



SAP  
Innovation  
Awards 2018



# SAP Innovation Awards 2018

SUSE Customer Cases eBook



# SAP Innovation Awards

- The SAP Innovation Awards celebrates the achievements of top companies and people across the globe that are using SAP platform technologies to transform their business, drive innovation, and win in the digital economy.

Explore this e-book to learn how today's technology leaders are innovating using the power of SAP HANA, SAP Leonardo, SAP Cloud Platform, SAP Analytics, and SAP S/4HANA.

- To find out more about the SAP Innovation Awards visit <http://www.sap.com/innovationawards>



# About SUSE

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# SAP Innovation Awards 2018: Winners

## Best Run Award

Ballance Agri-Nutrients

## Digital Transformation

AB SKF  
Bilbao City Council  
Gustave Roussy  
HarrisLogic Inc.  
Maple Leaf Foods Inc.  
Moderna Therapeutics  
Swiss Federal Railways  
Vestas Wind Systems A/S

## Honorable Mention

Bundeswehr

## Industry Disruptor

Shell Aviation

## Next-Gen Innovator

Nextview  
Queensland Treasury  
Rainforest Connection

## Process Innovation

ExxonMobil  
NTT DOCOMO, INC.  
PricewaterhouseCoopers  
Ruralco Holdings Limited  
SAR Group  
The City of San Diego

## Regional Choice

### Greater China

China General Nuclear Power Corporation

### MEE

EOH International

### Asia-Pacific

JFE Steel Corporation

### Europe North

Kaiserwetter Energy Asset Management

### North America

L3 Technologies, Inc.

### Europe South

Waterwatch Cooperative U.A.

### South America

San Miguel Global

[View All the 2018 Winners Here](#)



# SAP Innovation Awards 2018: Finalists

## Finalist

Alpiq AG  
Andreu World  
Bastide Groupe  
Capgemini  
CBmed  
Cencosud S.A.  
CHOVI SLU  
CITIC Dicastal Co.Ltd.  
Ctac  
Delaware International  
Deloitte Consulting  
E.ON Business Services GmbH  
Edelweiss General Insurance

enersis suisse ag  
Entegris, Inc.  
GDT  
HCL  
Huawei  
Intecio GmbH  
IPgallery  
JACQ GmbH  
Keytree Ltd.  
Komatsu America Corp  
Lenovo  
LEO Pharma A/S  
Marathon Oil  
Mercy

Mexican Leatherware Co., Ltd.  
NetW Consulting  
Northern Gas Networks  
Pfizer Inc.  
Piller Blowers & Compressors  
Providence St. Joseph Health  
Reply AG  
Schindler Group  
SMA Railway  
Sonnentracht GmbH  
Vectus Industries  
Wipro Limited

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# SAP Innovation Awards 2018: Industries

## Consumer Products

Choví S.L.U.  
San Miguel Global  
SAR Group  
Sonnentracht GmbH

## Healthcare

Bastide Groupe  
Gustave Roussy

## High Tech

Entegris, Inc.  
HarrisLogic, LLC  
Huawei Technologies  
Lenovo

## Industrial Machinery and Components

Piller Blowers & Compressors

## Life Sciences

CBmed GmbH  
Pfizer Inc.

## Mill Products

Vectus Industries

## Professional Services

Capgemini  
Ctac  
Deloitte Consulting  
Wipro Limited

## Retail

Mexican Leatherware Co., Ltd.

## Utilities

Alpiq AG  
China General Nuclear Power Corporation  
enersis suisse ag



# SAP Innovation Awards 2018: Regions

## Asia Pacific and Japan (APJ)

SAR Group  
Vectus Industries Limited  
Wipro Technologies

## Middle and Eastern Europe (MEE)

Alpiq AG  
CBmed GmbH  
enersis suisse ag  
Piller Blowers & Compressors  
GmbH  
Sonnentracht GmbH

## Europe North (EMEA North)

Bastide Groupe  
Ctac  
Gustave Roussy

## Latin America and the Caribbean (LAC)

San Miguel Global

## Europe South (EMEA South)

Choví S.L.U.

## North America (NA)

Pfizer Inc.

## Greater China (GC)

China General Nuclear Power  
Corporation  
Huawei Technologies  
Lenovo  
Mexican Leatherware Co. Ltd.



