CAPEX and OPEX Planning with SAC and SAP ECC

Hank Marotske

Account Executive, Avvale

Zack Suarez

SAC Team Lead, Avvale

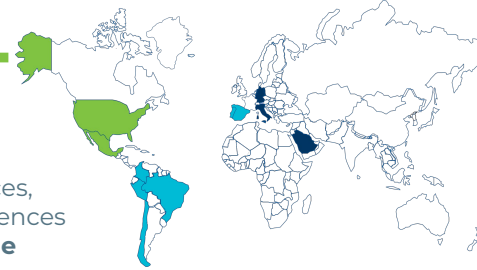# About Avvale

OUR PURPOSE

We transform our clients into **digital, sustainable leaders** through innovation

OUR PRESENCE

3000+
People

An inclusive mix of cultures, competences, attitudes and experiences to create **One Unique Company**

GROWTH

$350M
Revenue

Double digit growth year over year since 2004

WHAT WE DO

Digital
Advisory
Software
Atelier
System
Integration

CPM FOCUSED CLIENTS

MAXAR · AlixPartners · RINCHEM · amyris
CNH INDUSTRIAL · STELLANTIS · eni · CINTAS · BRACCO · CERAPEDICS
Aptargroup · Southwire · REPSOL
Callaway GOLF · Hostess BRANDS · Whirlpool · Q8 · BLUE DIAMOND GROWERS

Supporting both Fortune 500 and Midmarket in 15 industry sectors

HYBRID BY DESIGN

The **premium quality** of local niche players, the **coverage & portfolio** of global partners

SAP Gold Partner

Avvale's Key Offerings

Avvale is a boutique consultancy that enables **mid-size and large enterprises** to efficiently and cost-effectively ramp up, scale, and optimize **digital transformation** for today's **circular economy** and increasingly dynamic partner ecosystems.

Our company's in-depth technical knowledge, advisory expertise, thought leadership, and implementation services are what make us not just a "vendor," but a **strategic partner**.

3000+ Team Members & Growing

20+ Offices globally

65+ S/4HANA Projects

Onshore & Nearshore capabilities

Industry Focuses:

- Manufacturing (w/ food niche)
- CPG & Retail
- Professional Service
- Automotive
- High Tech

Pillars	SAP Products	Key Offering	Key References (public & non-public)
ERP	• S/4HANA **RISE + Native** • S/4 Extensions (EWM, L&T, etc.) • GRC, SSO • ECC	• SAP S/4 Greenfield Implementation • SAP S/4 Brownfield (Technical Upgrade or Business Transformation) • 65+ transformation projects • SAP Carve Outs (M&A) • Packaged Offerings (t-shirt sized)	• Cerapedics (S/4 Greenfield) • Pacific Coast Companies (S/4 Migration) • Vertex, GE Current (Carve Out) • Good Foods – RISE to SAP • Kwik Trip - (S/4 Greenfield)
Corporate Performance Management	○ IBP ○ Analytics Cloud for Planning ○ Group Reporting ○ BPC	○ Financial Consolidation ○ Planning ○ Reporting	• Callaway - SAC for Planning • Alix Partners - SAC for Planning & workforce planning • BDG - SAC Planning, Mktg Forecast • Amyris - SAC Planning Implementation
Data & Analytics	○ Analytics Cloud ○ Data Warehouse Cloud ○ HANA & HANA Cloud ○ BW & BW/4HANA ○ BOBJ	○ Advanced analytics & Data modeling ○ Reporting/dashboarding ○ HANA modeling & Optimization ○ Migrations from NEO to Cloud Foundry	• San Francisco 49rs – Venue Analytics • Milliken - Digital Boardroom • Blue Diamond Growers • John Manville - BW to BW/4
Dev & Integration	○ Business Technology Platform (All Services) ○ Fiori	○ Application Development & Modernization ○ Integration & API Management ○ Robotic Process Automation & Conversational AI	• Vertex Aerospace – Supplier Portal • Gates – Crimping Machines • US Sugar – Mobile Applications
Cloud Migration Strategy	○ Continuous cross-sell and upsell opportunities	○ Cloud Migrations (AWS, GCP, Azure) ○ Upgrades ○ Application Lifecycle Management ○ Disaster Recovery	• Hallmark - AWS Migration • Cricut - AWS Migration • Southwire - GCP Migration
Managed Services	○ Continuous cross-sell and upsell opportunities	○ Functional Managed Services ○ Technical Managed Services	○ Cintas, Culligan (Application) ○ GE Current, Vertex (Appl. & Technology)

avvale

Interactive Section

How many people are from Michigan?

