



stefanini

GROUP

CO-CREATING SOLUTIONS
FOR A BETTER FUTURE

Digital Transformation Leveraging
Cloud Platforms, Analytics, and Artificial
Intelligence



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AGENDA



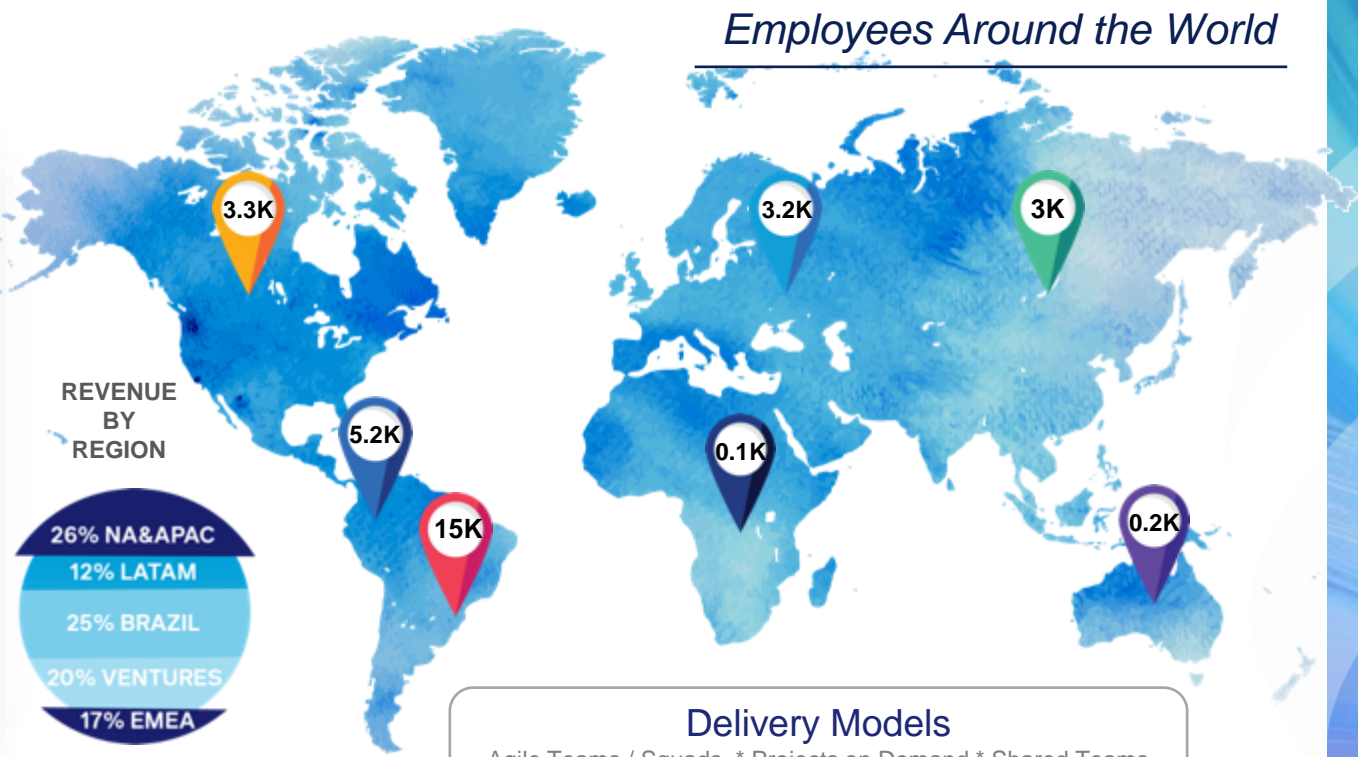
Stefanini @ a Glance

CORE SOLUTIONS

- Digital
- Marketing Agency, User Experience
- AI Integration, IoT and Industry 4.0
- Applications
- Development Services, Management Services, Solutions Implementation and Support Services
- Workplace & Infrastructure
- End-user Computing, Enterprise, Customer Experience
- Advisory
- BPO, ITSM & IT Strategy
- Cloud Based Consulting

TRANSFORMATIVE TECH

- Business Agility
- Cognitive Platform
- Cybersecurity
- Analytics / Big Data
- Virtual & Augmented Reality



Delivery Models

Agile Teams / Squads * Projects on Demand * Shared Teams
Dedicated Teams * Onshore, Offshore & Nearshore

Key Stats

Global Delivery Center	Digital Studio	Infrastructure Delivery Center & ADC – Application Delivery Center		
	<ul style="list-style-type: none">• Brazil• USA• Romania• Colombia• Mexico• Peru	Europe <ul style="list-style-type: none">• Belgium• Romania• Poland	NA & APAC <ul style="list-style-type: none">• United States• India• Philippines• China• Australia	LATAM <ul style="list-style-type: none">• Peru• Brazil• Mexico• Columbia• Argentina

US \$ 1.08 B Revenue 2021	Headquarters SP – Brazil Regional HQ: Mexico City - MX Southfield – US and Brussels - BE
1,010 Active Clients 62% Global / Regional Clients	97% Client Satisfaction 11.7 avg years Client Relationship
Client Profile: 69% multinational – 67% revenue above US \$ 1 B	Recognized in 91 reports by:

41
COUNTRIES

30K
PEOPLE

44
LANGUAGES

1,020
CITIES

Profitable and growing YoY since our inception in 1987



Transformation Strategy

Setting up a company's view of the future and its strategic objectives



Transformation Management

Developing the strategy into actionable frameworks and work processes



Transformation Engagement

Changing the culture and mindset for innovation and to achieve engagement

Maturity ASSESSMENT

A framework for analyzing digital and innovation maturity and envisioning a path forward.