# SAP Innovation Awards 2018: Solutions

Company	Analytics	SAP S/4HANA®	SAP® Cloud Platform	SAP Leonardo	Database and Data Management
Alpiq AG	■				■
Bastide Groupe			■		■
Capgemini	■	■	■	■	
CBmed GmbH					■
China General Nuclear Power Corporation					■
Chovi S.L.U.		■			
Ctac		■			■
Deloitte Consulting					■
Enersis suisse ag					■
Entergris Inc.	■	■			■
Gustave Roussy					■
HarrisLogic	■				■
Huawei Technologies	■				■
Lenovo		■			
Mexican Leatherware Co. Ltd.					■
Pfizer Inc.					■
Piller Blowers & Compressors GmbH		■	■	■	
San Miguel Global			■		
SAR Group		■			■
Sonnentracht GmbH		■			
Vectus Industries Limited	■	■			
Wipro Limited	■	■	■	■	■



# Alpiq AG



## Capitalizing on windows of opportunity in energy trading

Alpiq AG is a leading Swiss energy service provider and electricity producer. What energy deals are ongoing or pending? What amounts of energy will be available at what time and at what price? When is the best time to buy or sell an energy contingent? What profit or loss will a deal generate, and which risks are involved?

To answer these questions, Alpiq built an energy reporting system based on a native data warehouse running on the SAP HANA business data platform that provides transparency and near-real-time insights into the energy deal portfolio while sharing the technical and physical foundation with Alpiq's SAP Business Warehouse powered by SAP HANA that is used for financial reporting. The high performance and agility of Alpiq's native data warehouse running on SAP HANA is essential for profitable energy trading in an ever-faster market and enables the continuous development of the platform.

### Solutions

- SAP BusinessObjects™ Enterprise solutions
- SAP Business Planning and Consolidation application
- SAP Business Warehouse application
- SAP Data Services software
- SAP HANA business data platform

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### Processor



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“In energy trading, windows of opportunity are measured in hours. SAP HANA helps us to deliver the speed and responsiveness Alpiq needs for sustained profitable business.”

– Head of BI and Integration, Alpiq AG

**100x**

Faster analysis and reporting of data related to energy trading

**Greater**

Transparency into the deal portfolio

**40%**

Less data preparation and maintenance effort

### Company information

Headquarters: Switzerland

Industry: Utilities

Web site: [Official site](#)

# Bastide Groupe



## Digital transformation of a healthcare company with SAP Cloud Platform

Bastide Groupe, created in 1977 by the pharmacist Guy Bastide, specializes in the service delivery of medical devices (rental and sale). Bastide Groupe started an ambitious digital transformation plan in 2017.

It first migrated to the SAP ERP application on the SAP HANA business data platform and then launched three projects with SAP Cloud Platform that went live in about eight months. The first application is used on retail business-to-consumer (B2C) stores (orders, customer, logistics, and billing). The second is an extranet portal to dematerialize orders from business-to-business (B2B) customers (retirement homes). The third is an external application for buyers.

The company's current focus is on the B2C application that has yielded the best return on investment: MyMAD. This application was developed to accelerate retail processes by simplifying the operations of the cash desk in its 70 stores. Before MyMAD, users were creating orders, logistics, and billing directly in SAP software on premise. Now, they can do it directly through SAP Fiori apps on SAP Cloud Platform.

### Solutions

- SAP Analytics solutions
- SAP BusinessObjects solutions
- SAP Cloud Platform
- SAP HANA business data platform
- SAP Lumira® software

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Processor



SAP partner



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“MyMAD was a strong success with the teams – who already want more.”

– Co-COO, Bastide Groupe

**10x**

Faster orders

**87%**

Reduction in training costs,  
from 4 hours to 30 mins

**10%**

Less false data on orders  
(fewer errors on inputs)

### Company information

Headquarters: France

Industry: Healthcare

Web site: [Official site](#)

# Capgemini



## Digital Control Room Analytics

Digital Control Room Analytics is a solution framework combining SAP Leonardo services including IoT integration capabilities from sensors on smart devices and smart machines with analytics, Big Data, and machine learning. This comprehensive solution is driven by cross-ERP, financial, plant, asset, equipment, quality, supply chain, and HR data. Capgemini's Digital Control Room Analytics leverages Capgemini's global expertise in consulting, ERP implementation, SAP Leonardo capabilities, digital analytics, insights and data, cloud computing, and digital manufacturing with SAP S/4HANA as the digital core. It provides operations-focused real-time dashboards and analytics to enable automation at a shop-floor level and translates insights into actions for the business.