How many people travelled here today?   100 miles...   200 miles...

How many SAP Partners are out there?

How many developers are here?

What planning tools are currently being used out there?

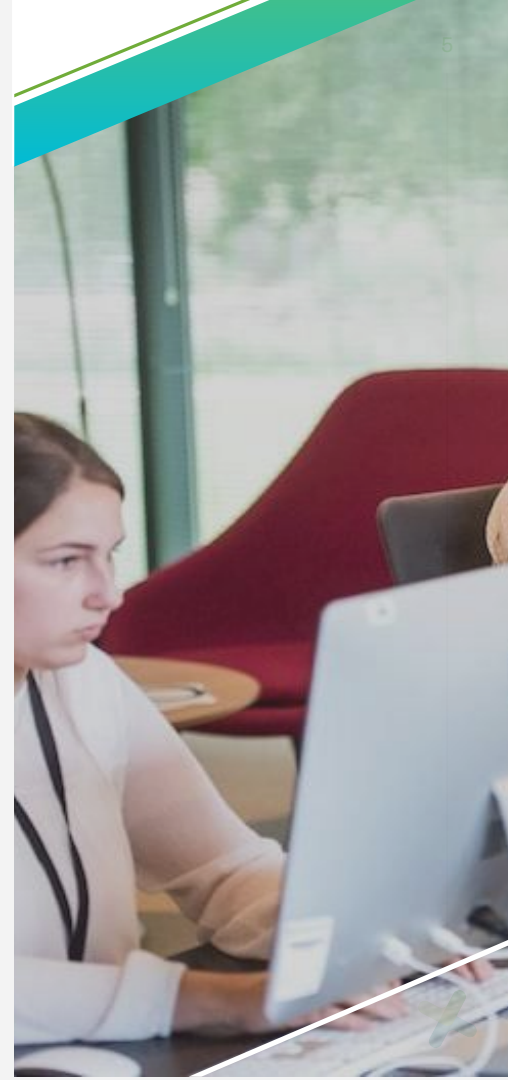What is SAP Analytics Cloud?   What is BPC?

What is BTP?   What is SAP S/4 HANA?

Our Success Story

A global golf equipment company, partnered with Avvale to streamline its

CAPEX and OPEX planning

- 70+ countries
- 40+ years in business
- More than 24,000 employees
- Real-time financial planning and analysis

What We'll Cover

- Need for SAC Planning

- Life Before SAC

- From Idea to Implementation

- The Solution

- Planning for Future Success and Growth

- Key Wins

- Key Takeaways

Need for SAC Planning

Financial planning and analysis (FP&A), specifically **CAPEX and OPEX planning**, is one of the most powerful processes for golf equipment companies to effectively manage and execute **strategic steps** to drive significant **business results** in an increasingly competitive market.

Life Before SAC

- Forecasting in separate spreadsheets and many legacy systems

- Difficulties to create analysis and visualization scenarios

- No real-time integration or connectivity with the ERP

- Data silos across the organization

Action Plan

- Found a great partner team – SAP & Avvale

- Performed an in depth analysis in Phase 1 to discover the improvement opportunities