Future LAB

A set of solutions to understand signals of change in the market so that from these insights we learn to drive the future from today

Transformation PURPOSE

Co-creating a vision that will guide the company's transformation in the current or business model.

OKRs DEFINITION

Defining success and performance metrics of transformation initiatives.

Lean Portfolio Management

Creating a framework for defining, prioritizing, and evaluating innovation initiatives.

Co-Creation DESIGN

Immersive approaches to the design of strategic experiences or projects and products.

Innovation FRAMEWORK

Implementing framework and teams dedicated to creating innovation or company concepts.

Innovation ACCOUNTING

Tracking and measuring the success of innovation initiatives.

Training & COACHING

Cultural transformation through training and coaching at different levels.

Collaboration ECOSYSTEM

Engage players from the whole ecosystem and promote open innovation.

Innovation LABS

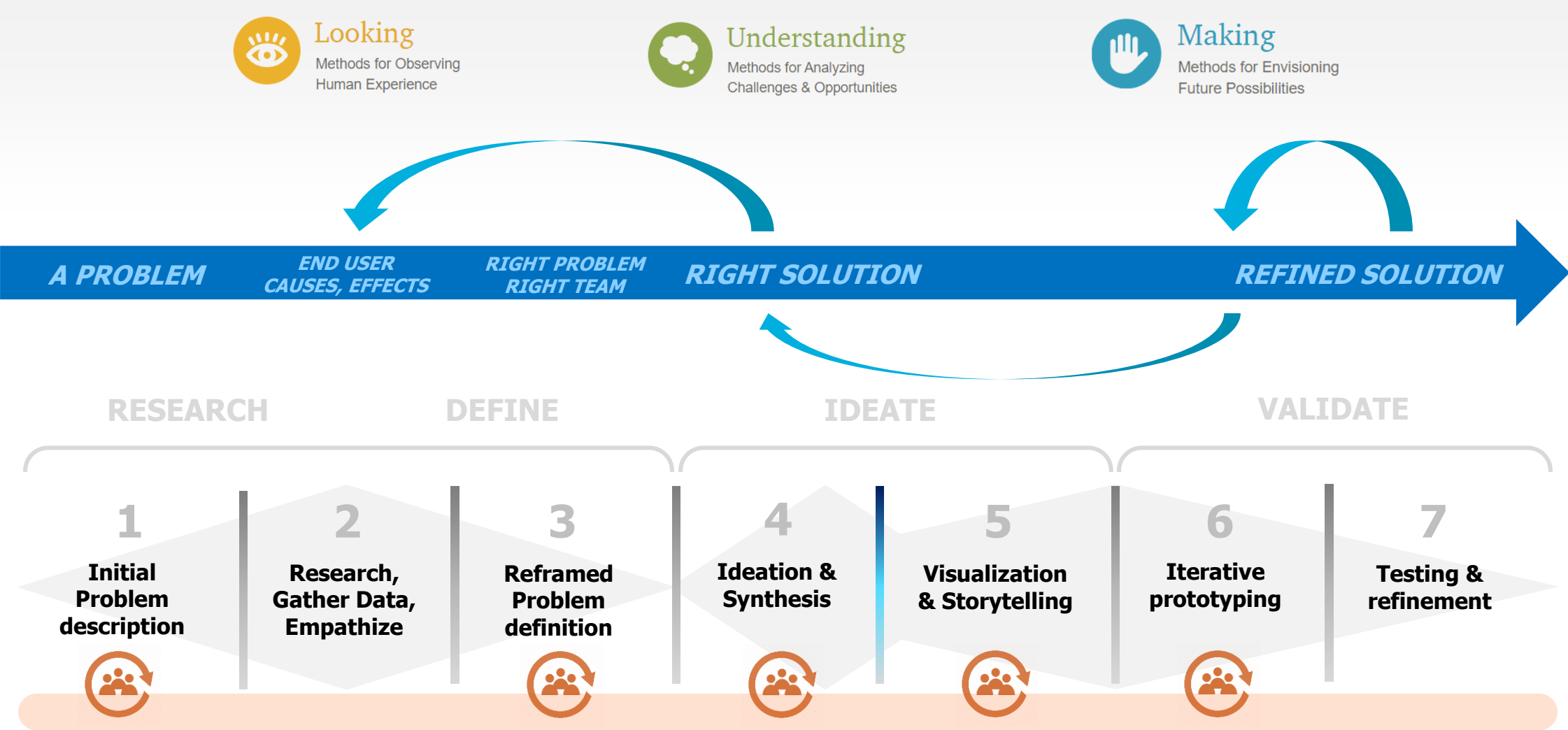
Creating spaces to facilitate collaboration and enable experimentation.

Innovation TEAMS

Setting up multidisciplinary teams to generate value through innovation.

