable your customers and employees to identify and find any spare part instantly using images, keywords, or barcodes. Our solution is available as an API for seamless integration into SAP products or as a No-Code Search Suite. A partner that is a member of SAP's curated startup ecosystem.

Dr Anna Lukasson-Herzig, CEO nyris

“Text-based search is a source of costly friction—especially for companies that manage products, parts or other items that are essential to customer, supplier or employee success. nyris is a visual search platform that gives people a more natural way to find what they are looking for. With nyris, companies realize financial value while improving how people find, discover and get things done. Up and running in minutes, only nyris technology delivers industry-leading performance on the measures that matter most: accuracy, scale, privacy & security. nyris also accelerates time-to-value with ease of integration as well as support and competitive pricing.”



MAIN INDUSTRIES:

- Industrial Manufacturing
- Retail
- Wholesale Distribution

AVAILABILITY:

- SAP Commerce Cloud
- SAP Asset Central

NYRIS GMBH

nyris

Recognize any ID or text automatically with advanced OCR

If the search image includes a type plate, manufacturer model number, or any text, we automatically extract all visible characters from the image and match it with your product data. We can extend your product data using the text on the image or find specific IDs using our ID-match-module.

Profit from our market-leading search accuracy

We developed our recognition engine with millions of spare part images and constantly update our visual AI using the newest research. We outperform large and small competitors in customer RfPs regarding search accuracy, speed, and onboarding time.

Identify multiple objects

You can significantly improve the visual search accuracy by using our object detection module. We can automatically detect multiple objects in your image and let you search for the right one. We also remove background noise that might affect the search results.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Some of our mid market customers are:

Landefeld.de - Wholesale distributor of pneumatic parts, 200 M€ annual turnover - visual search integrated into the search bar on the main page ([read ref story](#))

Raumschmiede.de - e-commerce company, 107 M€ annual turnover - Visual Recommendation integrated into the web shops, suggesting optically similar products to web shop visitors ([read ref story](#))

FlowBox– a User Generated Content Platform, Scaleup with 6,4 M€ in annual revenue ([read ref story](#))



SAP Store

GenLots Supply Planning

GenLots - AI-Powered Efficiency with Every Order

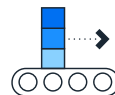
GenLots replaces materials & components orders traditionally generated by Material Requirement Planning (MRP) and generate immediate savings. Expect large and immediate business impact, zero change management and fully integrated with SAP ERP and drop-in replacement for current MRP process.

Simon Schenker, Founder & Co-CEO at GenLots

“ GenLots is a Swiss company started at ETHZ optimizing Operational Purchasing – purchasing patterns of every external material used in industrial production – with proprietary AI. GenLots adds intelligence to ANY purchasing set-up (classic MRP, DD MRP). It requires zero change management as optimization occurs in the background.

We have observed up to 40% decrease in inbound transport for external materials, and up to 20% decrease of corresponding inbound inventory, with our clients AB InBev and Merck, for the same total quantity of materials processed.

GenLots is Industry Cloud partner, and integration work is low effort, done through standard ERP connectors.”

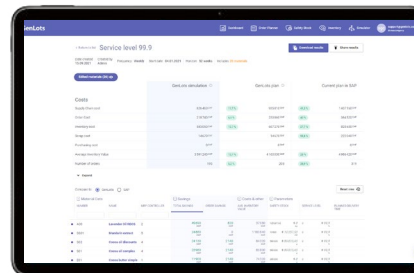
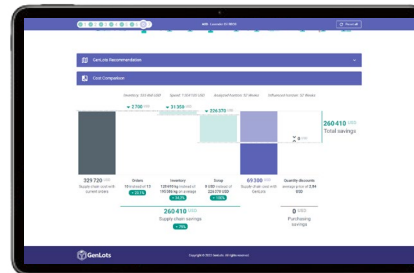
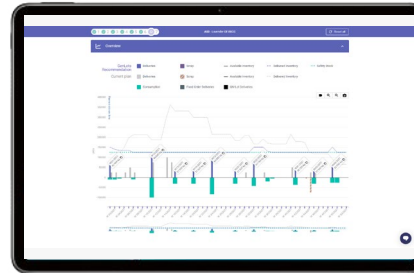


MAIN INDUSTRIES:

- Life Sciences
- Consumer products
- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA cloud private edition
- SAP S/4HANA on premise
- SAP ECC



Plan your orders optimally

Plan when to order how much materials, with all the information you need and timing and size of the orders optimized by our proprietary machine learning algorithm.

Visualize total cost and savings

See immediately which savings this order plan generates compared to the current plan. Savings can occur on inventory, number of deliveries, scrap or quantity discounts.