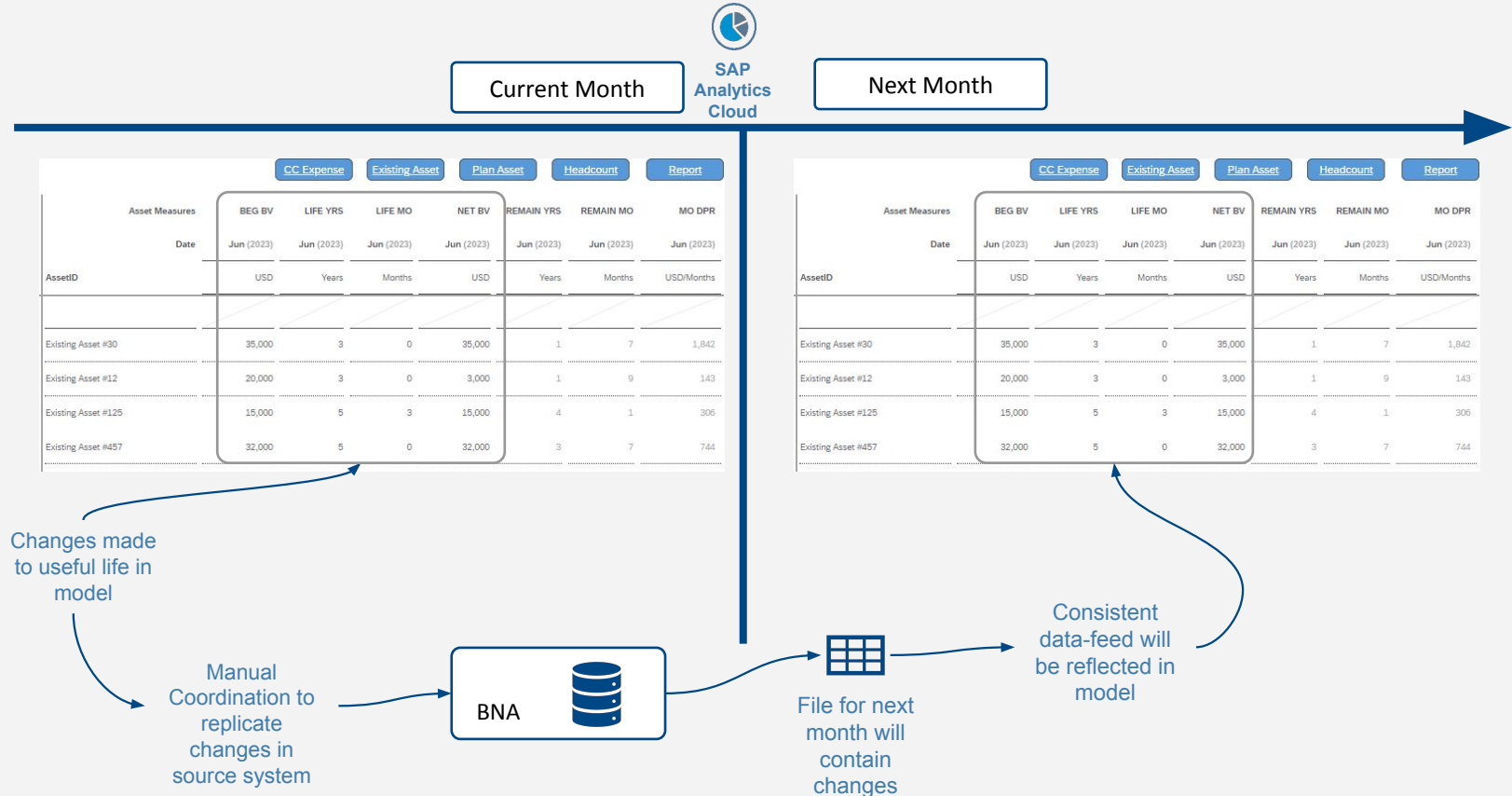- "Sustainable" design approach

From Idea to Implementation

- **The CAPEX and OPEX Planning Solution** was designed

- Real-time SAP ECC Cloud ERP Integration

- Highly configurable CAPEX and OPEX Planning models and dashboards

- Data management leveraging SAP Best Practices

- KPI Enablement

Solution Architecture
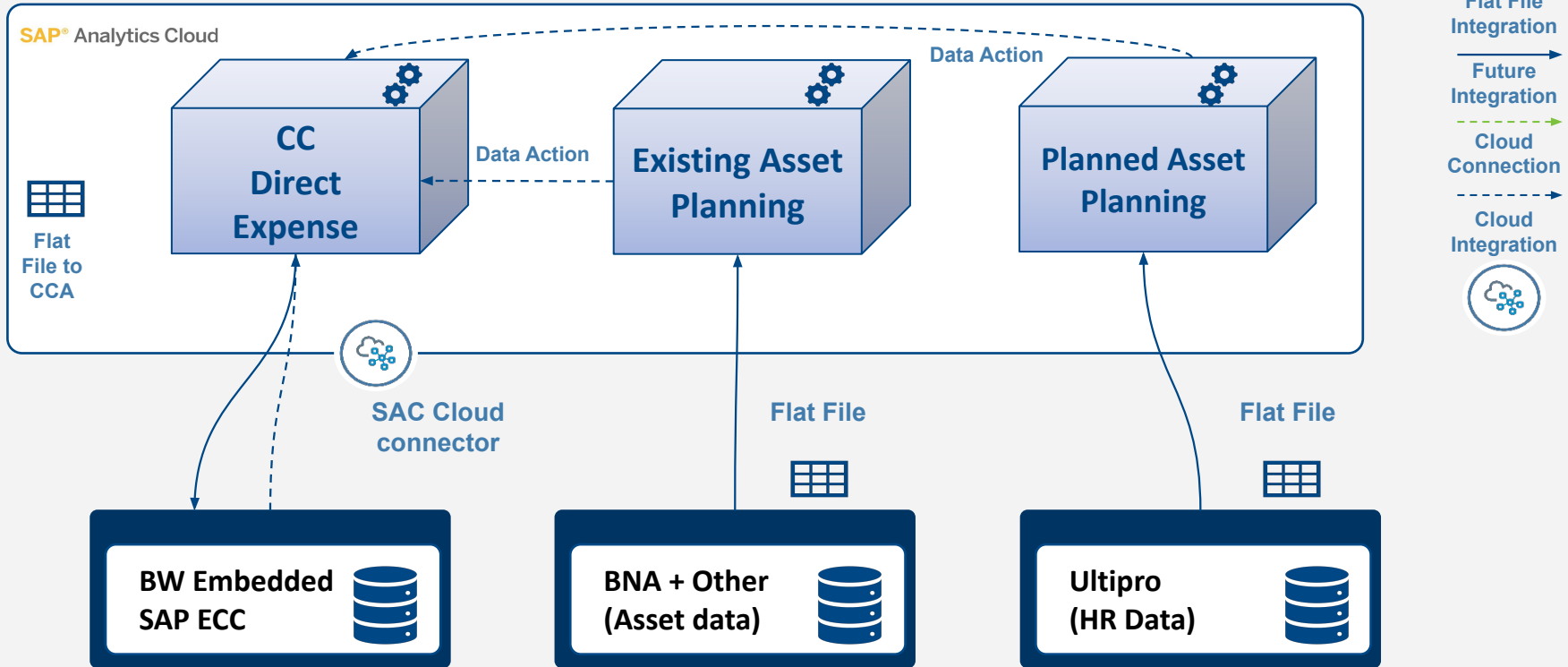
Existing Asset Dashboard Data Flow

Planned Asset Dashboard Data Flow

![avvale logo]

Planning for Future Success and Growth

- Decreased Forecasting Time

- Efficient FP&A Process

- Scalable Design to adopt future requirements

Key Wins

- **Decreased forecasting time**
  Centralized data sources and one unified planning environment

- **User Adoption**
  SAC's Excel add-on allow users to build reports easily in (fewer sheets using) Excel

- **SAP S/4HANA Integration**
  Enable real-time actual data to be analyzed into SAC

avvale

Key Takeaways

- Understanding how SAP BTP can seamlessly integrate with other data platforms

- Iterative development is key

- This use case applies **beyond professional services**

- An Intelligent Planning Solution can be realized in as little as **4 months**

- Unbounded potential for integrations between SAP BTP and other platforms