7 Areas We Can Help

Human-Centered Innovation Journey: Research and Data Driven, Iterative




Opportunities for Iterative Co-Creation Sessions

SAP Practice In Numbers


Harvesting an in-depth expertise in transforming organizations into **Intelligent Enterprises**





Stefanini has > **650** sucessfully executed SAP projects globally

**SAP Industry Journey**

**RISE with SAP**

**Intelligent Enterprise**

**Implementation & Rollouts**

**Digital AMS + with Agile**



Consultants



Years of SAP



Annual Business Digitization and Transformation Projects



Customer Satisfaction



Smart Alternative
Global Reach with extensive Industry and Localization expertise

COE's in Cloud, Analytics, AI/ML

Market recognized Digital AMS offerings

Intelligent Enterprise Transformation



- 
 - Leaders in Brazil on S/4HANA
 - Challengers in North America
- 
 - Aspirants in SAP S/4HANA Globally



Partnership

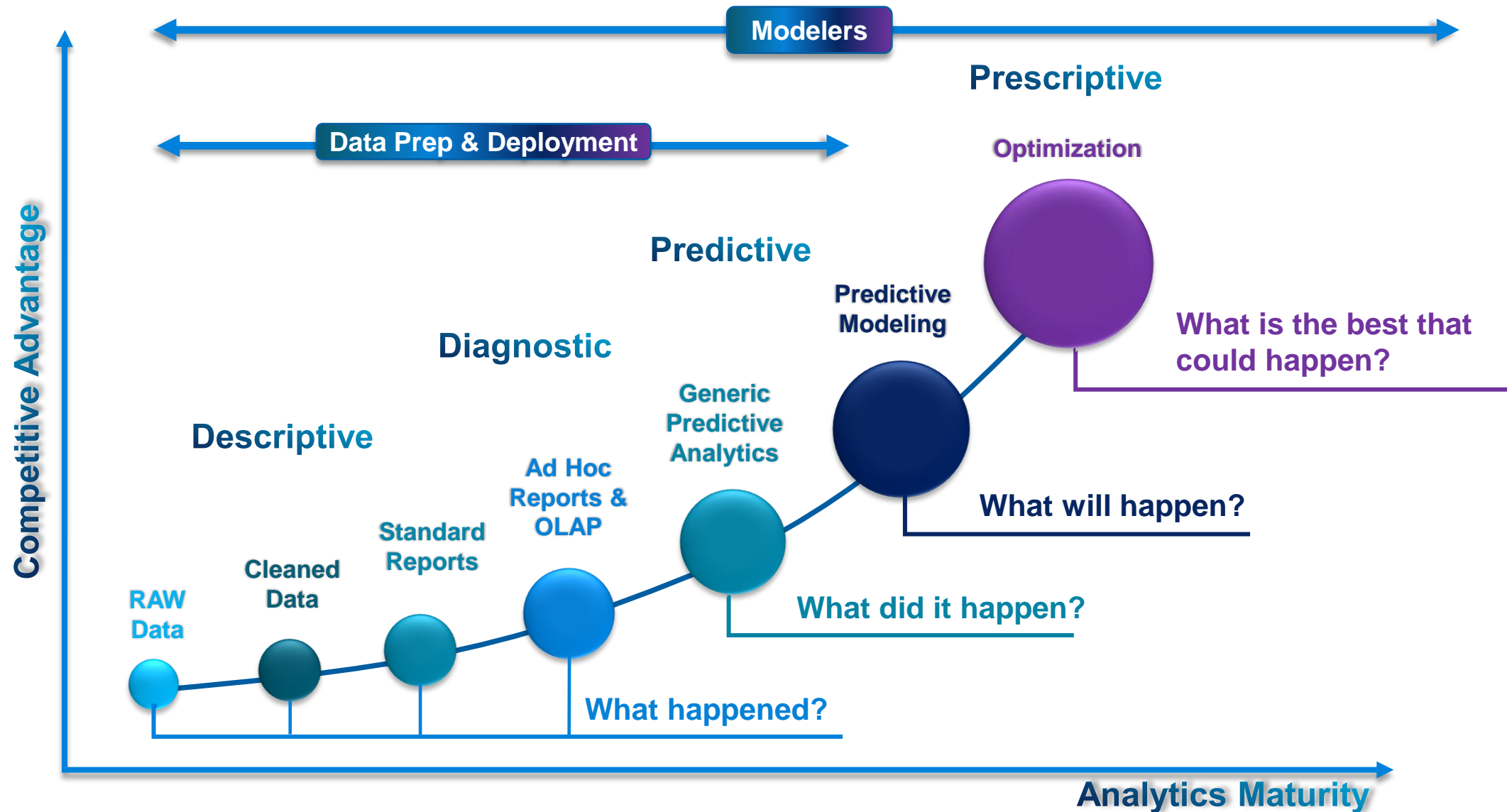


SAP Key Clientele Case Studies

Agile/Activate/DevOps	24/7 Global Support	Cloud & S/4 Hana Implementations	Digital S/4 HANA AMS
<ul style="list-style-type: none"> Multiple enhancements Sprints: Every 2 weeks or adjusted to fit necessities Reduction of Development time: >20% 	<ul style="list-style-type: none"> 300+ applications transitioned in 12 weeks 50,000 Users Support in follow the sun E2E SAP Product Support SF LMS full suite 	<ul style="list-style-type: none"> S/4HANA including Finance, O2C, P2R, MFG, GRC, Security and CPI Reduction of operational risks Reduction of processes and manual adjustments SOX Compliance Support Integration with third party tools like Card connect and Vistex 	<ul style="list-style-type: none"> Successful and "Risk-Free" transition Deployment of resources with local knowledge for specific LATAM requirements. (example; SAP Brazil taxation and Chile/Peru tax experts in the local region) 