Simulate new parameters

With our simulator you can choose out of more than 20 planning parameters such as safety stocks, minimum order quantities, delivery times and simulate changes to them across materials. Based on your target service levels, get recommendations for safety stocks.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

GenLots adapts perfectly to midmarket industrial companies which need to remain competitive and kill costs rapidly.

Our USP is the combination of the following:

- High and rapid impact on the bottom line
- Zero change management & easiness to integrate (approximately 10 days of effort for the client)
- Not overlapping with any of the large End-to-End solutions



SAP Store



Cloud CAD Integration

Links data from modern cloud-based CAD systems with SAP

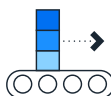
CIDEON CLOUD CAD Integration (CCI) connects mechanical engineering data and structures of modern Cloud CAD systems, like Onshape®, with SAP ERP or S/4 HANA. CCI is developed on SAP BTP and provides full integration into either on-premise or cloud-based SAP systems.

Jan Coppel, Sales Leader SAP PLM

“With the integration between a Cloud CAD System and SAP, structures and elements are seamlessly transferred to SAP objects. The intuitive interface, which is familiar to engineers, provides an optimal working environment. CAD users can work in their familiar environment and can, for example, provide neutral formats directly in SAP via the integrated menu.

Powered by the SAP Business Technology Platform it offers the flexibility to adapt to various cloud systems.

Speed up your processes, develop standardized products at a competitive level, shorten innovation cycles and achieve higher product quality. Even with cloud systems!”

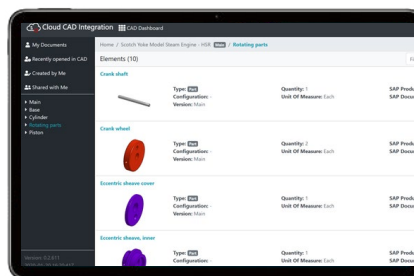
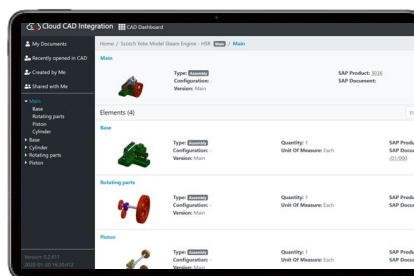
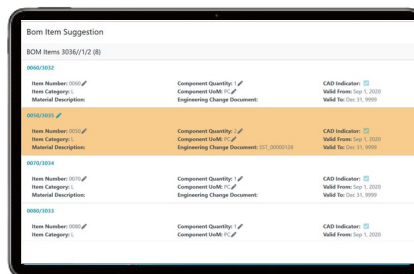


MAIN INDUSTRIES:

- Engineering, Construction, and Operations
- Consumer Products
- Industrial Manufacturing

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA cloud private edition
- SAP S/4HANA On Premise



Synchronize product data between CAD and SAP to create the BOM

Create and update Bill of Material in SAP S/4HANA (on-premise or cloud) based on Cloud CAD structure data and parts lists. This avoids manual work and prevents errors by mistake.

Browse Cloud CAD data enriched with S/4 product data

We developed our recognition engine with millions of spare part images and constantly update our visual AI using the newest research. We outperform large and small competitors in customer RfPs regarding search accuracy, speed, and onboarding time.

Create Product Master data

Automated mass Material Master creation in SAP S/4HANA (cloud or on premise) based on attributes from the Cloud CAD. This avoids manual work and prevents from errors by mistake.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

The Cloud CAD Integration is focuses on the mid-market. Our customers range from smaller companies up to international companies with global presence.

All of these have the same following goals:

- Faster information with less effort as there is no system break between engineering and logistics/production
- -Easy landscape: skip the line of intermediate systems that require additional interfaces
- -High data quality due to consistent integration of Cloud CAD Systems along the value chain
- -Single Source of Truth to ensure up to date information for everyone



SAP Store



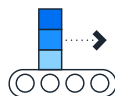
Partner Portal

Enhance your customer success through our communication and documentation platform

This flexible and user-friendly portal, built on SAP BTP and connected with the SAP Service Cloud, allows you to interact flexibly and efficiently with your distributors and customers. Manage your tickets and equipment, display contract information and manage your documents in a smart way. Avoid time-consuming mail and other interactions and improve your process efficiency.

David Jacobs, Partner at TheValueChain

“We wish to establish a partner network for several reasons. The Partner Portal fills in an existing gap in the current CX solutions. It originated from a co-innovation track with a global customer in Industrial manufacturing and life science. Reselling the Partner Portal empowers partners to offer their customers a seamless and efficient interaction platform, providing an out-of-the-box SaaS solution built on SAP BTP. Partners stand to benefit from reseller fees, avoiding costly and time-consuming investments, resulting in a quick time-to-value. A reselling approach can serve as the foundation for broader collaboration initiatives.”

