



Delivering Business Value - S/4HANA

September 23, 2022

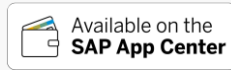
- ✓ Company Overview
- ✓ Planning for Business Value in S/4 Programs
- ✓ Delivering Business Value in S/4 Programs
- ✓ Customer Stories





About Applexus

**Deep industry
expertise in retail and
consumer industries**



Headquartered in Seattle
Delivery Centers in US,
Canada, India, and Sri Lanka



Leader in SAP S/4HANA Digital
Core & Analytics
Implementations



Innovative Solutions with
industry cloud solutions from
SAP

Select Customers



Applexus Core Service offerings



Our Focus: Deliver business value through digital transformation leveraging SAP and best-of-breed solutions



**Business
Transformation**



**S/4
Implementations**



**Data &
Analytics**



**Premium
AMS**



**Industry IP
Solutions**

SAP® Qualified
Partner-Packaged Solution

Service offerings supported by IP assets – Industry Focus Solutions



IFS for Retail



IFS for Fashion



IFS for Consumer
Goods



S/4 Finance
Starter Park



Operational
Analytics Starter
Pack



IFS for CAR



RunWay &
RunningStart



Planning for Value



Value is not clearly understood prior to and through the program



Value does not drive solution design



Value is overlapping across programs



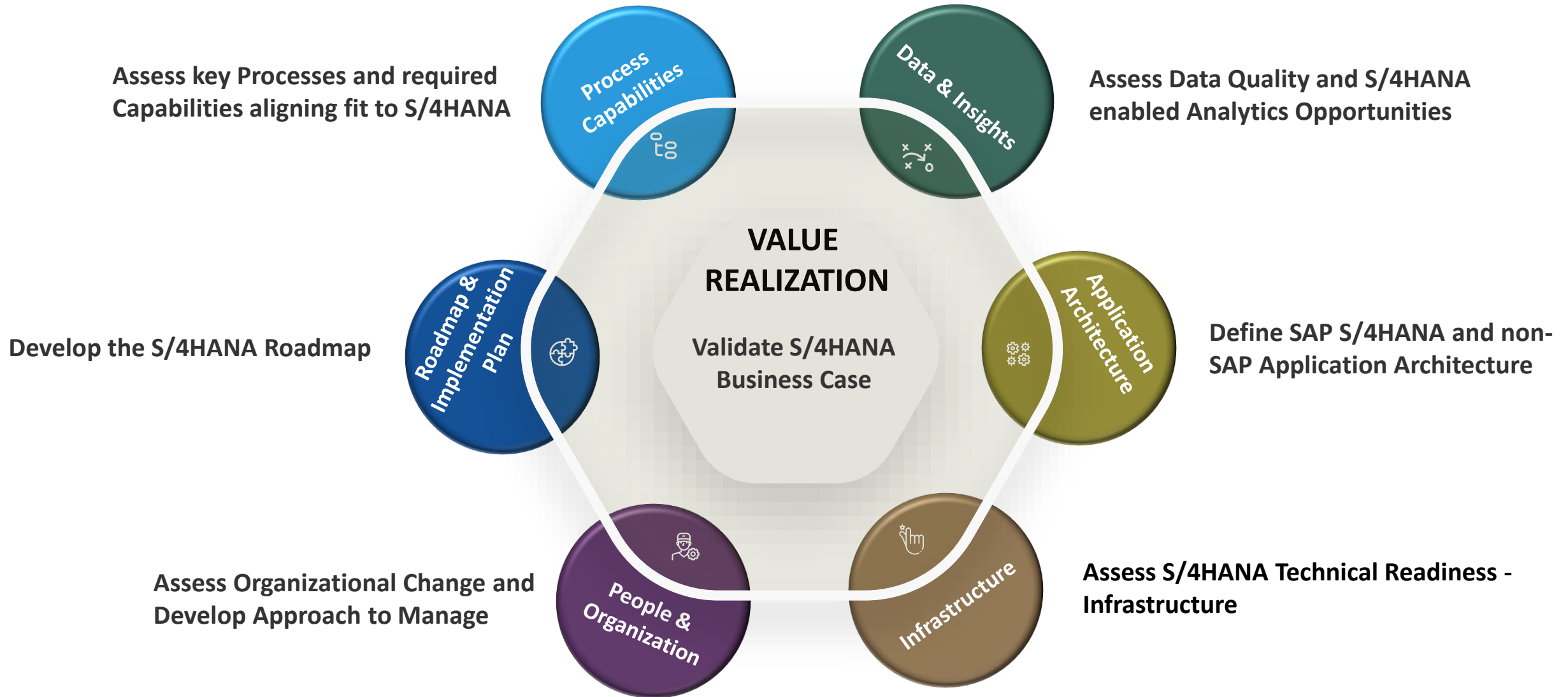
No clear accountability for achieving business results