<ul style="list-style-type: none"> SAP WM Implementation 12 Sprints - 7 Months of project Accelerated Launch : 2 Months 	<ul style="list-style-type: none"> SAP Modules support MM, SD, LE, PP, QM, FI, CO, PPM, WM, HR Enhancing New requirements & Business requirements 15% incidents count YoY reduction SolMan 7.2 implementation CSI's 	<ul style="list-style-type: none"> Full S/4HANA implementation and Rollout to 4 group companies On-site & remote mixed implementation Factory model Template Management 	<ul style="list-style-type: none"> Support & Migration from ECC to S/4Hana MM, SD, PP, PM, FICO L2, L3 Incident and Service request management Transformation tools 
<ul style="list-style-type: none"> Master Data Cleansing in LATAM 4 Sprints – 2 Months Integrated solution for Faster response time >30% 	<ul style="list-style-type: none"> S/4 Hana AMS support Enhancement support SAP Modules: MDG, MM, Ariba, SD, Concur, PP, IBP, FI, CO, BPC, BW, BO, CPI-PI/PO, GRC and BASIS Executive dashboard & reporting 	<ul style="list-style-type: none"> S/4HANA Full Suite Roll Out and Support Increased efficiency and control of GUIDONI processes Improvement in data quality Reduction of operational risks Reduction of processes and manual adjustments 	<ul style="list-style-type: none"> We handle N1, N2 and N3 SAP incidents and more than 200 Agile model Optimized TCO by leveraging Stefanini delivery models Predictable deployments by providing visibility on volumetric assessment 
			



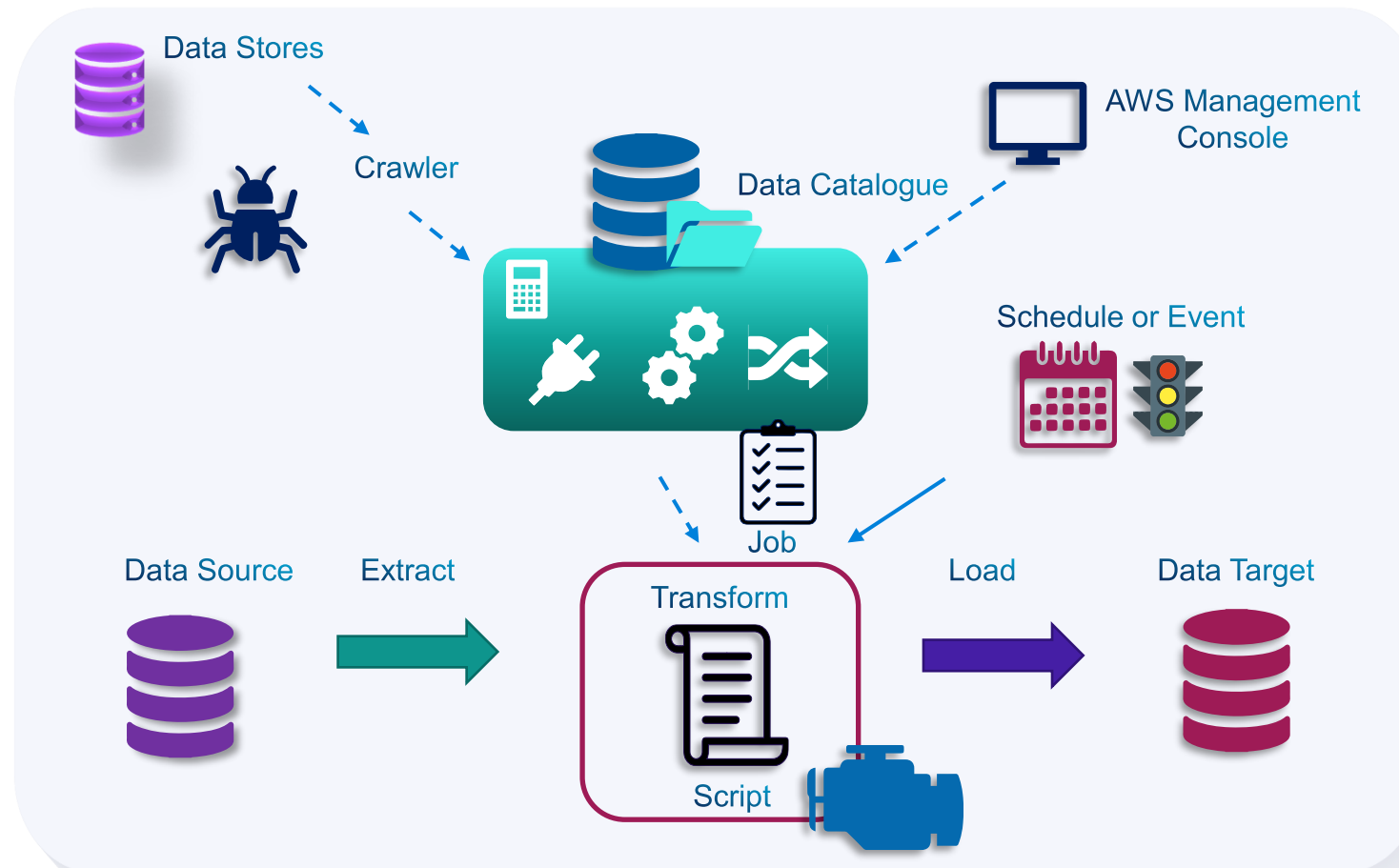
Analytic Maturity; Moving from Descriptive to Prescriptive