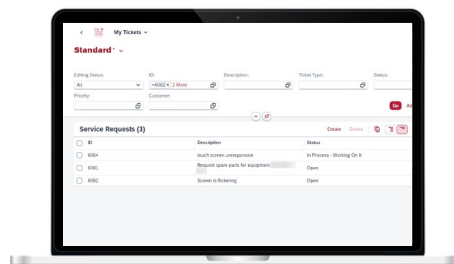
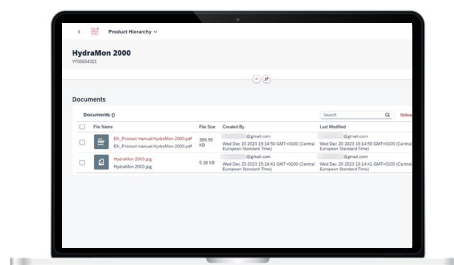
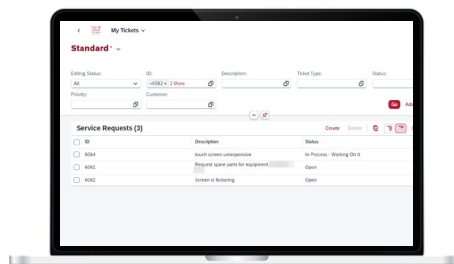


MAIN INDUSTRIES:

- Industrial Manufacturing
- Wholesale Distribution
- Life Sciences

AVAILABILITY:

- SAP Service Cloud



Interact via ticket management

In this app, you will find an overview of all your tickets. You can easily follow-up, interact, download/upload documents on a specific ticket. The integration with SAP Service Cloud guarantees complete synchronization of all data, including documents, for a smooth experience.

Link and store your documents in a smart way

Through the Document Management app, you can effortlessly upload various documents directly into the product hierarchy coming from SAP Service Cloud. This includes user manuals, images, certificates, and more. These documents can be linked to the specific product categories, or individual products.

Access your equipment's and contract data

A comprehensive overview detailing the serialized product overview, including specifications and features, as well as overview the contract coverage data.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Mid-sized companies with a small or mid-sized shop floor and manual labor on the shopfloor that requires data from SAP and needs registration of data in SAP

Our target market includes businesses, regardless of size, utilizing SAP Service Cloud. They handle support tickets, manage serialized products, and encounter challenges with equipment data accuracy and transparency for distributors and end-customers. We cater to companies seeking to enhance repetitive and labor-intensive support tasks and maintain current master data and equipment documents.



SAP Store



BlueBoot Apps for Plant Maintenance

Plant Maintenance, Simplified for the Intelligent Enterprise

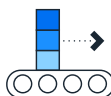
Instantly mobilize your implementation of the plant maintenance module of SAP ERP, just leveraging the latest SAP trends: Fiori and SAP Business Technology Platform. This advanced app suite can be plugged into your company's existing application environment, achieving maximum flexibility and putting the business process first.

Martin Nodar, Business Developer Engineer, BlueBoot

“Leading the Business Technology Platform industry today, BlueBoot release a worldwide Suite of Applications with advance Intelligent Features for companies that manage warehouses, big or small stocks and find operational costs optimization key for their business model.

This Suite of Application born based on an extremely customer focus process where several cases mature the solution.

Working together we can expand Globally and find win,win,win projects that leads us to a better situation and performance. BlueBoot is an end-to-end Business Technology Platform expert with over thousands of implementations and success cases. We are a very agile and BTP specialized company.”

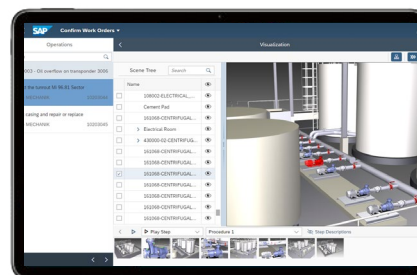
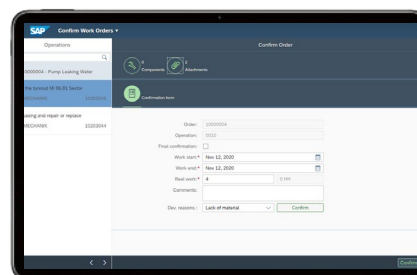
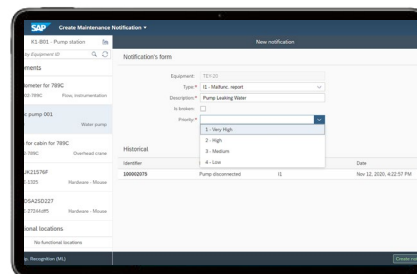


MAIN INDUSTRIES:

- Cargo, Transportation and Logistics
- Retail
- Mill Products

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA cloud private edition
- SAP ECC



Create Maintenance Notification

Advanced (Fuzzy) Search, QR Code Scanning and Equipment Recognition with using SAP BTP Machine Learning. Fault Catalog Navigation, Configurable Fields and Evidence Attachment with the Device Camera. Offline mode available!