### Solutions

- SAP Analytics Cloud solution
- SAP Cloud Platform
- SAP Leonardo microservices and capabilities
- SAP Lumira, designer edition
- SAP S/4HANA Manufacturing solution

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“This solution changes the narrative with our customers and really demonstrates what can be achieved through Industry 4.0, as well as provides a clear implementation path and approach to get there.”

– Global SAP I&D Lead, Capgemini

**50%**

Faster Internet of Things (IoT) deployment with preconfigured connectors for SAP S/4HANA and the IoT

**100%**

Ensured action on KPI violations

**Up to 50%**

Reduction in cost of monitoring manufacturing operations

### Company information

**Headquarters:** The Netherlands

**Industry:** Professional services

**Web site:** [Official site](#)

# CBmed GmbH



## Analysis of patient data for biomarker discovery

CBmed, a competence center, was established in 2014 and focuses on identifying and validating new biomarkers as well as conducting translational biomarker research for products to be used in clinical practice.

CBmed is using the SAP Health platform to make patient data from routine documentation available for biomarker discovery. The goal is to make routine data findable, accessible, interoperable, and reusable, following the FAIR guiding principles for scientific data management. This requires the generation of semantic extracts from mostly textual raw data using international information modeling and coding standards. This solution is deployed at the Medical University of Graz.

### Solutions

- SAP HANA business data platform (for natural language processing)
- SAP Health platform

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“Our mission is to contribute to personalized medicine through biomarkers that are robust, easy to use, and targeted to individual patients. This will enable improved treatments, clinical decisions, and diagnostic monitoring.”

– Director Business Development, CBmed GmbH

### Enhanced

Availability of codes describing treatment episodes covering diagnoses, findings, procedures, and medications by one order of magnitude

### 2+ million

Patients with normalized structured and unstructured data using terminology standards and natural language processing

### 0.8

Target p value when querying a clinical data warehouse, with high coverage, reliability, and performance

### Company information

Headquarters: Austria

Industry: Life sciences

Web site: [Official site](#)

# China General Nuclear Power Corporation

## Experience feedback pilot project

China General Nuclear Power Corporation sought to automate the entire system issue and inspection lifecycle, including abnormal inspection, engineer judgment, issue overhaul, and experience feedback. The solution will combine information from inspectors, engineers, service engineers, unit status, and business information to target and produce intelligent recommendations.

The innovative solution will build a classification model to judge operation incidents (text format document) through machine learning capabilities of SAP Leonardo. This will improve efficiency and save the effort of experts who judge many operation incident documents daily.

### Solutions

- SAP HANA business data platform (for a predictive analysis library and R integration)
- SAP Leonardo Machine Learning capabilities

### Processor



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“Eighty percent are general issues, and no tracking action is needed. But equipment engineers expend effort making this judgment. This project will save the effort of the senior technical experts, enabling them to pay more attention to more critical, high-level issues.”

– CIO, China General Nuclear Power Corporation

**80%**

Accuracy achieved for a combined data set

**50%**

Effort saved by senior technical experts on daily document review

**20%**

Of documentation automatically deleted before the next action

### Company information

Headquarters: China

Industry: Utilities

Web site: [Official site](#)

# Choví S.L.U.



## Conquering global markets with the agility of a startup

With plans for major global expansion, Grupo Choví required an ERP system that would allow it to quickly respond to market changes to meet customers' needs and evolving tastes. In addition, sales teams and management needed instant access to information rather than having to approach IT to run reports for them.

With SAP S/4HANA, Grupo Choví can now analyze a greater amount of information with unprecedented speed, which greatly accelerates its business processes. With a single system, the data is consolidated and accessible from any area. This has allowed the group to start up new business processes that were previously unthinkable.