Case Study – Largest Serverless ETL with AWS Glue Architecture

Client: Logistics and Supply Chain Firm

Scope: Fully managed serverless ETL to categorize, clean, transform, and reliably transfer data between different data stores in a simple and cost-effective way.



Stefanini's Data Integration and Orchestration Value-Added Benefits

➤ Real-time Data Processing

You can continuously collect data as it is generated and promptly react to critical information about your business and operations.

➤ Simple and Easy-to-Use

Create data ingestion stream with reduced timeframes

➤ Scalable Data Streams

User can create stream throughput of megabytes to hundreds of gigabytes per second.

➤ Low-Cost

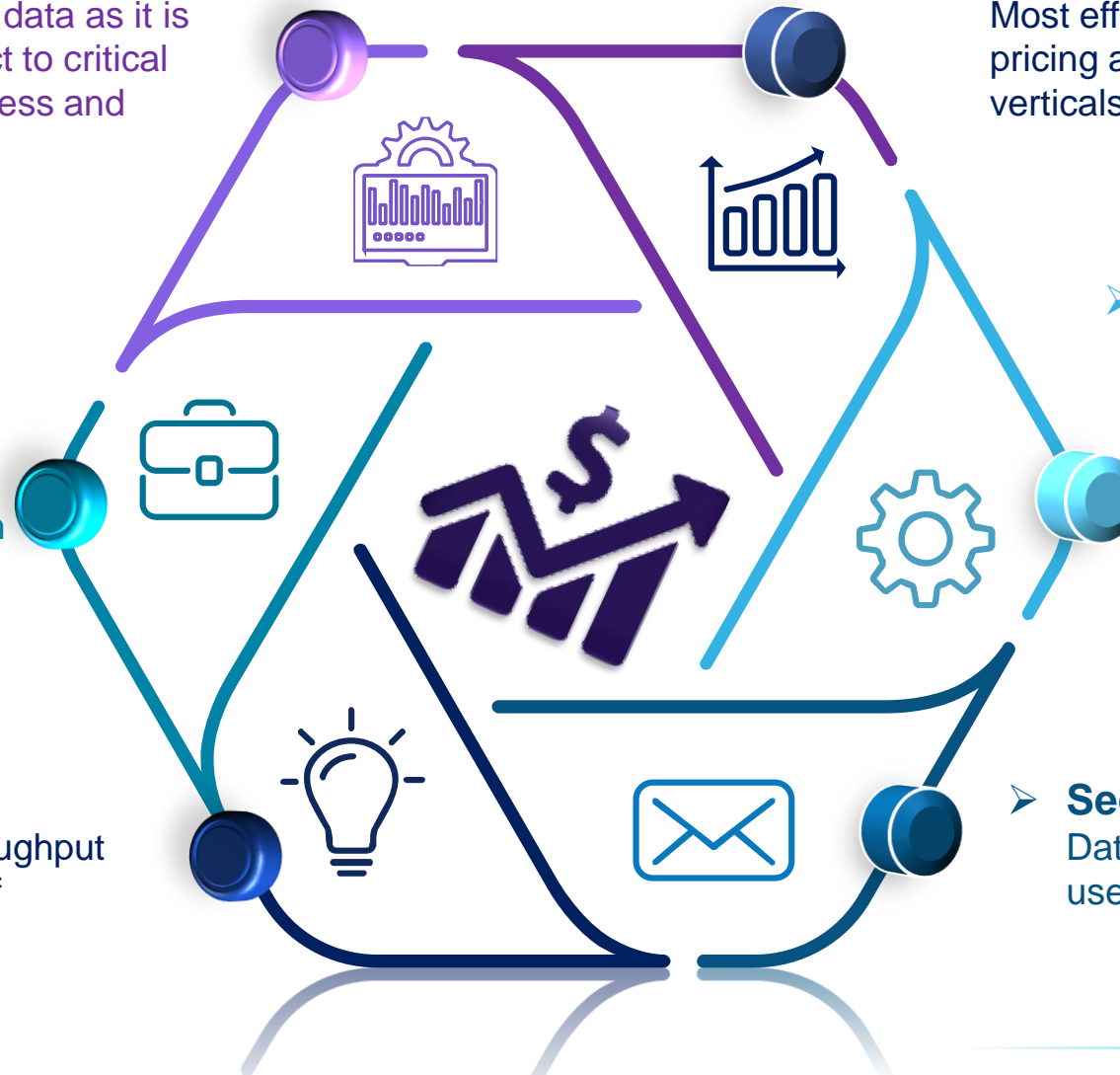
Most effective, competitive pricing across industry verticals

