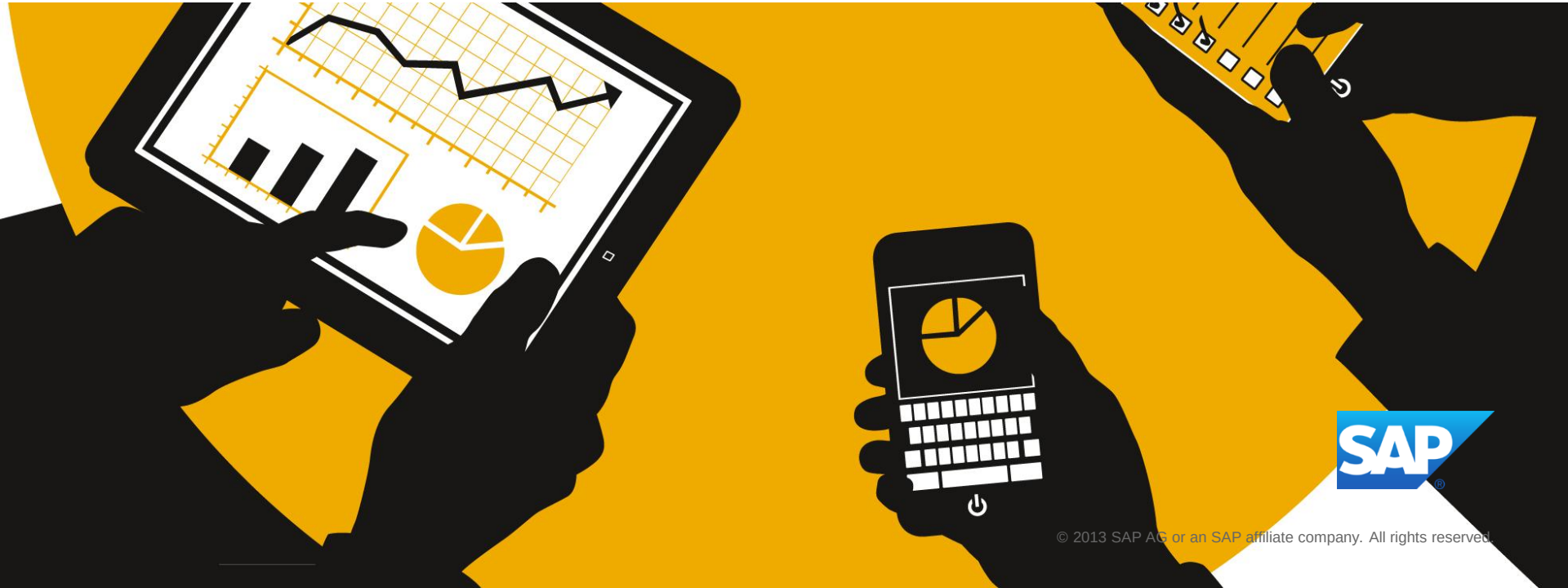
Achieve Financial Excellence



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A New Normal: Thriving in Uncertainty

Thriving in Uncertainty

Delivering Best Practices

Excellent Processes

SAP Innovations

In the face of sustained market volatility, increasing regulatory compliance, growing pressure on margins, and managers demanding instantaneous financial insight at any time, from anywhere, finance organizations must have best practices in place to excel.

We are in the middle of a difficult economic period. A period that has shattered many commonly held beliefs and exposed short-comings in management processes and software applications. A period that has made us appreciate that we need to build functionality that delivers the insight and agility needed to thrive in times of uncertainty.

During this period, finance executives are working under increased pressure and require-ments to cut costs, conserve cash, and pay off debts. The cost of finance remains under scrutiny. However, increasingly, CEOs are now expecting their finance executives to take a more strategic role and help create greater value for their companies.

To meet these expectations, finance executives need to balance stewardship with innovation and entrepreneurship with caution. They also need to be able to see and assess the big picture, while maintaining incredible attention to detail. More than ever, finance executives need software systems that help them.