Create Work Order

Advanced Order Creation with attachments, operations & components based on predefined task lists or manual creation. Operations, Materials, BOM navigation, Stock Requisitions and Order Assignments.

3D Visualization

SAP Visual Enterprise Technology to Visualize the Plant. Define Visual Step-by-Step Instructions, Map Assets to Diagram Elements. Create Notifications by Selecting Pieces of Equipment.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

From Big to Small or Mid-sized Companies that handles any kind of Stock these suites of applications are a perfect match focus on increasing the warehouse and plant efficiency. Even on hard environmental connection areas works precisely with the offline mode.

The outcome of Benefits vs Cost makes an easy landing and light solution with all the robust background of SAP BTP.



SAP Store



Invenzis 4Dealer - Automotive Dealer Solution

The solution to manage an automotive dealer with SAP S/4HANA

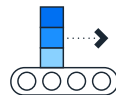
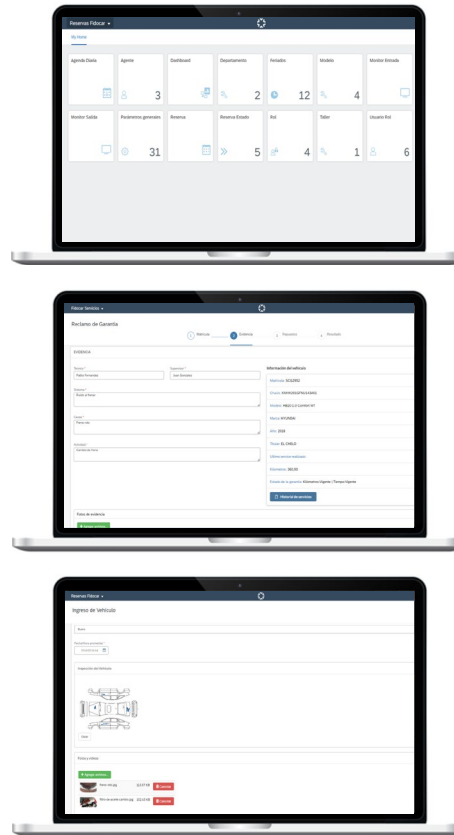
Vertical solution built by Invenzis on SAP S/4HANA that covers all aspects related to the sale and after-sales of an automotive dealer from vehicle and parts sales to post-sales agenda and service delivery

Gustavo Rossel Odriozola - Director - Invenzis

“Invenzis has been helping Automotive and heavy equipment dealers for more than 30 years and developed 4Dealer, a Vertical solution built by Invenzis on top of SAP S/4HANA and SAP VMS (Vehicle Management System that covers all aspects related to the sale and after-sales of an automotive dealer from vehicle and parts sales to after-sales agenda and service delivery.

The solution integrates the finances, purchases, and operations of an automotive dealer into a single tool, from the purchase and sale of vehicles to workshop management and can be used from any device.

B2B sub-distributors or customer can use e-commerce webs for stock availability and place orders that directly impact on SAP S/4HANA with all the controls and within an unique and deeply integrated solution.”



MAIN INDUSTRIES:

- Automotive
- Heavy Equipment

AVAILABILITY:

- SAP S/4HANA Cloud Private Edition
- SAP S/4HANA On Premise
- SAP Vehicle Management System

Post sales agenda management

Allows the management of the workshop agenda. The client can register on the website, see schedule availability, receiving confirmation and reminders by SMS or Whatsapp.

Warranty management with photo for failure registration and claim

Allows the warranties management both by own and by authorized vehicle repair shops and distributors where they enter the sales and services they perform

Service and after-sales management

Allows the comprehensive management of a vehicle repair shops from scheduling, confirmation via SMS or Whatsapp, to reception, billing, collection, etc.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Midmarket Automotive or Heavy Equipment Dealers with SAP S/4HANA that want to improve it sales and aftersales with a unique fully integrated solution.