➤ Reliable

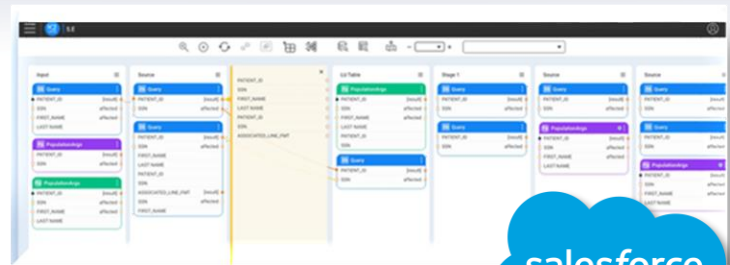
Data Ingestion Service synchronously replicates user streaming data across multiple logical racks and can preserves user data up to X days, preventing data loss in case of application failure.

➤ Secure

Data encryption transmission, user data isolation storage.



No-Code Data Integration and Rapid Delivery Transformations



Enterprise Data Integration



Accelerate Data Ingestion



Understand and Govern Data

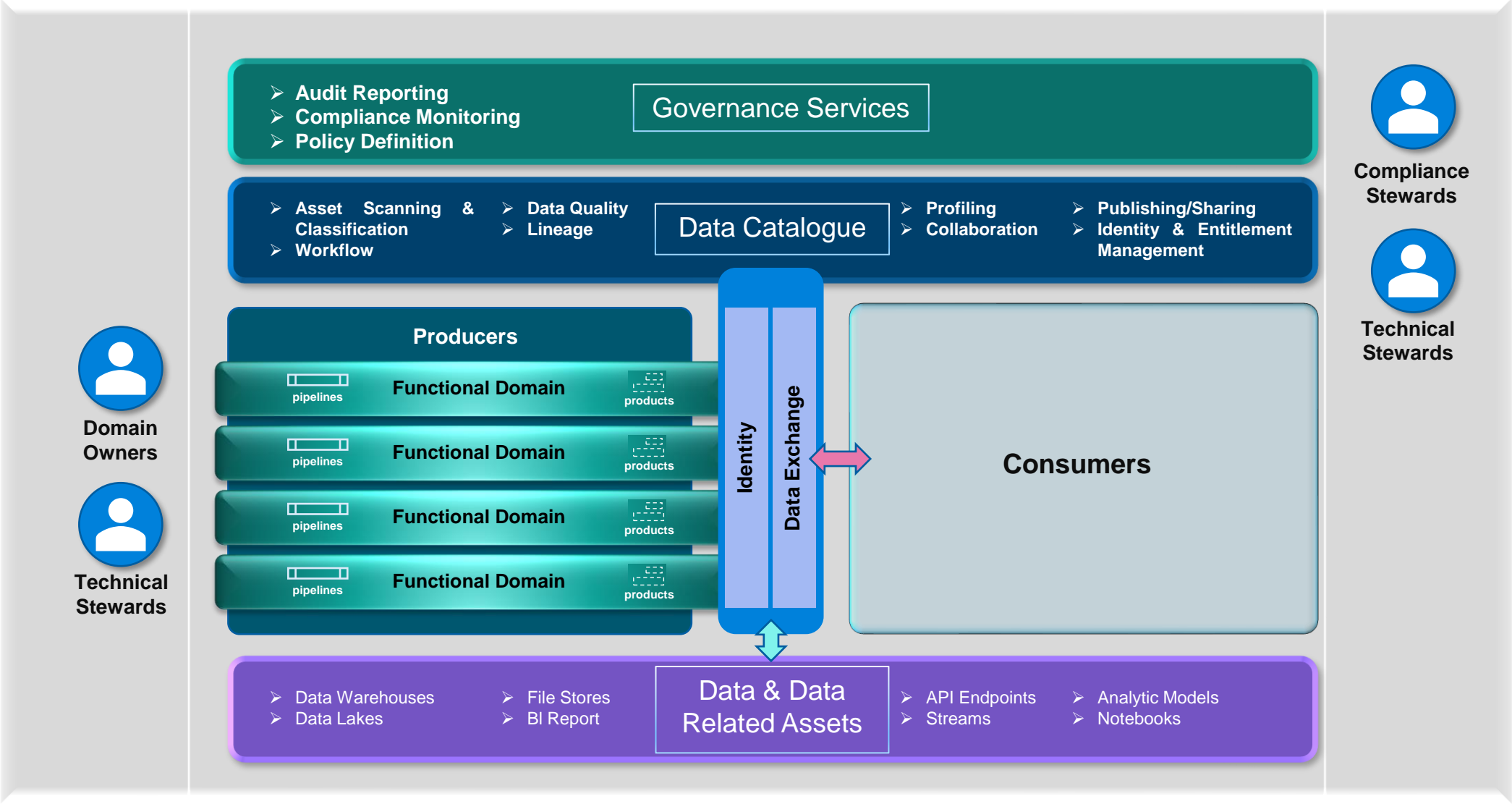


Deliver Data to wide Audience

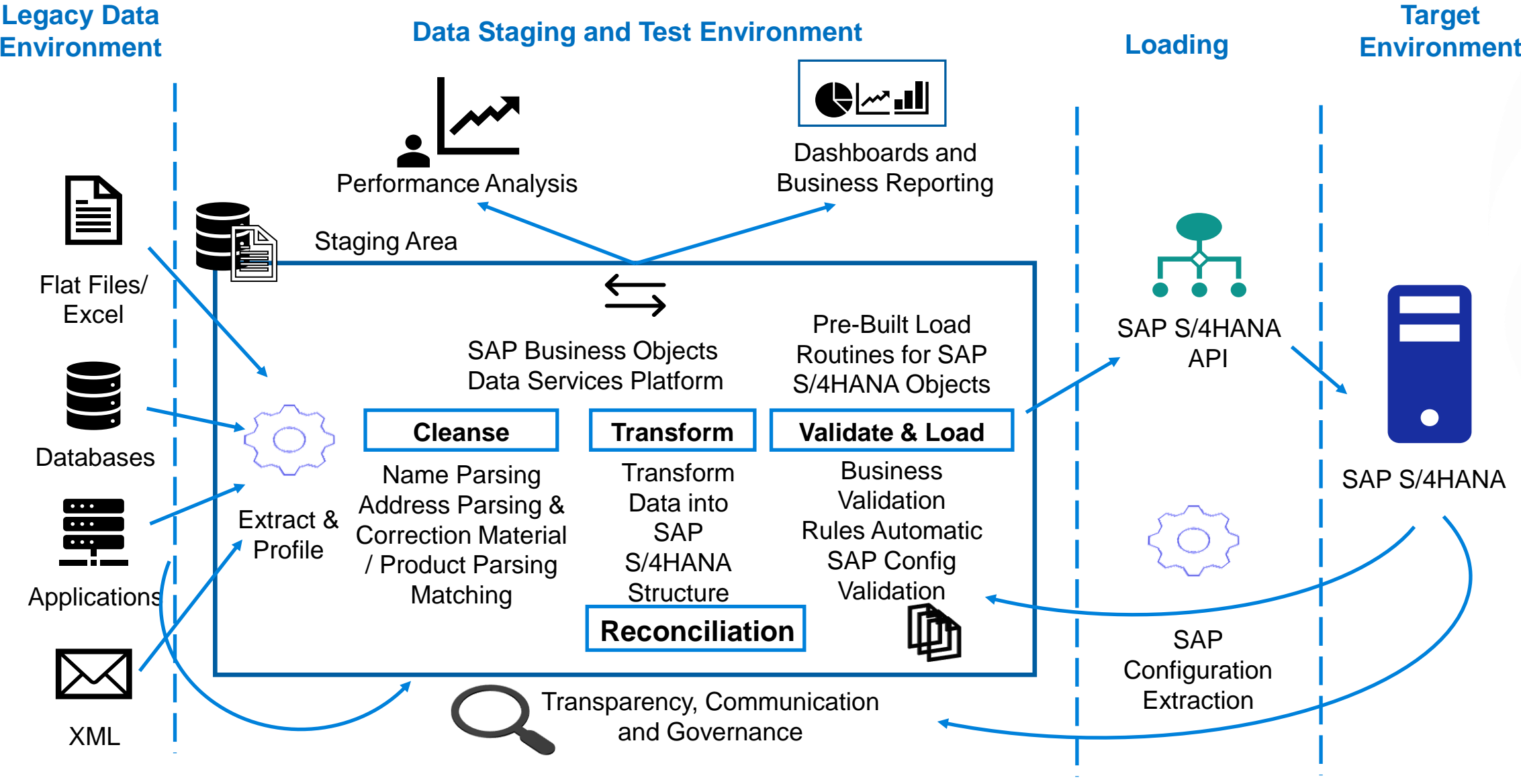


Unified Data Management

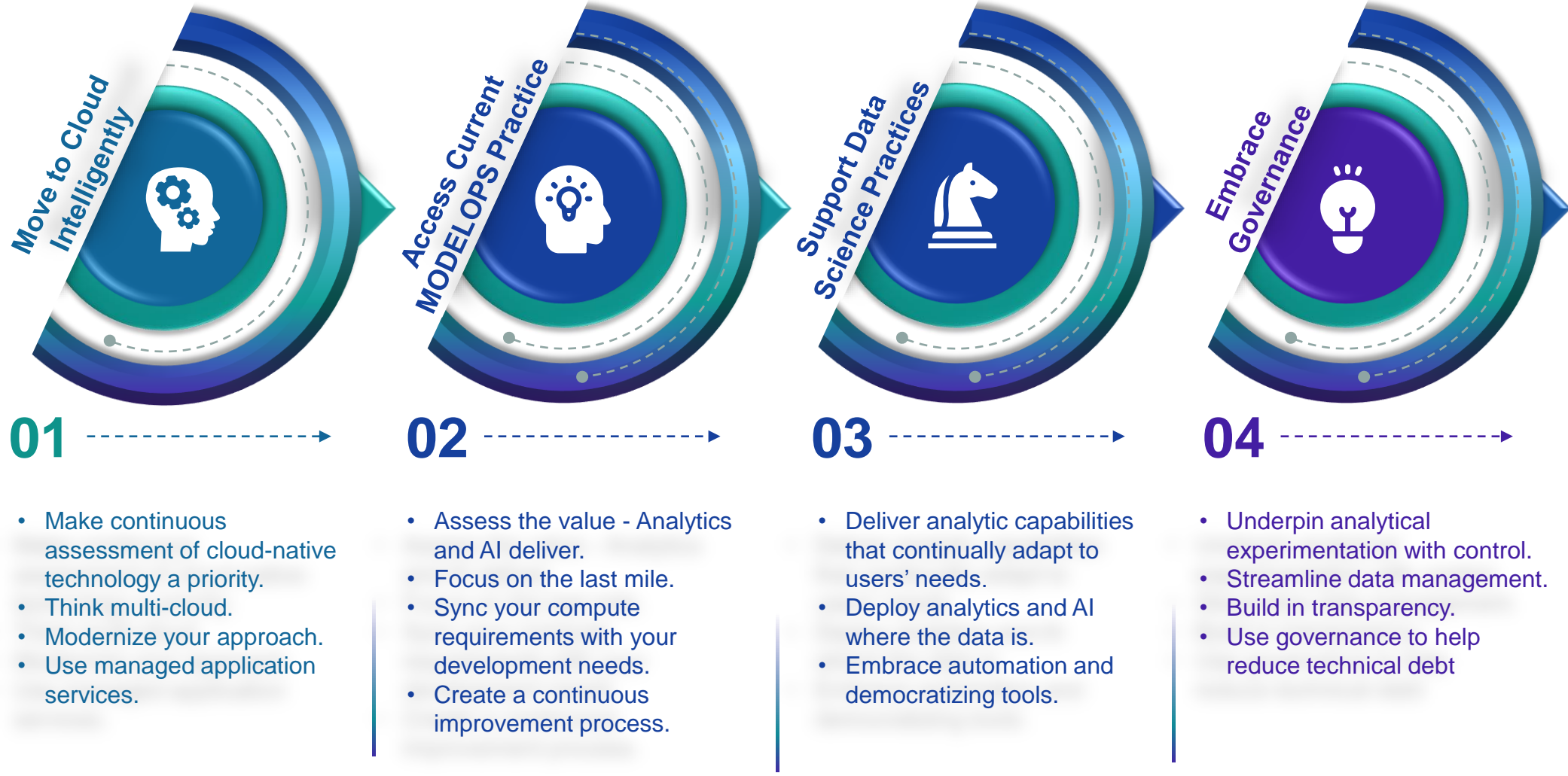
Establishment Of A Digital Fabric Footprint