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Delivering Best Practices for Finance

Thriving in Uncertainty

Delivering Best Practices

Excellent Processes

SAP Innovations

Today, CFOs have to balance between sound stewardship and value creation. They need to walk the proverbial fine line – always balancing between entrepreneurship and caution and between the big picture and accuracy in details, by implementing best practices.

Delivering greater value while consistently reducing the cost of finance is a key objective for finance executives as they become more strategic partners to the business.

Ensuring regulatory compliance and effective risk management requires timely financial reporting, comprehensive external reporting, and careful control of treasury and hedging processes. Companies also need to embed risk management and access and process controls across all internal processes.

Outperforming financial expectations and creating sustainable value requires a universal understanding of your business strategies and how they are measured. It also requires efficient and effective planning and budgeting, detailed reporting of costs and profitability, and quick and easy scenario analysis.

Delivering superior service at reduced cost requires streamlining all financial functions – for efficient transaction processing with minimal error rates and self-service reporting for business users.

Best Run Finance

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Excellence Across Financial Processes

Thriving in Uncertainty

Delivering Best Practices

Excellent Processes

SAP Innovations

Best-run companies seek to transform the finance function to support the operations with greater-than-ever speed and provide mobile stakeholders with relevant information at all times.

The right finance process should give people and companies the ability to work together more efficiently and use insights to stay ahead of the competition.

It should allow executives to maintain regulatory compliance and effective risk management, leverage tools and data to effectively plan and manage strategy, and budget and forecast accurately. It should also provide the ability to report consistently and quickly from consolidation to disclosure management. It must also provide the ability to manage costs more effectively to increase profitability.

An organization should outperform expectations and create value by reducing the cost and effort needed to prevent risk events and compliance violations. It should provide real-time insight into risk position, automate access and control processes, and embed risk and compliance programs into strategy, planning, and operational execution.

Companies must deliver superior service at reduced cost by improving financial and management accounting and assist in managing invoices, receivables, risk, and travel. This type of shared-services environment improves delivery and drives costs down.

3x

Lower finance cost as percentage of revenue for top quartile organizations versus bottom quartile organizations

Source: SAP Performance Benchmarking

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SAP Innovations

Thriving in Uncertainty

Delivering Best Practices

Excellent Processes

SAP Innovations

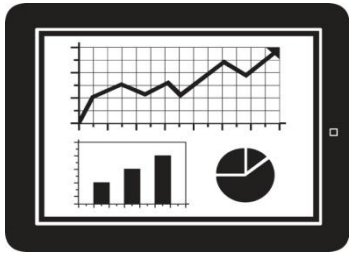
New innovative technologies and solutions enable finance professionals to work together more efficiently and use business insight more effectively to stay ahead of the competitors, deliver greater value, and support real-time decisions.

Database and technology solutions, including the **SAP HANA** platform, help improve financial performance, control risks, increase productivity, and drive business in real time while managing increasing volumes of data. As a result, you can gain deeper insights, quickly highlight financial exceptions and issues, leverage trusted data for more accurate planning and forecasting, and enable faster analysis, reporting, and disclosures.

Analytics solutions go far beyond financial reporting. Organizations use predictive analytics to uncover trends, social analytics to make social media platforms a valuable asset, and visual intelligence to produce stunning analytical images that intuitively provide greater insights.

Mobile solutions provide insight at your fingertips, helping you transform your finance organization and make informed decisions in real time via a growing list of mobile apps for finance, while helping ensure unparalleled security.

Cloud-based solutions for finance and analytics allow for fast, low-risk deployment that minimizes an IT footprint while helping ensure long-term scalability, flexibility, and process integration.



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Achieve Financial Excellence

Financial Excellence

Outperform Objectives

Accelerate Reporting

Manage Treasury Risk

Superior Service

Risk and Compliance

In the face of sustained market volatility, increasingly complex regulatory requirements, and growing pressure on margins, organizations must initiate best practices that enable them to excel.

Outperform Financial Objectives

Outperform corporate financial objectives and create sustainable value.

Accelerate Financial and Regulatory Reporting

Provide timely and accurate financial and regulatory reporting.

Manage Treasury and Financial Risk

Seize and fund business opportunities as they arise, while avoiding financial risks.