SAP Store

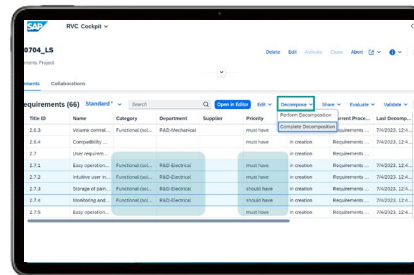
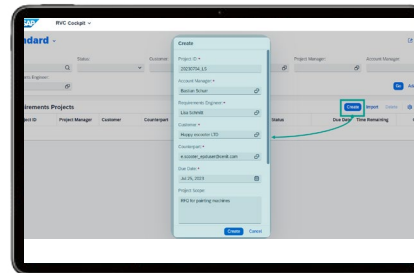
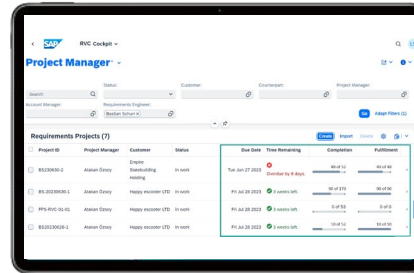
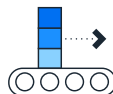
Requirements Valuation Cockpit

Shorten your time to quote

The solution supports companies in orchestrating the interdisciplinary evaluation of complex customer requirements. This allows you to submit a qualified offer in a timely manner while maintaining an overview of the degree of fulfillment and completion.

Frank Schlotter, Vice President Business Development SAP Solutions

“With the Requirements Valuation Cockpit (RVC), we have developed a public cloud app that helps companies to accelerate the request-for-proposal and request-for-quote process. RVC is based on the requirements management functionality of SAP PLM (Public Cloud) and provides a central interface for stakeholders to evaluate customer requirements, costs and feasibility. Based on the cloud platform, RVC significantly improves communication and the exchange of requirements between customer and manufacturer and their supply chain. By using RVC, companies ensure that bidding processes are handled efficiently and effectively.”



Enter all projects using a central entry point

The cockpit is the central entry point and helps users to keep an eye on the deadline by showing the degree of completion and fulfillment of each customer request. It uses filter and search functionality to be individually adapted to the needs of the users.

Create new projects and focus on the essential facts

The solution provides a wizard for the setup of a new customer request, allowing users to enter the essential facts of the project such as customer, counterpart, and due date. It stores the new project automatically as a requirement model in a customer-specific folder in the underlying capability.

Decompose requirements based on customer-specific rules

The Decomposer helps to automatically classify properties such as department, priority, and category based on customer-specific rules. The rules are managed in a database and can be adapted to the customer's needs.

MAIN INDUSTRIES:

- Industrial Manufacturing
- Automotive
- Aerospace and Defense

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA cloud private edition
- SAP ECC
- SAP Product Lifecycle Management (public cloud)

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Companies of all sizes that manufacture machines or components with a very high degree of order-specific components on behalf of their customers. If these companies also want to save time and effort in the preparation of customer-specific quotations and increase the productivity of their quotation teams, they are the ideal customer for RVC.



SAP Store



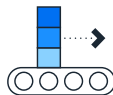
Delfoi Planner for SAP S/4HANA

Production planning and scheduling solution for optimizing production

A user-friendly and visual scheduling solution seamlessly integrated with SAP S/4HANA. Planners can schedule production orders and execute a full optimization of the plan. The solution dramatically improves planning transparency and delivery reliability, shortens production lead times, and minimizes work in progress.

Raimo Puro, CEO & Founder, Delfoi Oy

“Delfoi started its business 30 years ago by simulating factories to improve their productivity and delivery capability. Working together with the customers we learned that most of the planning were made in user-dependent spreadsheet applications without integration. Also, the capability to change and reschedule the plans in demand and product-mix changes were poor. There was a real gap between the plan and the reality. We decided to fill in the gap and develop a standard web-based application with easy-to-use graphical interface and with intelligent algorithms to help the planners optimize their plans fast and easy. Now, together with standard integration with SAP S/4HANA Public Cloud our customers can easily integrate Delfoi's best-in-class scheduling solution to SAP.”



MAIN INDUSTRIES:

- Industrial Manufacturing
- Aerospace and Defense
- High Tech

AVAILABILITY:

- SAP S/4HANA cloud public edition



Finite scheduling and optimization

Planner includes backward and forward scheduling, drag-and-drop GANTT and rescheduling options. Planners can choose optimization with weighted objectives for capacity, lead-times, delivery accuracy, and set-up times. Highlights are supported for late orders, material, labor, and tool deficits.

HR-resource planning

Manage and plan your human resource capacity. HR-planning includes skill management, shift and vacation planning, and hour reporting. Human resources can be allocated to resources, tasks, and projects based on skills and availability.

KPI reporting

Real-time KPI reporting is available to analyze and follow production lead times, working-process, delivery accuracy, planned vs. actuals, production quantities (output), and resource utilization. Users can modify and save their own reports.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Delfoi's typical customers are mid-sized 20-500 million Euros companies that are looking for integrated planning and scheduling solutions to optimize their production on a daily or weekly basis. Delfoi is a good fit for discrete manufacturing and process-to-packaging industries. It supports MTS, MTO, and ETO production strategies.