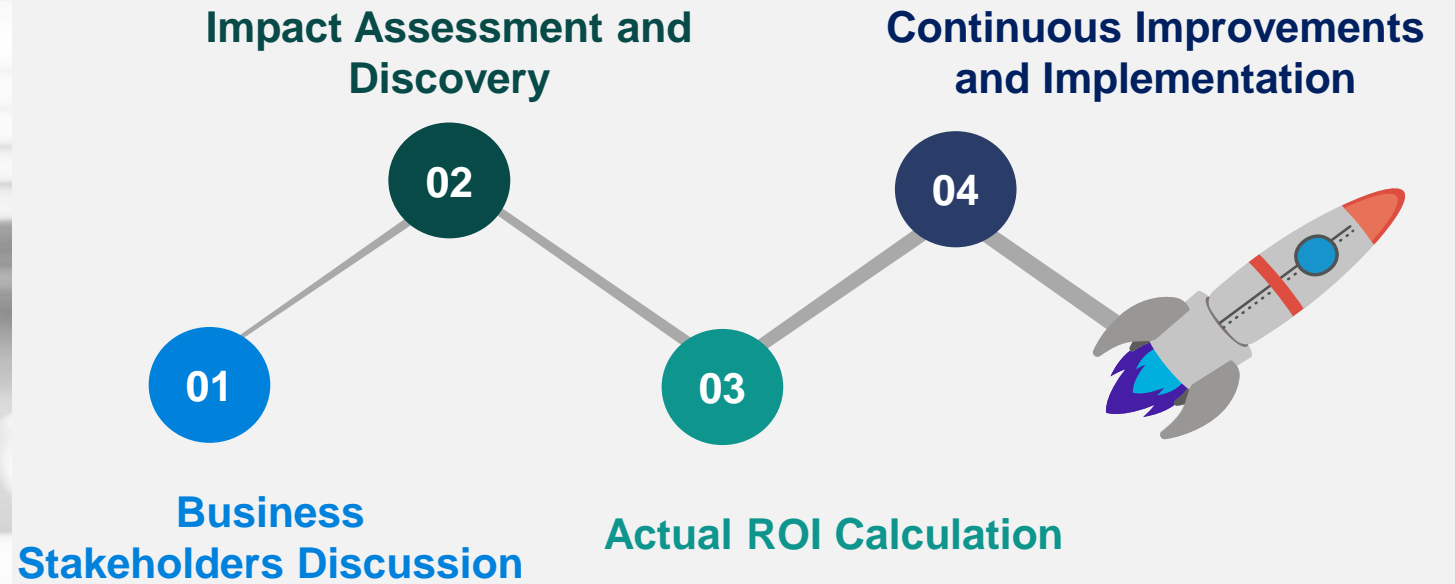
SAP Rapid Data Migration Architecture – Use Case



Stefanini's Resilient Analytics and AI Methodology



What's Next



For questions and inquiries please contact

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Visit our Booth #20



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THANK YOU