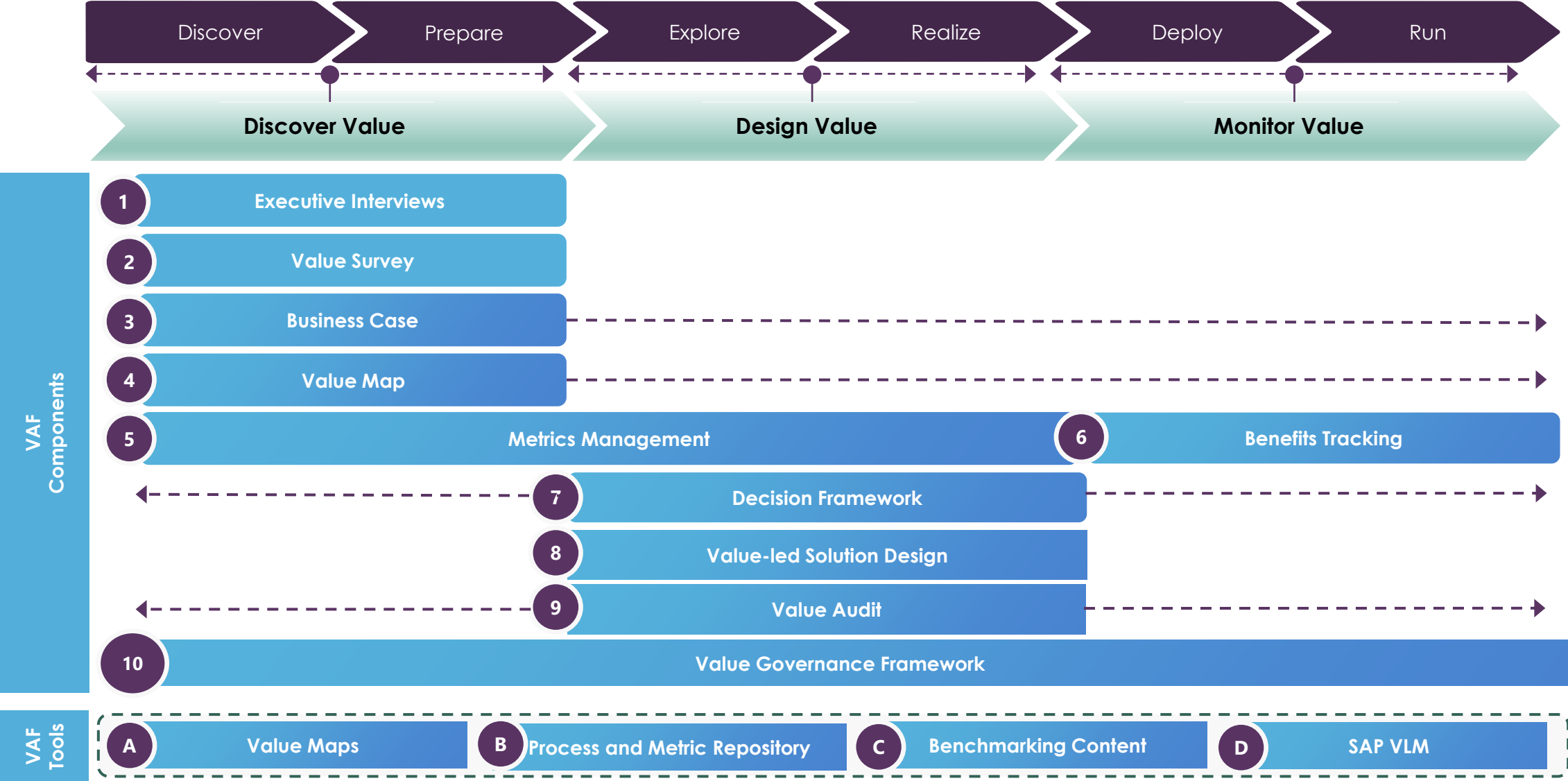
Value is not tracked throughout the program