Deliver Superior Service While Reducing Costs

Improve finance efficiency and deliver superior service at reduced cost.

Manage Enterprise Risk and Compliance

Proactively manage enterprise risk and compliance at reduced cost.

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Outperform Financial Objectives

Financial Excellence

Outperform Objectives

Accelerate Reporting

Manage Treasury Risk

Superior Service

Risk and Compliance

Operating in the business moment means taking a 360-degree view of enterprise performance. This involves defining and cascading strategic goals and initiatives; streamlining planning, budgeting, and forecasting; and getting deeper insight into the true drivers of cost and profitability.

Performance management is not a one-time event. It is an iterative, ongoing process driven from the top down, across the entire performance lifecycle – from strategy development, planning and execution, and monitoring and analyzing, to modeling and optimizing for better performance outcomes. The goal is to improve the financial health of the organization on a continual basis.

With business conditions still volatile, organizations need the rapid and efficient ability to adapt budgets, plans, and resources to mitigate risks and take advantage of opportunities as they appear.

Having predictive analytics helps companies plan better by being able to assess different situations and run what-if simulations. Simulations can include modeling various scenarios to establish how to maximize profitability in different market segments across any dimension of business, including customers, products, and business segments.

76%

Higher operating margin where financial systems provide historical and forward-looking views into financial and operational performance

Source: SAP Performance Benchmarking

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Accelerate Financial Reporting

Financial Excellence

Outperform Objectives

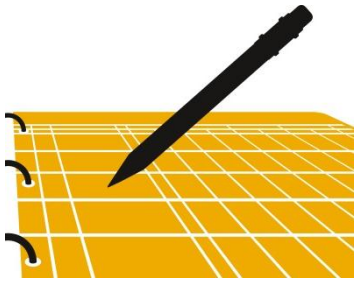
Accelerate Reporting

Manage Treasury Risk

Superior Service

Risk and Compliance

Quick access to reliable financial data is imperative and includes supporting multiple accounting standards, consolidating the books of worldwide entities, and meeting disclosure and compliance requirements to satisfy both internal and external stakeholders and regulators.



The ability to close books quickly – with quality and in full compliance with global regulatory standards – is a critical management challenge that can impact your company's image. Streamlining the financial close process not only gets vital decision-making data in your stakeholders' hands faster, but it frees up time for more value-added activities such as analysis.

To achieve superior financial-close performance, companies need to standardize the closing cycle into a series of repeatable steps that follow a highly automated schedule. Using communication, collaboration, and automation tools, employees involved in the financial-close process can perform their work efficiently and with fewer errors. The overall result is a faster, less expensive, and more transparent financial close, from the entity close to the corporate close, and for disclosures and filings with various regulatory agencies.

26%

Fewer days to close annual books in an integrated G/L system so that no reconciliations are necessary

Source: SAP Performance Benchmarking

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Manage Treasury and Financial Risk

Financial Excellence

Outperform Objectives

Accelerate Reporting

Manage Treasury Risk

Superior Service

Risk and Compliance

Managing cash, investments, and borrowing activities across multiple geographies and currencies provides accurate and timely insight into global cash balances and liquidity management. This insight allows organizations to finance their operations with the best mix of funds while minimizing risks.

In unpredictable financial markets, financial risk management for credit, debt, and financial instruments has never been more imperative. Organizations must optimize cash flow and liquidity management, streamline communications, and integrate treasury functions with multiple banks while maintaining greater control over payment and receipt processes. And they must do all of these things while mitigating financial risks and instituting better financial controls across the enterprise.

In addition to managing cash, organizations need to monitor investments and borrowing activities across multiple geographies and currencies. They also must strive to ensure the best investment rates and lowest possible borrowing costs. Accurate and timely insight into global cash balances and liquidity management allows organizations to finance operations with the best mix of funds while minimizing risks.