SAP Store



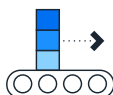
Mobile Field Data Capture

Connect Your Job Site to the Field with Mobile Field Data Capture

This solution is a purpose-built, intuitive mobile application that facilitates quick, accurate project reporting regardless of connectivity status and is fully integrated into SAP S/4HANA Cloud and SAP Business ByDesign providing a seamless experience across both environments.

Peter Villeneuve, Senior Director of Innovation at Syntax Systems Limited

“It can be challenging for engineering and construction companies to get timely, accurate project reporting from the field. Information delays, missing records, and translation errors limit project visibility and hinder collaboration between project managers and site foremen. We built Mobile Field Data Capture (FDC) to overcome these challenges. FDC is an easy-to-use and purpose-built mobile application that's designed to enable quick, accurate project reporting. FDC is implemented quickly and integrates seamlessly with SAP S/4 HANA Cloud and SAP ByDesign, accelerating time to value. And because it's scalable, FDC can support companies—and projects—as they grow.

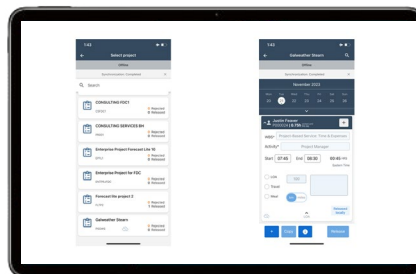
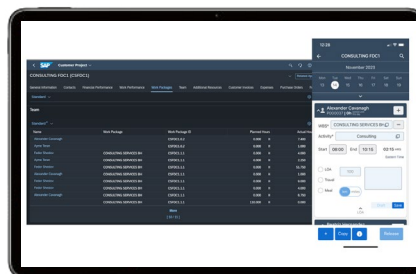
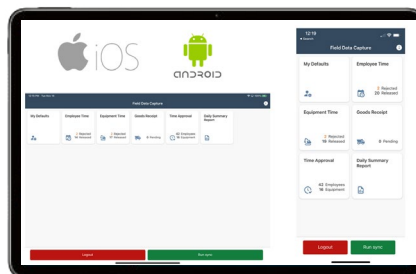


MAIN INDUSTRIES:

- Engineering, Construction, and Operations
- Professional Services
- Oil, Gas, and Energy

AVAILABILITY:

- SAP S/4HANA cloud public edition



Provide a native mobile user interface

The solution provides a fully native mobile solution on iOS and Android for project-based field resources. Through a mobile phone or tablet, users can efficiently and effectively report project data in real time.

Integrate with SAP S/4HANA Cloud or SAP Business ByDesign

The solution seamlessly integrates with the SAP ERP backend to provide a consistent view of project data within your ERP system of record. Users in the field and on SAP ERP can collaborate in real-time to expedite reporting and approval processes.

Enable offline usage

The solution retains functionality in challenging site conditions with limited or no internet connectivity. Regardless of connectivity status, users can continue to record project data and interact with the application. Backend synchronization will occur once connectivity is re-established.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Mid-sized or large companies who manage construction, field service, or professional service projects and would like to deploy an affordable, user friendly, mobile native, SAP integrated application to support real time project reporting for labour time, equipment usage and material consumption. FDC is part of a suite of SAP integrated Syntax productivity solutions that can work in concert to optimize your industry business needs.



SAP Store



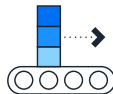
Project Forecasting Lite

Ensure your job-site project is on-time and on-budget without hurting your wallet

This solution is a pragmatic project forecasting utility fully integrated with SAP S/4HANA Cloud that provides you with the ability to forecast project-level costs to reduce project risk and unforeseen cost impacts. You can evaluate predicted financial progress against actuals and ensure up-to-date forward-looking visibility to enable you to keep projects on track for an on-time, on-budget finish.

Peter Villeneuve, Senior Director of Innovation at Syntax Systems Limited

“Small and mid-sized project-based organizations can often struggle with managing fluctuating project cost projections, which can put project success at risk. Project forecasting tools are not available in their S/4 platform and external options can be costly, cumbersome, or hard to integrate. Syntax built Project Forecasting Lite to deliver a right-sized solution for small and mid-sized companies that want to better monitor and manage smaller, less complex projects. Project Forecasting Lite is a simplified, fully integrated, practical solution that delivers best-practice project forecasting, enabling companies to ensure their projects stay on time and on budget.”