### Solutions

- SAP Fiori apps
- SAP S/4HANA

### Processor



### SAP partner



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“SAP offers the innovative solutions that Choví needed. We are convinced that SAP S/4HANA was the right choice for us. It gives us the real-time data access and agility we need to move into global markets.”

– CIO, Choví S.L.U.

**>60**

Years of experience

**18.7 million**

Kilograms of condiments each year

**15%**

Sales growth year over year

### Company information

Headquarters: Spain

Industry: Consumer products

Web site: [Official site](#)

# Ctac



## Robust cloud innovation

Ctac's strategic vision is to provide customers with a virtual SAP HANA business data platform running SAP HANA applications, and continue to expand the portfolio of supported SAP applications in the future, including integrated analytic capabilities.

Ctac, a value-added reseller for SAP, built a new, highly flexible, and scalable cloud infrastructure to offer customers a robust environment for SAP Business Suite software, the SAP Business Warehouse application, the cutting-edge SAP S/4HANA suite, and SAP Fiori apps.

Ctac partnered with IBM and SAP and created a tailored data center integration solution to provide innovative cloud services, based on SAP HANA running IBM Power Systems.

### Solutions

- SAP Business Warehouse application
- SAP BW/4HANA solution
- SAP Customer Activity Repository application
- SAP Fiori apps
- SAP HANA business data platform
- SAP S/4HANA suite

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### Processor



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“With SAP HANA on IBM Power Systems, we can provide more reliable services with less operational support required.”

– Manager Cloud Technology, Ctac

**1,000x**

Cost-efficient performance improvements

**95%**

Faster deployment of SAP HANA

**Lower**

Up-front investment with pay-per-use and scaling

### Company information

**Headquarters:** The Netherlands

**Industry:** High tech

**Web site:** [Official site](#)

# Deloitte Consulting



## Transforming high-volume, high-complexity financial reconciliations with SAP HANA

Financial reconciliations are central to any financial institution's operations. Deloitte Consulting worked with the client, a large payment company, to develop a custom-built financial reconciliation solution using the in-memory power of the SAP HANA business data platform. The solution provides a sophisticated financial reconciliation framework that enables the online payment company to prove that the actual cash details of bank statements match daily online payment transactions with line items. And it ties to the SAP Bank Analyzer set of applications, specifically the accounting subledger containing transaction-level financial data to support high-volume accuracy.

With this framework successfully implemented, the client can successfully perform daily controllership processes as a trusted provider of payments. The new capabilities facilitate e-commerce and the payment company's ability to operate as a diverse global provider of payment solutions while helping to get all data certified in detail to address regulatory requirements in the financial services industry.

### Solutions

- SAP Bank Analyzer set of applications
- SAP Fiori apps
- SAP Gateway technology
- SAP HANA business data platform
- SAP HANA extended application services
- SAPUI5

[View pitch deck](#)

### Processor



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“The financial reconciliation framework designed as part of the client's finance transformation program is a great example of how an SAP HANA–based implementation of the SAP Bank Analyzer set of applications can be extended to deliver a robust financial application – not just an accounting subledger – with the controls required of a financial institution that processes 100 million transactions per day, but in a way that streamlines operations to become more exception driven.”

– Senior Manager and Project Program Manager, Deloitte Consulting

### Speed

Reduced daily reconciliation duration of 50 million transactions from 8 hours (in the legacy solution) to 2 hours

### Performance

Optimized performance for the user interface, with the ability to display 1 million rows of data in the browser in under 20 seconds. The legacy solution took around 4 to 5 minutes.

### Simplicity

Provided the ability to aggregate data on the fly – with 10 million rows of data leading to 1,000 rows in under 5 seconds. There was no such ability in the legacy solution.

### Company information

**Headquarters:** United States  
**Industry:** Professional services  
**Web site:** [Official site](#)



## enersis suisse ag



### GRIDS energyCity – Making smart cities sustainable and digital at the same time

enersis is a Swiss/German software startup specializing in energy management. Its software platform GRIDS uses the most modern Big Data, analytics, and visualization technologies.

GRIDS energyCity integrates all energy-related data of a city, municipality, or region into one platform. It includes modules on energy balances, PV potential, e-mobility infrastructure, and building refurbishment. energyCity creates transparency into the energy transition or energy strategy for various stakeholders by providing differentiated access rights. Utilities have a new digital platform they can offer to their municipal customers or to improve grid performance.