56%

Lower treasury and cash management FTEs where the treasury system calculates various treasury analyses such as mark to market and value at risk

Source: SAP Performance Benchmarking

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Deliver Superior Service at Lower Cost

Financial Excellence

Outperform Objectives

Accelerate Reporting

Manage Treasury Risk

Superior Service

Risk and Compliance

Budgets are tight and the demand for immediate service is higher than ever. Streamlining financial processes across the enterprise allows organizations to improve the speed and accuracy of credit checks, invoice processing, collections, disputes, bank transactions, and travel expense processing.

Finance departments should not forget the core services they supply to the organization, such as credit checks, collections, invoice processing, bank transactions, and travel expense processing.

Leading finance organizations are using shared services to standardize and syndicate business practices. They can streamline processes across the organization, improving the speed and accuracy of transactions, reducing the number of days of sales outstanding, easing resource demands, and enabling fair and accurate handling of payments and receivables. The result is not only superior service, but also optimized cost.

In addition, mobile functionality extends core financial processes to mobile devices, so account executives and business managers can access customer account information, payments, travel expenses, and budgets from any device at any time. The result is greater productivity and efficiency, lower cost as a percentage of revenue, and more transactions per full-time employee.

44%

Fewer finance FTEs in transactional processes with streamlined, automated, and integrated core finance processes

Source: SAP Performance Benchmarking

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Manage Enterprise Risk and Compliance

Financial Excellence

Outperform Objectives

Accelerate Reporting

Manage Treasury Risk

Superior Service

Risk and Compliance

Companies must manage risks and prevent compliance violations; block unauthorized access to valuable corporate assets; and detect errors, fraud, and abuse to minimize revenue leakage and audit costs, while enabling compliance with global trade regulations.

To protect valuable financial data, organizations need to automate access management. They must also ensure that processes are tightly controlled to prevent unauthorized access to sensitive and key corporate assets, as well as detect fraud and abuse.

Organizations can proactively balance risk and opportunity across all finance processes, from transactions to financial reporting. Continuous monitoring of key risk indicators and compliance effectiveness across heterogeneous systems, business processes, and IT infrastructures enable companies to align risks and compliance programs to strategic initiatives, plans, and execution.

Better management of compliance and risk through automated risk management and compliance and monitoring activities, helps minimize the associated effort and reduce cost.

22%

Lower audit cost with the use of automated controls rather than manual controls

Source: SAP Performance Benchmarking

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Finance Value Map

SAP Solutions

Financial Performance

Accounting and Financials

Treasury and Financial Risk

Finance Operations

Risk and Compliance

SAP solutions address key requirements of financial excellence.

Manage Financial Performance	Develop and Translate Strategy	Planning, Budgeting, and Forecasting	Profitability and Cost Analysis	Monitoring and Reporting	
Accounting and Financial Close	Financial Accounting	Entity Close	Corporate Close	Reporting and Disclosure	Financial Close Governance
Treasury and Financial Risk Management	Payments and Bank Communications	Cash and Liquidity Management	Debt and Investments Strategies	Financial Risk Management	Commodity Risk Management
Collaborative Finance Operations	Receivables Management	Collaborative Invoice to Pay	Travel Management	Shared Services Framework	
Manage Enterprise Risk and Compliance	Enterprise Governance, Risk, and Compliance	Access Risk Management	Global Trade Compliance	Sustainability Reporting	

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Manage Financial Performance

SAP Solutions

Financial Performance

Accounting and Financials

Treasury and Financial Risk

Finance Operations

Risk and Compliance

13%

Higher financial forecast accuracy for top quartile organizations versus bottom quartile organizations

Source: SAP Performance Benchmarking

Manage financial performance, control costs, and execute strategy.

SAP software helps professionals plan and allocate resources to accommodate rapid market change and align performance with strategy. It defines strategy, models cost drivers, improves forecasting, and reports and analyzes data. The result is increased profitability and a closer match of tactics with vision.

Develop and Translate Strategy	Provides enterprise-wide alignment of corporate and operational goals.
Planning, Budgeting, and Forecasting	Helps organizations achieve a predetermined set of key performance indicators (KPIs) in a defined period of time.
Profitability and Cost Analysis	Manages organizational costs to optimize profitability.
Monitoring and Reporting	Provides analysis to support financial and operational decision making.