“ On average, large projects run 45% over budget and 7% over time, while delivering 56% less value than predicted ”

- Michael Bloch, Director, McKinsey



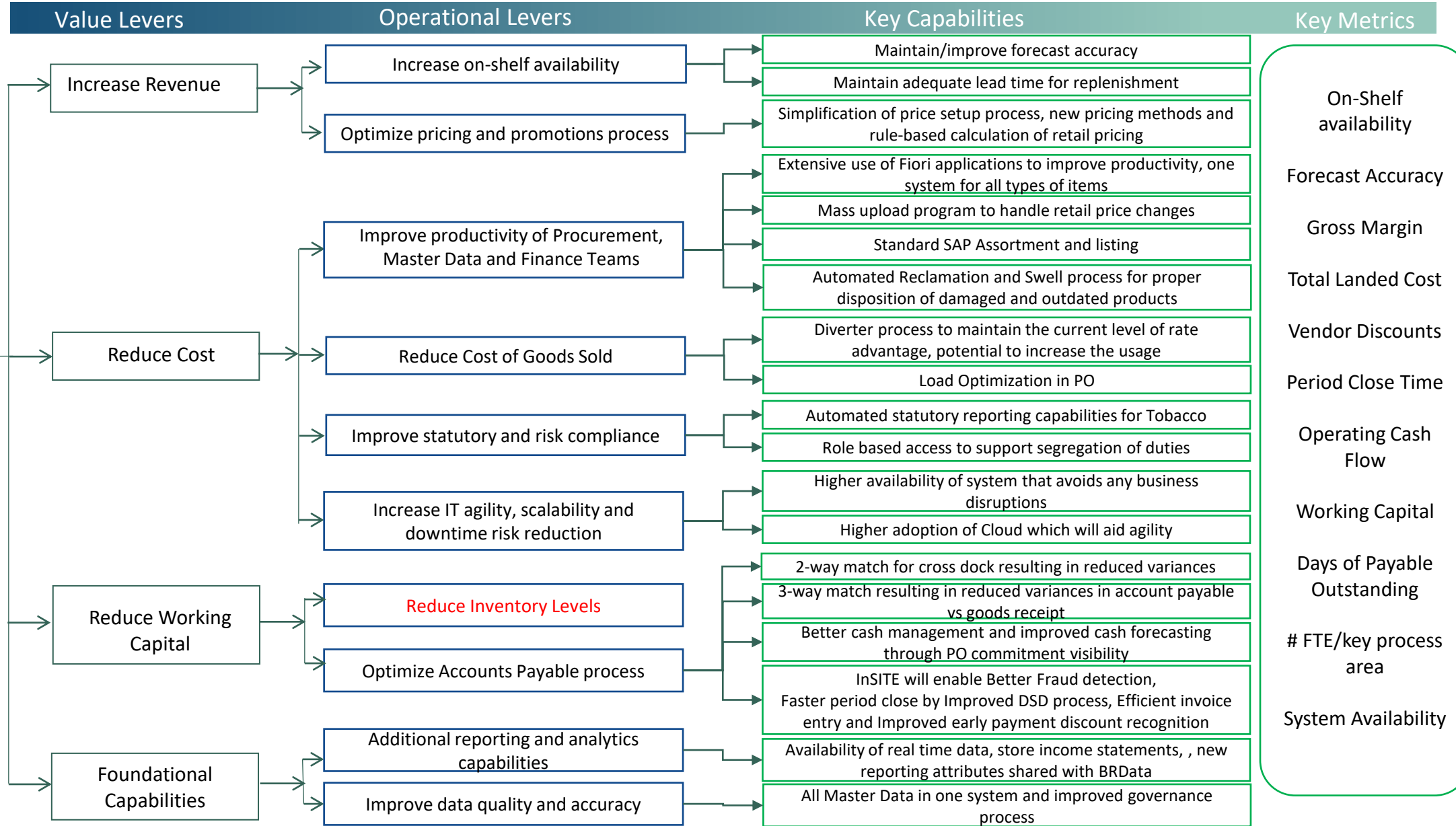
Value Assurance Framework components and proprietary tools are applied throughout the program lifecycle