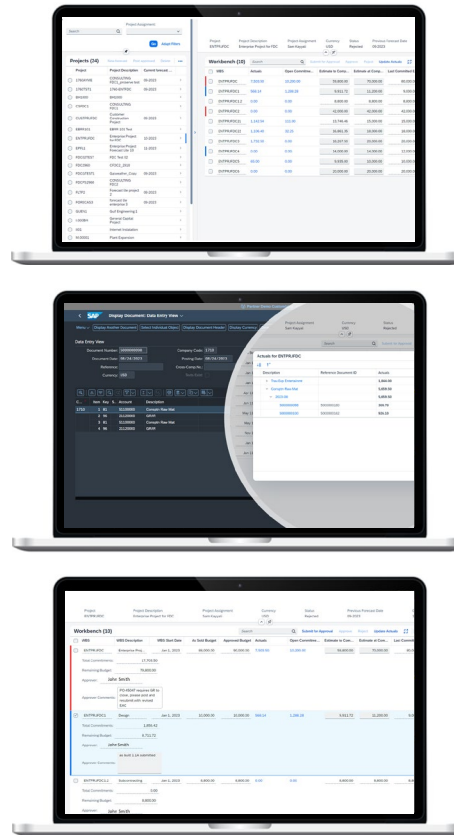


MAIN INDUSTRIES:

- Engineering, Construction, and Operations
- Professional Services
- Oil, Gas, and Energy

AVAILABILITY:

- SAP S/4HANA cloud public edition



Gain advanced project insight

With a full view of all project details from original as sold budget to total outstanding commitments, project stakeholders are fully enabled with all the details required to navigate the project to completion.

Compare actual costs to forecast

Project costs for each cost category and period are presented in a simplified report to enable highly efficient variance analysis. This dynamic report shows each cost element allowing users to drill into the associated SAP S/4HANA source document through punch out capability.

Engage in collaborative forecasting

Project stakeholders can provide comments and rejection notes tied directly to the forecast detail to ensure seamless communication with fellow planners and timely resolution to forecast changes.

TYPICAL FIRMS ALREADY USING THIS SOLUTION

Small to mid-sized companies who operate in smaller, less complex project environments and would like to deploy an affordable and practical project forecasting solution that is fully integrated with SAP S/4HANA Cloud. Project Forecasting Lite is part of a suite of SAP integrated Syntax productivity solutions that can work in concert to optimize your industry business needs.



SAP Store



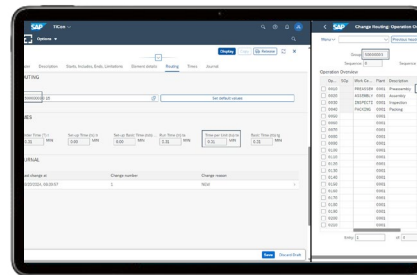
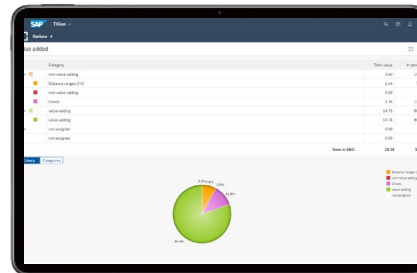
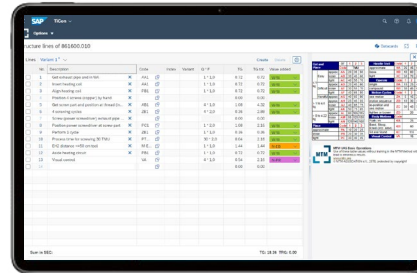
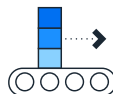
TiCon for SAP BTP - Solution for MTM

Professional solutions for work measurement and labor standard time

In the area of work planning, the time required for individual work steps of a manufacturing process plays a central role. The MTM methodology provides reproducible and valid time values already in the planning phase. With our solution for SAP BTP you can analyze and calculate the manufacturing process in a certified SaaS solution for SAP Industry Cloud on the SAP Business Technology Platform.

**Herwig Weidle - VP Digital Solutions & Authorized Officer
at Deutsche MTM-Gesellschaft mbH**

“MTM software solutions for recording, managing and processing MTM-based data directly in SAP, significantly reduce the effort and thus the costs of data maintenance in the SAP Routing. “Users appreciate working in a single system, without an additional database, without data redundancy – and above all they appreciate the transparency of the data” says Herwig Weidle. With TiCon for SAP BTP, users can now also carry out MTM analyses in a certified SaaS solution on the SAP Business Technology Platform – “an important step towards making the application of the MTM methodology in SAP even more convenient,” emphasizes Herwig Weidle.



MAIN INDUSTRIES:

- Industrial Manufacturing
- Automotive
- Aerospace and Defense

AVAILABILITY:

- SAP S/4HANA cloud public edition
- SAP S/4HANA on premise

Analyze with MTM-UAS (Methods-time-measurement universal analysis system)

Analyze and calculate your processes during planing phase with the help of the MTM-UAS® system. Build up your own data structures, create company specific standard calculations and data cards.