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Accounting and Financial Close

SAP Solutions

Financial Performance

Accounting and Financials

Treasury and Financial Risk

Finance Operations

Risk and Compliance

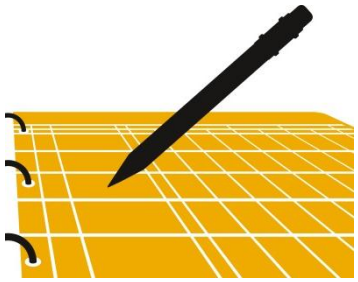
19%

Fewer days to close annual books where G/L supports recording and accounting management in multiple currencies

Source: SAP Performance Benchmarking

A fast, accurate, compliant close with less cost and effort.

SAP software allows accounting teams to record data supporting multiple companies, currencies, charts of accounts, principles, and industry requirements. This closes books and creates statements following legal requirements, translating into an on-time close that has greater insight, accuracy, and compliance.



Financial Accounting	Accounting support for multiple financial reporting standards, industries, currencies, and languages.
Entity Close	Stronger governance, faster execution, and better insight into the entity's financial close.
Corporate Close	A means to eliminate bottlenecks so you can complete your financial consolidation and reporting cycles faster – with complete confidence in your data.
Reporting and Disclosure	A way to publish your regulatory disclosures as well as create XBRL filings, enabling a holistic regulatory disclosure process.
Financial Close Governance	A trusted view of subsidiary performance and compliance through consistent financial master data.

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Treasury and Financial Risk Management

SAP Solutions

Financial Performance

Accounting and Financials

Treasury and Financial Risk

Finance Operations

Risk and Compliance

28%

Of companies have a cash management system that supports multicurrency management and reporting

Source: SAP Performance Benchmarking

Increase insight and control for managing cash, liquidity, and risk.

SAP software simplifies working capital, risk management, and compliance for complete transparency and control. This gives better insight and mitigates risk. Control over complex demands safeguards adequate liquidity, driving growth and innovation, and preventing exposure to growing risks in the world market.

Payments and Bank Communications	Speedy decision making with reduced fees and borrowing costs.
Cash and Liquidity Management	Real-time insight into global cash management.
Debt and Investments Strategies	Strategies that lead to the best borrowing rates and lower investment costs.
Financial Risk Management	Assets and cash flows protected from financial risks.
Commodity Risk Management	Risks associated with commodity price volatility can be identified, qualified, and mitigated.

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Collaborative Finance Operations

SAP Solutions

Financial Performance

Accounting and Financials

Treasury and Financial Risk

Finance Operations

Risk and Compliance

28%

Lower error rate in bills sent out when billing system is integrated with A/R and re-entering data is eliminated

Source: SAP Performance Benchmarking

Improve finance efficiency through increased automation.

SAP software supports efficiency and scalability through automation, smooth execution, and a shared service delivery environment.
By enabling automated, repeatable, and consistent processing of core financial transactions across various locations, finance can increase quality while reducing costs and effort.

Receivables Management	Provides automated, integrated, and collaborative receivables management processes.
Collaborative Invoice to Pay	Automates invoice management and bank communications while improving the archiving process.
Travel Management	Streamlines the entire trip lifecycle to control costs and enforce corporate and legal compliance.
Shared Services Framework	Supports financial shared services that improve productivity, help ensure compliance, and cut operational costs.

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Manage Enterprise Risk and Compliance

SAP Solutions

Financial Performance

Accounting and Financials

Treasury and Financial Risk

Finance Operations

Risk and Compliance

39%

Lower compliance and risk management FTEs with full visibility into key risk indicators across the enterprise

Source: SAP Performance Benchmarking

Manage risk and compliance for optimal financial performance.

SAP software automates risk, compliance, and international trade activities, leveraging best practices in a scalable manner. By proactively preventing risk and compliance violations, it helps reduce cost and effort, optimize business operations, protect revenue streams, and improve financial performance.

Enterprise Governance, Risk and Compliance	Reliable insight for preserving and growing business value and compliance management with minimized cost and effort.
Access Risk Management	Minimized access risk and fraud prevention.
Global Trade Compliance	Heightened control of international trade supply chain.
Sustainability Reporting	Tracking and communicating your sustainability performance, collecting data, and compiling disclosures quickly and cost-effectively.