Sample Value Assurance Deliverables

VRM Component	Description	Purpose
Value Survey	Step by step analytical approach to assess the gaps for value creation and set direction for a transformation program	Develop project vision and ensure the project's objectives align with overall strategy and market dynamics.
Business Case	An analysis of the full business value impact of a proposed investment - Identify key value drivers, business benefits range, cost drivers & Financial Calculations (NPV, IRR, ROI..)	Analyze benefits, costs, risk and assumptions of a program in order to help make the decision to invest into a project <ul style="list-style-type: none"> For S/4 assessment, process improvement initiatives, analytics programs or as a standalone initiative
Value Map	A visual representation to show linkages of value from financial levers to operational levers to change initiatives to corresponding business processes	A communication tool to engage key stakeholders in the program and illustrate value linkage from strategy to execution
Metrics Management	Defines a list of metrics and ownership and KPIs relevant to the project	Establish ownership and traceability for key metrics in order to monitor measurable performance of critical processes <ul style="list-style-type: none"> For S/4 assessment and implementation
Benefit Tracking	Dashboards to monitor benefits realization in terms of performance, actions and responsibilities	Ensure that the value identified during the earlier phases is monitored and realized during and after the design phase
Decision Framework	A tool to make better decisions about scope, prioritization of requirements, and structure of the program based on value	Focus requirements gathering and prioritization on capabilities that deliver most value to the enterprise
Value Led Solution Design	A simulation approach to ensure the project is designed to achieve strategic, operational and value goals, cross program dependencies and governance structure	Optimize the business process and resource utilization prior to system go-live, and reduce re-work post implementation
Value Audit	A rapid review of a program's value realization practices, to identify strengths and opportunities for improvements	Identify maturity of a clients value realization process, to ensure project value is being tracked and to reduce risk of value erosion <ul style="list-style-type: none"> In conjunction with S/4 implementation or as standalone

Value Map - Example



Value through Insights

There are challenges with the current decision-making processes
Most analytics is consumed in hindsight, after the fact

Insight consumption
takes hours and days delaying the decision-making process

Cherry-picking data points to make a case for the decision already made

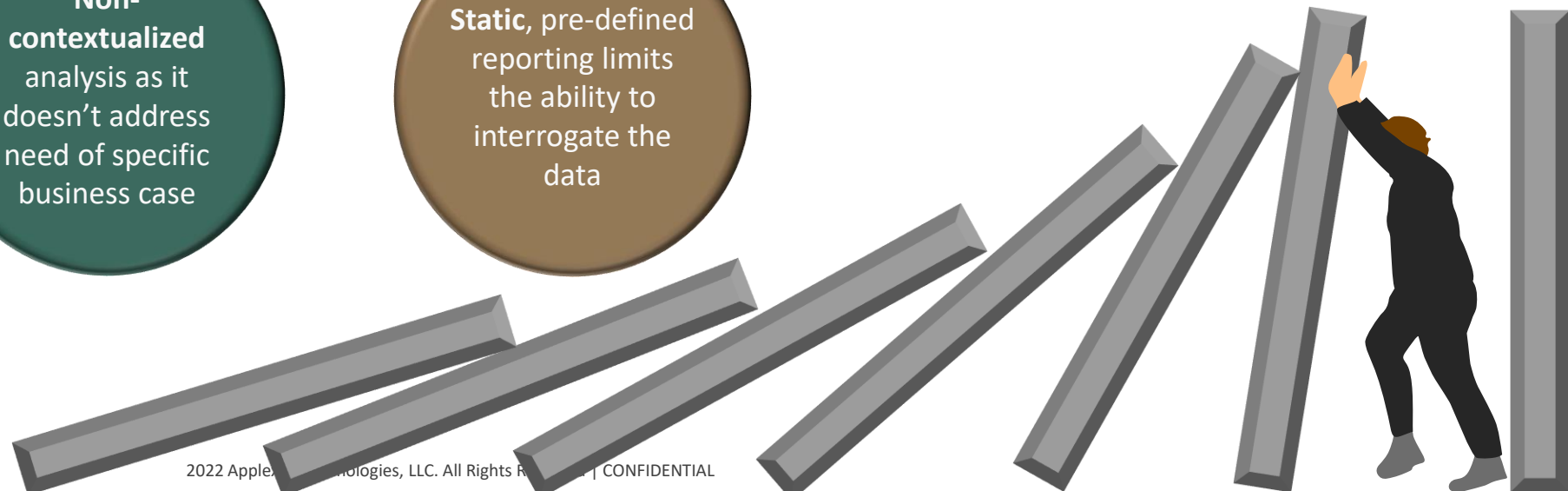
Analysis is conducted after the outcome to **seek validation** for the decision