#### Solutions

- SAP Data Services software
- SAP HANA business data platform

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“DigiKoo offers digital energy services to municipalities and local utilities and creates new markets beyond classic Innogy businesses. The GRIDS energyCity application is a core element of this strategy, and enersis is a key partner for us.”

– Managing Director, DigiKoo GmbH (Innogy SE)

#### Increased

Sales with new service offerings for regional or municipal customers

#### Improved

Customer satisfaction with transparent information, sustainable decision-making, and a modern user experience

#### On track

With a decarbonization road map

#### Company information

Headquarters: Switzerland

Industry: Utilities

Web site: [Official site](#)

# Entegris Inc.



## Driving growth through operational excellence

NorthStar is a business transformation project that will improve the customer experience, allowing Entegris to make better decisions and create a better place to work.

To achieve this, Entegris is implementing a comprehensive integrated business planning environment focused around new systems and processes for sales and operations planning and financial planning and analysis. To support the new integrated business planning environment, SAP solutions are being upgraded along with several core SAP solution implementations to enable the technologies today to support Entegris' strategic plan for growth, scalability, and sustainability.

### Solutions

- SAP Business Planning and Consolidation application
- SAP Business Suite powered by SAP HANA
- SAP functionality for material requirements planning

### Processor



### SAP partner



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“Many systems and processes we use to run our business today were designed 20 years ago. NorthStar is an opportunity to rethink how we run our business to increase speed and quality of decisions we make every day.”

– CEO, Entegris Inc.

### Reduction

In inventory days on hand  
Target: <85–90 days

### Improved

On-time shipment to  
commitment  
Target: >95%

### Improved

Gross margin forecast accuracy  
Target: within 100 bps each quarter

### Company information

**Headquarters:** United States

**Industry:** High tech – semiconductor equipment and chemical manufacturing

**Web site:** [Official site](#)

# Gustave Roussy



## Unlocking cancer data to improve care and outcomes

Gustave Roussy is one of the world's premier cancer research institutes and treatment centers, focused on patient care, research, and teaching.

SAP Connected Health software and the SAP Medical Research Insights solution give Gustave Roussy the capability to see and analyze both genomic and clinical data in real time, allowing the cancer center to shift to real-world, evidence-based treatment paths that offer better outcomes. Doing so is revolutionizing how the organization provides research, and it also helps oncologists more quickly diagnose cancer types and offer personalized patient care.

### Solutions

- SAP Connected Health software
- SAP HANA business data platform
- SAP Medical Research Insights solution

### Processor



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“For the first time, we have an aggregation of information for a large population, and we can address treatment paths at an individual level.”

– Chief Scientist Officer, Gustave Roussy

**300,000+**

Cancer patients whose data points were aggregated and collected

**Improve**

Cure rate of 55% of cancer patients today to 75% by 2030

**Revolutionized**

Care for cancer patients with the ability to see genomic and clinical data for real-world, evidence-based medical outcomes

### Company information

Headquarters: France

Industry: Healthcare

Web site: [Official site](#)

# HarrisLogic



## Transformation of the mental health paradigm – changing suicide prevention and recidivism with SAP solutions

HarrisLogic is a technology and clinical services company founded on the belief that technology can improve mental healthcare, specifically suicide prevention, crisis response, and recidivism. Using SAP BusinessObjects solutions and SAP Predictive Analytics software forward engineered into the SAP HANA business data platform, HarrisLogic worked with mental health professionals to update and upgrade its technology stack to support fast, live, and accurate decision-making in behavioral health settings.

### Solutions

- SAP BusinessObjects solutions
- SAP HANA business data platform
- SAP Lumira software and SAP Lumira, designer edition
- SAP Predictive Analytics software

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### SAP partner



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“We care about protecting the lives of the people we serve and consider our work an integral part of the fabric of society. With predictive models, we can offer people peace of mind and improve their quality of life.”