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SAP Innovations

SAP Innovations

Applications

SAP HANA

Mobile

Analytics

Cloud

New innovative technologies and solutions deliver greater value by enabling efficient communication and effective business insight to stay ahead of competition.

53%

Of organizations report a large gap between availability of Big Data and their ability to analyze it

Source: SAP Performance Benchmarking

SAP HANA

Ability to handle large volumes of granular data and perform analysis in-memory at zero latency to improve decisions in real time.

Mobile

Unwired employees have to be equipped with full access to process financial approvals and make agile, informed decisions anytime, anywhere.

Analytics

Targeted, relevant insights from strategy to execution to help organizations focus on key performance indicators and financial impacts of decisions.

Cloud

Fast and flexible deployment of business processes to transform and optimize financial processes for companies and subsidiaries.

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SAP Business Suite Powered by SAP HANA

SAP Business Suite software powered by the SAP HANA platform, significantly improves financial performance, controls risks, increases productivity, and drives business in real time while managing and analyzing ever-growing data volumes up to 3,600 times faster to accelerate critical business decisions.

Accounting and Financial Close	A fast accounting and financial close minimizes the time to close the books, enhances compliance and accuracy, and reduces the cost of finance. Real-time financial performance management improves service-level performance, reduces month-end closing time, and minimizes operating costs.
Receivables Management	Efficient receivables management optimizes working capital, minimizes bad debt write-offs, and reduces days sales outstanding (DSO).
Payables Management	Efficient payables management decreases days payables outstanding (DPO), optimizes working capital, and reduces lost supplier discounts.
Treasury and Financial Risk Management	Central treasury and financial risk management increases transparency, optimizes working capital, and manages counterparty and bank-specific credit risk.
Enterprise Risk and Compliance	Within enterprise risk and compliance, access control role analytics reduces unused and orphaned roles, consolidates the most frequently used active roles, and reduces the cost of noncompliance. Automated cross-system process control increases the performance of control testing and monitoring, detects correct or mitigated risks, and reduces the cost of noncompliance.

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SAP HANA

SAP Innovations

Applications

SAP HANA

Mobile

Analytics

Cloud

The SAP HANA platform significantly improves financial performance, controls risks, increases productivity, and drives business in real time while managing and analyzing ever-growing data volumes up to 3,600 times faster to accelerate critical business decisions.

Speed	Eliminate latency between business transaction posting and information processing to increase the ability to react to risks and opportunities. Accelerate key processes such as period-end closing for increased stakeholder satisfaction and the ability to make better decisions.
Flexibility	Eliminate data aggregation and replication tasks and reduce report creation and maintenance in IT. Shift to data analysis and insight-to-action in finance in real time. As a result, gain deeper insights, quickly highlight financial exceptions and issues, and leverage trusted data for faster analysis and reporting.
Lower Total Cost of Ownership (TCO)	Improve stakeholder satisfaction and enable instant, end-user-initiated self-service access to real-time data through both structured and ad hoc reporting, for on-time results and the ability to provide more value to the business.

68%

Of organizations have limited or no predictive modeling capabilities or complex optimization techniques for Big Data analysis

Source: SAP Performance Benchmarking

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Mobile

SAP Innovations

Applications

SAP HANA

Mobile

Analytics

Cloud

The widespread use of mobile devices is changing organizations, accelerating the pace of business, and transforming traditional business models and workflows. Today's CFOs are under pressure to keep pace with this change, using mobile technology to drive innovation in the finance office.

Strategic	Enable real-time decision making for executives through enterprise mobility, from real-time access to corporate key performance metrics and opportunities, to engaging in time-sensitive financial processes such as assessing and expediting progress toward financial closing.
Operational	Mobilize enterprise information to allow managers to process financial approvals, monitor internal spend and budget forecasts, and create and enforce compliance policy with trusted, secure financial information. Nonfinance team members also benefit through access to financial customer information through self-service.
Collaborative	Increase enterprise productivity through enterprise mobility by enabling peer-to-peer communication to facilitate decision making on the go.