The emergence of data-driven business models requires insights to be pushed to the **frontlines**, at the point of decision making

Lacks **self-service ability** and agility as there is too much dependency on IT

Non-contextualized analysis as it doesn't address need of specific business case

Static, pre-defined reporting limits the ability to interrogate the data



Commercial Products

nEXIM



- India's first SAP Co-Innovation Product, provides an end-to-end export import management solution to optimize International Trade Processes
- Automates the extensive documentation process while seamlessly complying with international trade rules & regulations
- SAP store - [Available](#)



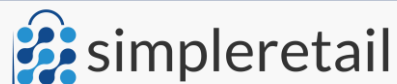
Applexus InSITE



- AI/NLP Powered Procure-to-Pay Invoice & Accounts Payable Automation solution
- Offers a central invoice management platform with automated exception handling and approval workflows
- SAP store – [Available](#)



SimpleRetail



- An intelligent digital store and consumer experience platform built on SAP ERP
- Powered by AI, SimpleRetail offers superior curbside, delivery, and touchless in-store buying experiences while transforming the retail store operations to deliver this efficiently
- SAP store - [Available](#)



IRIS



- Integrated suite of AI powered rapid deployment offerings to make more precise predictions, automate decisions, accelerate time-to-value and optimize workforce to achieve your goals faster.
- Intelligent Customer Insights - [Available](#)
- Crisis Command Center - [Available](#)



Delivering Business Value in S/4 Programs

**Built around
Speed**

**Focus on
Value**

**Improved
User Adoption**

**Enable
Data-Driven
Decision Making**

**Scalability
& Flexibility**

- Executive Alignment – Where is the value in the investment and where it isn't
- OCM – Preparing the business for the change and why it is good
- Design – Focus on standard unless strongly enhances business value
- Scope – As changes inevitably come in, only allow those tied to value case
- Testing – Scripts should focus on ensuring the value case
- Go/No Go – Make sure the high value and critical operations are solid
- Cutover – Make sure you validate capabilities critical to value case
- Run – Audit that the expected value is being achieved

Customer Stories

WE ARE 

**Leading Fashion
Brand based out
of the UK**

Fastest S/4 Fashion
implementation

Reduced custom
developments

Real-time insights
with Embedded
Analytics

Improved
productivity
through Reduced
data maintenance

Increased Order
Accuracy via Single
Business Process

Increased cost
control

Efficiency through
partner innovation

- **Delivery across 5 countries on 2 continents**
- **100% remotely, and in multiple time zones**
- **8 months from the Contract to Go Live**

ingles

**\$5B Regional
Grocer**

Retired Legacy ECC
Financials replaced
with S/4 enabling
faster close and lean
Chart of Accounts

Reduced custom
developments
reducing TCO of
Finance solution

New COVID Vaccine
scheduling system
improved store
traffic along with
social responsibility
benefits

Improved accuracy of
Sales Audit process
while establishing
foundation for
improved store
inventory

Retired Legacy
COBOL Master Data
and Purchasing
consolidating into 1
system reducing
errors and
reconciliation

Improved cash
management and
forecasting through
PO commitment
visibility

Improved AP
processes reducing
effort, improved
fraud detection and
recognition of early
payment discounts

- **Fit-to-Business to improve user adoption**
- **Replacing burning platform**
- **Improved Sales Audit accuracy**



Leading provider of
automotive services
and supplier of
premium motor oil.

Trade Spend
Analytics

Pricing Analytics

Brand Share Analytics

Retail Sales Analytics

Volume Forecast
Analytics

Category Analytics

Provided Agile
System of Insights –
leveraging DWC, SAC

- MVP with more than 60% of desired features delivered within 6-8 weeks
- Single Version of Truth unifying SAP and Non-SAP Data
- Established the foundation for future Analytics use cases

The background is a light gray with several abstract geometric shapes. There are four 3D pyramids in shades of blue and teal, arranged around the central text. There are also several circles in shades of teal, purple, and light gray. A large, light gray curved shape is at the bottom right. The word "Questions?" is in the center in a bold, black, sans-serif font.

Questions?

Thank You



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