– Chief Engagement Officer, HarrisLogic

**25%**

Reduction in behavioral health crisis spend

**89%**

Average rate of crisis diversions in major metropolitan areas

**Accuracy**

With predictive model:  
99% nonrecidivist,  
72% recidivist

### Company information

Headquarters: United States

Industry: High tech

Web site: [Official site](#)

# Huawei Technologies



## Huawei's Quality Risk Prediction Analysis solution

Huawei Technologies is a leading global provider of information and communications technology (ICT) solutions. Driven by responsible operations, ongoing innovation, and open collaboration, Huawei has established a competitive ICT portfolio of end-to-end solutions in telecom and enterprise networks, devices, and cloud computing.

The company developed a predictive analytics application to identify quality risks in suppliers' material batches and to determine anomalies in test equipment based on the test data of all test points in the mobile phone assembly. It helps test engineers decide to either replace materials or discontinue production. It can predict and identify test equipment with potential anomalies.

### Solutions

SAP HANA business data platform

### Processor



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“The Quality Risk Prediction Analysis solution improves the yield of the cell phone, reduces the quality risk of the material batch, and brings the data analysis capability to a new level.”

– Labs Testing Equipment Department,  
Data Platform Project Director, Huawei Technologies

### Identify

Anomalies in equipment using test data of product, not IoT sensor data, which is produced by this equipment

### Improve

Quality of a product before it was shipped to a customer, reducing recall risk and reassemble costs

### Assist

Site engineers to make a decision before a larger economic loss happens

### Company information

Headquarters: China  
Industry: High tech  
Web site: [Official site](#)

# Lenovo



## Lenovo's SAP S/4HANA Scale-out Cycle1

Lenovo, the Fortune 500 global technology giant, has launched Scale-Out Cycle1 Project with SAP S/4HANA to prepare the migration of production SAP ERP to the SAP HANA business data platform, a core step in the company's IT digital transformation.

Co-innovating with SAP, the project aims to verify the technical feasibility, help ensure safe handling of large data volumes and transactional loads, and test the appropriate infrastructure configuration of the scale-out technology of SAP S/4HANA.

Lenovo successfully migrated nearly 40 TB of data from SAP ERP on DB2 to SAP S/4HANA, with positive results: 600% data compression and maximum 2,900% OLAP and 970% OLTP performance improvement, achieving a feasible implementation methodology for future reference.

The success of the project set a milestone in the company's journey to full adoption to SAP S/4HANA, the next-generation ERP business suite.

### Solutions

SAP S/4HANA

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### Processor



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“Lenovo provides a reliable and high-performing IT environment that supports business innovations for SAP customers, for our own IT, as well as for customers worldwide.”

– President of Lenovo Data Center Group, Lenovo

**40 TB**

Of successfully migrated data from SAP ERP on DB2 to SAP S/4HANA

**600%**

Data compression

**Maximum**

2,900% OLAP and maximum 970% OLTP performance improvement

### Company information

Headquarters: China

Industry: High tech

Web site: [Official site](#)

# Mexican Leatherware Co. Ltd.



## Transforming to a new retail era with SAP HANA

Mexican Leatherware's new POS-ERP system is the first mature third-party business application on the SAP HANA business data platform in China, effectively combining transactional data and analytical data into one single platform. With fast real-time data processing and dynamic data modeling and predictive capabilities, 10 modules of the system have excellent service performance for business uses and a predictive function for key business scenarios, such as strategic analysis for goods orders and popular-color analysis for best-selling products.

### Solutions

- SAP Data Services software
- SAP HANA business data platform

### Processor



### SAP partner



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“Big Data gives traditional retail companies more opportunities to innovate for business, and SAP HANA makes these opportunities happen in reality and help us transform to a real digital company.”

– VP and CMO, Mexican Leatherware Co. Ltd.

### 207x

Average faster analysis  
for major 3-class products  
selling report

### Dynamic

And static data models  
integrated for data analysis  
and prediction

### Big Data

Platform with one data copy  
for OLTP and OLAP

### Company information

Headquarters: China

Industry: Retail

Web site: [Official site](#)

## Pfizer Inc.



### Pfizer goes green with the SAP HANA business data platform to save lives

In the world of bio-pharmaceuticals, having real-time information can make a significant difference in supporting innovation. Pfizer designed and implemented a unique real-time business warehouse solution that yields significant business benefit through dramatic performance improvements and enablement of new capabilities, allowing Pfizer to propagate the capability to innovate across its 10 product lines in 175 markets.