24%

Higher operating margins where enterprise mobility is embedded in all business processes

Source: SAP Performance Benchmarking

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Analytics

SAP Innovations

Applications

SAP HANA

Mobile

Analytics

Cloud

Enabling an intelligent finance organization by providing up-to-the-minute visibility to key performance indicators across every facet of business operations, using real-time monitoring, root cause analysis, risk mitigation, predictive modeling, and optimization for initiatives.

Inform

From controlling to the line manager, everyone needs trusted information supported by KPIs and metrics to measure their performance. Alerts on instances of noncompliance or a decline in performance trends help you take prompt action to mitigate risk.

Align

It is becoming imperative that the finance organization engages with all lines of business to align corporate strategy and objectives to individual line-of-business performance outcomes. While objectives need to be cascaded and sometimes translated to the line-of-business needs, finance also needs to know when there is a deviation or exception.

Adapt

In this competitive and fast-growing environment, risks are everywhere. Risk of noncompliance with local regulations, risk mitigation and response planning, and controls and compliance enable the company to stay nimble and adapt to the changing market. Moreover, predicting and modeling potential outcomes enable the CFO and controller to support business growth initiatives.

15%

Fewer days sales outstanding where finance leadership has a financial dashboard that provides a timely view into predefined key metrics

Source: SAP Performance Benchmarking

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Cloud

SAP Innovations

Applications

SAP HANA

Mobile

Analytics

Cloud

Fast and flexible deployment of both critical and complementary solutions is the essential aspect of on-demand computing. Solutions for finance in the cloud are purpose-built packaged apps based on best practices that are geared for usability with mobile-first design thinking.

85%

Believe the cloud will have a major impact on their organization through efficiencies, innovation, or competitive differentiation

Source: SAP Performance Benchmarking

Built for Business	Get up and running fast with best practice–based, preconfigured apps that solve specific business problems. Break down barriers to user adoption with mobile-ready apps that look and feel like consumer apps and run on any device. Improve organizational agility with real-time variance analysis and the ability to iterate and adapt on the fly.
In the Cloud	Plan better and act faster with instant insight and real-time planning functionality with many solutions powered by the SAP HANA application cloud. Lower your cost of ownership by leveraging existing on-premise investments combined with native cloud-based apps. Reduce upfront costs with software-as-a-service based on subscription pricing.
Anytime, Anywhere	Increase engagement with simplified, intuitive mobile interfaces for business users and executives as well as Microsoft Office (Excel) for finance. Tap into the information you need wherever, whenever. Analyze, iterate, and adapt on the device or on the desktop.

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Best-Run Customers

Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

63% of the world's transaction revenue touches an SAP software system.

Our customers represent 85% of the most valued brands in the world.

SAP Mobile Platform reliably delivers 1.8 billion text messages worldwide every day.

SAP HANA can increase analysis speed by more than 10,000 times, equal to walking from California to New York in 6 minutes.

SAP touches $12 trillion of consumer purchases around the world.

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Customer Co-Innovation

Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

SAP looks to its customers to help prioritize solutions for product innovations and enhancements for finance solutions. The community drives customer engagement, providing them with the opportunity to learn from each other.

Customer Advisory Council – Finance

Finance executives engage in this vibrant community to exchange best practices and give SAP advice about current and future business challenges.

Executive Value Network for Finance

The Executive Value Network is a business community of practice for senior business leaders, such as CFOs and senior finance executives of our strategic customers. The purpose of the network is to facilitate the exchange of customer success, innovation, and best practices, including business processes reaching beyond software topics.

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Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

Hatch Ltd.
Hatch is a global consulting, engineering, and project and construction management company. Based in Ontario, Canada, Hatch provides solutions and services to industry sectors that include mining and metals, energy, and infrastructure.

Key Benefits

- Scalable platform to achieve growth
- Minimal disruption to business operations despite doubling size of workforce
- Consolidation of customer data from worldwide client base on a single system
- Improvements in assessing and forecasting project status
- Seamless management of global projects
- Better understanding of global and regional operations

+50%
Improvement in capturing global time sheet information

-50%
Time required to create final global customer invoices

-60%
Time required for month-end closing

"SAP has enabled us to confidently monitor our receivables at any time, which is critical to our success in managing more than US$20 billion in ongoing programs and projects around the world."