Categorize processes by added value and display graphical evaluations

Within an analysis, the structure lines can be categorized according to value added. The value added page shows a graphical evaluation of the individual percentages. This evaluation refers to the assignments either in the element itself or in its lower-level structures.

Integrate MTM standard times in the SAP Production Planning and Control module

Our solution enables you to transfer standard times from the analysis created to an operation in a routing in an on-premise or cloud SAP S/4HANA system.

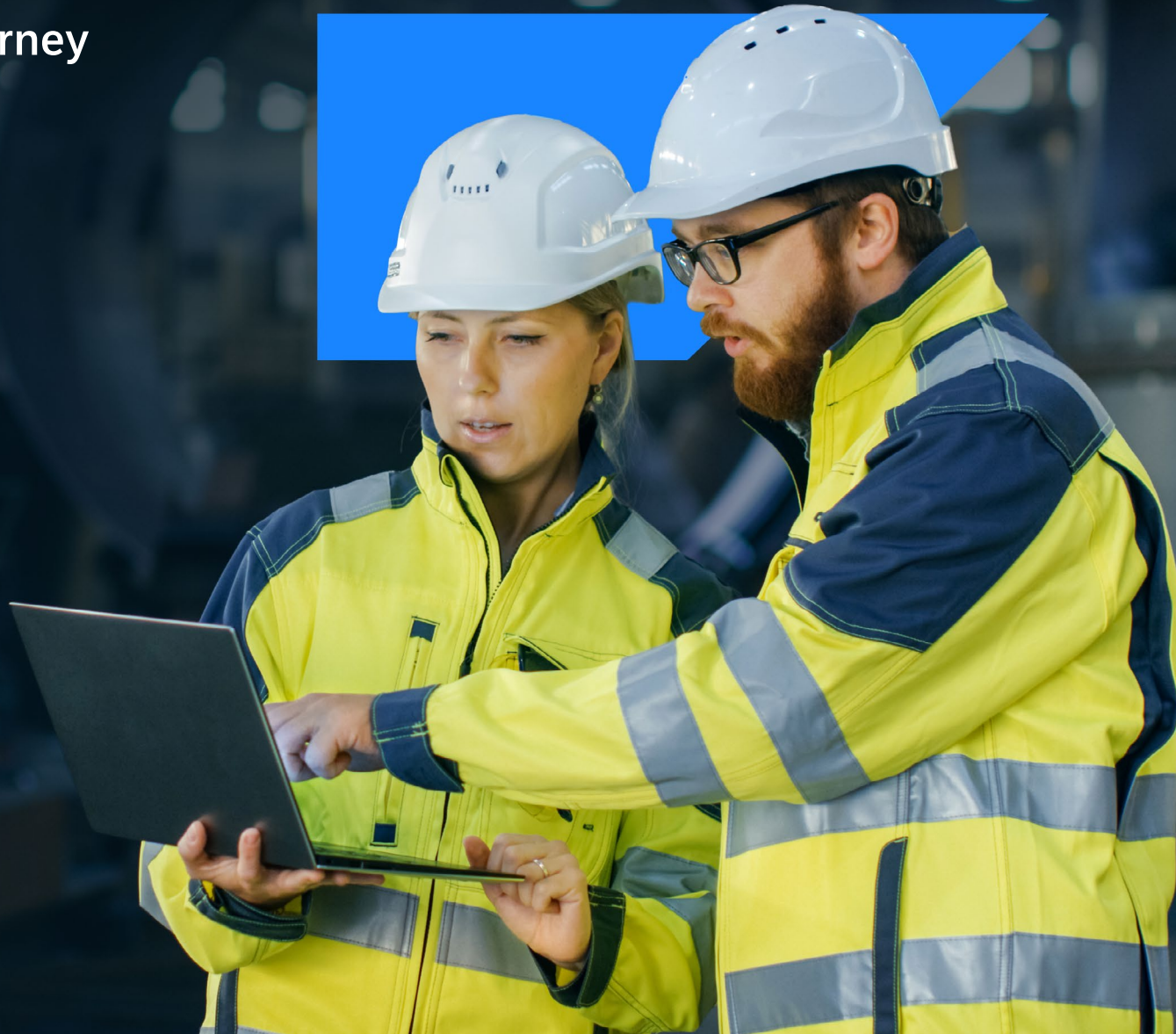
TYPICAL FIRMS ALREADY USING THIS SOLUTION

Companies of all sizes and industries that use manual manufacturing process and already implement the widely accepted MTM process language by their industrial engineering departments, that are looking for an affordable solution to manage their MTM process data.



SAP's Industry Cloud

Join the journey
to the cloud



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