#### Solutions

- SAP Business Warehouse (SAP BW) powered by SAP HANA
- Software Update Manager tool

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SAP partner



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“As you can imagine, we need a 24x7x365 system that can crunch data very fast to provide the information our decision-makers need to save lives around the world. We have achieved it with our deployment of SAP BW on SAP HANA on IBM Power Systems. It has taken the complexity out of the system while giving us the response time we need.”

– Director of ERP Technology and Engineering, Pfizer Inc.

**3x**

Faster data loads

**5x**

Faster reports processing

**70%**

Reduction in job failures

#### Company information

Headquarters: United States

Industry: Life sciences

Web site: [Official site](#)



# Piller Blowers & Compressors GmbH



## Piller Digital (R)evolution

SAP has made a lasting positive change to the way Piller acts and works, regionally anchored and globally networked. Global key figures in real time and automated processes through machine learning are no longer the future. With the SAP solution portfolio, Piller has already been able to take the company to the next level. SAP Hybris solutions enable it to support its customers with structured data in a faster and more targeted way. SAP Leonardo capabilities give Piller the chance to offer services such as “Blower as a Service,” which has not been possible in the industry before.

### Platform

- SAP ERP Human Capital Management solution
- SAP Hybris Cloud for Customer, SAP Hybris Cloud for Sales, and SAP Hybris Cloud for Service solutions
- SAP Leonardo capabilities
- SAP S/4HANA
- SAP SuccessFactors Employee Central and SAP SuccessFactors Recruiting solutions

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“With SAP Cloud Platform, an important strategic step for a positive company development was taken, which opens up undreamt-of possibilities for us.”

– Managing Partner, Piller Blowers & Compressors GmbH

**40%**

Less effort for  
monthly closing

**30%**

Less expenditure on master  
data management

**60%**

Less work in accounting  
for payments

### Company information

**Headquarters:** Germany

**Industry:** Industrial machinery and components – manufacturing

**Web site:** [Official site](#)

# San Miguel Global



## Digital agricultural monitoring with SAP Cloud Platform

We decided to leverage monitoring processes (harvest estimations, pest monitoring, and phenology) by building apps in SAP Cloud Platform to work as mobile collectors of data.

Harvest estimations, in particular, are a critical step in integrated business planning. Having this data updated in real time in a single database generates a big impact from the previous situations where the data was captured on paper and later transcribed into worksheets that were consolidated afterward.

### Solutions

SAP Cloud Platform

[View pitch deck](#)

### Processor



### SAP partner



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“Field mobile apps let us generate information directly from the field, standardizing it from the source, allowing immediate access to it, and eliminating reworks implied in paper collection of data and post transcription to the systems of record.”

– Productive Intelligence Manager, San Miguel Global

### Increased

Data quality by eliminating transcripts and reprocessing

### Improved

Information readiness by reducing data processing from days to real time

### Total availability

Of information in a cloud platform, replacing personal worksheets

### Company information

Headquarters: Argentina

Industry: Consumer products

Web site: [Official site](#)

## SAR Group



### Embracing sustainability with SAP

- For a cutting-edge IT systems framework to serve as its IT core, SAR Group implemented SAP S/4HANA with help from SAP Enterprise Support services.
- PwC India played the role of implementation partner, carrying out the process study, process design, blueprinting, SAP software configuration, testing, training, go-live, and support.
- The implementation of SAP S/4HANA standardized SAR Group's business processes, aligned its growth strategy, and embedded support for industry-leading practices.
- With world-class business processes, SAR Group fulfills its mandate of helping customers achieve sustainable consumption every day.

#### Solutions

- SAP Enterprise Support services
- SAP S/4HANA
- SAP Solution Manager

#### SAP partner



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“Having done many implementations of SAP solutions in the past, SAP S/4HANA is above all. It provides quick mobility and insightful analytics. With seven legal entities, 150 warehouses, and seven plants, the go-live was as per plan. SAP S/4HANA was easy to implement – the implementation time was reduced by 15% to 20% – easy to maintain, and easy to integrate with other applications.”