Glenn Sakaki, Managing Director, Execution Technology, Hatch

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Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

Mindtree

Mindtree Ltd.
Mindtree Ltd., an IT and R & D service company, was named among the top 30 offshore services providers by the International Association of Outsourcing Professionals and Fortune magazine.

Key Benefits

- Greater visibility into project and opportunity pipeline
- Better project tracking with reliable, real-time, decision-support system
- Reduced manual billing effort in spite of 100% growth in number of projects
- Real-time visibility from mPower that enabled a series of operational enhancements
- Better efficiency and decision making due to ability to forecast accurately
- In-house payroll processing leading to annual savings of US$130,00

-33%
Days sales outstanding

+3.5%
Higher resource utilization (1 year after going live)

+1%
Improved profit-after-tax (PAT) margin

"Our SAP software implementations brought significant business benefits, which led to an improvement of 1% to our PAT margins."

Ashok Soota, Chairman and Managing Director, Mindtree Ltd.

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Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

KPIT Cummins

KPIT Cummis Infosystems Ltd.

KPIT Cummis is a leading technology solution partner for global manufactures. The professional services company specializes in solutions for automotive, energy, utility, industrial equipment, and semicondutor companies.

Key Benefits

- Scalability to support rapid growth with improved ability to integrate acquired companies
- Streamlined operations and enhanced effectiveness of business processes
- Improved productivity of global resource pool

5%
Increase in resource utilization

70%
Faster invoicing cycle times

8%-10%
Faster revenue realization

"As a professional services company, our people are our most critical asset, and we needed to give then the tools to be as productive as possible. That's why we chose the SAP ERP application."

Anantanarayan Seivur, Head of Information Systems Group, KPIT Cummins Infosystems Limited

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Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

Genotypic Technology Pvt. Ltd.

With a growing portfolio of highly innovative genomic services, including next-generation sequencing technologies and custom icroarrays, Genotypic Technology Pvt. Ltd. is becoming a global leader in genomics.

Key Benefits

- Greater customer satisfaction
- Accurate inventory management
- Greater market share
- 100% projected ROI
- Efficient production and procurement planning
- Integrated business processes
- Automation of manual processes
- Easy communication between production and CRM
- Real-time information available to management

30%
Faster material procurement

+25%
On-time delivery of products and services to customers

20%
Lower operating costs

"SAP Business ByDesign helps us optimize our entire business without costly internal IT support. This enables us to remain highly competitive globally and provide innovative and cost-effective biotech services to our customers."

Dr. Sudha Rao, Cofounder and Vice President, Genotypic Technology Pvt. Ltd.

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Why SAP?

Best-Run Customers

Hatch

Mindtree

KPIT Cummins

Genotypic

Why SAP?

Delivering greater value while consistently reducing the cost of finance is a key objective for finance executives. SAP solutions provide the integrated, standardized, and innovative foundation required by finance organizations.

Finance executives are expected to turn their attention to delivering greater strategic value to the business, while remaining firmly focused on minimizing the cost of finance operations. To achieve this, they need to:

- Ensure regulatory compliance and effective risk management
- Outperform financial objectives and create sustainable value
- Deliver superior service at a reduced cost

Organizations need integrated finance solutions that:

- Deliver standardized, end-to-end processes
- Embed risk management and compliance controls
- Provide the right insight at the right time on the right device

A comprehensive finance system landscape is enabled with SAP solutions for governance, risk, and compliance, SAP solutions for enterprise performance management, and core SAP ERP Financials solutions.

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Find Out More About How Your Organization Can Become Best-Run

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Position your organization for dominance in this new economy with the business performance benchmarking program from SAP – available free to SAP customers and select prospects. The SAP benchmarking program has helped more than 3,000 organizations assess their strengths, uncover areas for improvement, and identify best practices and IT strategies that generate clear, tangible value – not someday, but today.

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