– CIO, SAR Group

**98%**

Increase in production efficiency

**7 days**

To close annual books

**1%**

Of revenue goes to inventory carrying cost (achieved by only a few companies in the industry)

#### Company information

Headquarters: India

Industry: Consumer products

Web site: [Official site](#)

# Sonnentracht GmbH



## Innovafood – Leveraging SAP S/4HANA as Sonnentracht's digital core in just four months

Sonnentracht GmbH migrated all its business processes to SAP S/4HANA within just four months thanks to the agile deployment method of SAP partner Innovabee. The new solution lets the company analyze product batches and manage inventory in real time. By enabling analysis of everything from pesticides to genetically modified organisms, it has helped the firm secure the "certified organic" rating just three weeks after going live. Now, managers can leverage the ability to access production figures and analysis results within mere seconds to make timely decisions and keep pace with customer requirements.

### Solutions

- SAP S/4HANA
- SAP Fiori user experience

[View pitch deck](#)

### Processor



### SAP partner



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“SAP S/4HANA offers an incredibly broad range of functionality and, at the same time, is not more expensive than other products. It includes functions that were not on our initial requirements list, but from which we greatly benefit today.”

– Managing Director, Sonnentracht GmbH

**50%**

Higher process efficiency  
due to process automation

**30%**

Faster analysis of revenues  
and contribution margins

**25%**

Higher inventory reliability

### Company information

**Headquarters:** Germany  
**Industry:** Consumer products – food  
**Web site:** [Official site](#)

# Vectus Industries Limited



## Water is moving life, we are moving water with SAP technologies

Vectus improves people's lives by offering reliable and safe water storage tanks, pipes, and fitting systems. With facilities spread across multiple locations, the company needed a consolidated digital core that would streamline operations and increase transparency for its business, distributors, and customers. To achieve its goal, Vectus deployed SAP S/4HANA and numerous other SAP offerings to extend its business processes with mobile apps that help people communicate, improving efficiencies across its value chain.

### Solutions

- SAP Ariba Sourcing solution
- SAP Fiori apps
- SAP Hybris Cloud for Customer, SAP Hybris Cloud for Sales, and SAP Hybris Cloud for Service solutions
- SAP S/4HANA
- Digital compliance service for India in SAP Localization Hub

### Processor



### SAP partner



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“In the two years of our go-live and upgrade to SAP S/4HANA 1610, we armed and integrated our organization with all futuristic digital ammunition of the business battlefield: SAP Ariba Sourcing, SAP Hybris solutions, digital compliance service, SAP Fiori, and SAP BusinessObjects Dashboards. We can say that ‘Running Live Only Keeps Your Business Alive.’”

– Head of IT, Vectus Industries Limited

**300%**

Improved working efficiency

**40%**

Of water wastage eliminated  
by moving water safely

**50%**

Reduction in order  
processing time

### Company information

Headquarters: India  
Industry: Mill products  
Web site: [Official site](#)

# Wipro Technologies



## Digital Pipeline Defect Detection & Corrosion Management solution

Our Digital Pipeline Defect Detection & Corrosion Management solution is designed to address the issue of costly and time-consuming pipeline inspection techniques that often cause a safety hazard for personnel. Our solution will be comprised of:

- Remote visual inspection using drones for external surface corrosion and defects on pipelines
- Remote monitoring of the internal surface of pipelines and their structural integrity with sensors deployed within the pipeline

### Solutions

Platform  
business data platform

- SAP Leonardo Internet of Things capabilities
- SAP Leonardo IoT Edge
- SAP Leonardo Machine Learning capabilities
- SAP Predictive Analytics software
- SAP S/4HANA

[View pitch deck](#)

### Processor



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“The Digital Pipeline Defect Detection & Corrosion Management solution aims to address the two big challenges in the oil and gas industry by real-time and remote monitoring of pipelines to reduce manual inspections and safety hazards for maintenance operators. The solution required technologies such as image processing, machine learning, and the Internet of Things. SAP Leonardo on SAP Cloud Platform has helped in rapidly building the solution – the advantage being that we could get all the capabilities on a single platform.”

– General Manager and Head of Wipro SAP Digital Practice,  
Wipro Technologies

**10%–20%**

Reduction in inspection costs

**>10%**

Increase in uptime  
and productivity

**10%–30%**

Reduction in revenue loss

### Company information

**Headquarters:** India  
**Industry:** High tech – IT services  
**Web site:** [Official site](#)

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