These are not concepts from some distant future, these are actions happening today, thanks to the transformation organizations are realizing through the use of a digital core.

The modern digital core serves as the nerve center of the enterprise. It is interconnected, agile and fast. While still retaining elements that made enterprise resource planning (ERP) critical to success, the digital core is a revitalization of that stack, allowing more external inputs and providing the information that helps yield a truly live business.

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Introduction

What if you could price a custom item, the moment the request is made?

What if tomorrow’s weather shifted your inventory today?

What if your suppliers told you what you needed, not the other way around?
Leveraging SAP S/4HANA, organizations are realizing the benefits of a digital core that allow their enterprise to be:

**IMMEDIATE**
Empowering business users with insights to act in the moment

**INTELLIGENT**
Beyond automation, to predictive suggestion

**INTEGRATED**
Not only between your departments, but connected to the world

This document highlights just a few of the examples of how organizations have made the shift to a digital core, and realized remarkable results. We encourage you to read through these stories and discover how you, too, can realize the benefits of a running a digital enterprise.

We hope the stories provide you both inspiration, as well as guidance, for your own digital transformation journey.

The SAP S/4HANA Team
General Datatech

GDT gains a competitive advantage in its industry

**OBJECTIVES**
- Update their enterprise resource planning solution and prepare for future requirements
- Get analytics and real-time information from a single system, a critical business goal for the C-level team
- Simplify the finance process

**WHY SAP**
- Quality solutions that fulfill the needs of the company
- SAP® S/4HANA Finance solution, which provides clear visibility to C-level executives
- Platform on which the business can grow

**Company**
General Datatech L.P. (GDT)

**Headquarters**
Dallas, Texas

**Industry**
High Tech

**Products and Services**
Professional Services

**Employees**
600

**Website**
www.gdt.com

→ **Digitize the Enterprise with SAP S/4HANA Suite (SAP TechEd, Las Vegas)**
→ **Going Live with SAP S/4HANA**
GDT almost immediately began realizing the benefits of SAP S/4HANA. The time required to turn a sales quote into a sales order and purchase requisition has been reduced to mere days. Additionally, with the automation of some cumbersome, manual processes, the month-end and year-end close processes are well on their way to being reduced at least by half.

—Jonathan Pendrich, Managing Principal, General Datatech L.P.

RESOLUTION

- Increased the speed of business with the SAP S/4HANA suite
- Eliminated batch jobs, getting real-time information into financials to make better decisions and investments
- Improved sales agility with flexibility from the SAP Fiori® user experience

FUTURE PLANS

- Deploy SAP CRM powered by SAP HANA® globally
- Implement Concur for travel and expense automation
- Implement Vistex for commission management

Reduced

- Year-end financial close from 3½ months to real time
- Time required for quotes from hours to minutes
- 2 week User adoption period

TESTIMONIAL VIDEO
Gains a Competitive Advantage with SAP S/4HANA
SAP IT

SAP is running SAP S/4HANA Finance

OBJECTIVES

• Provide an integrated view of all financials based on one set of granular data
• Improve financial process performance across the board
• Display thought leadership in the use of the latest financials software from SAP
• Create a common basis for both regulatory and managerial accounting, as well as for both transactional and analytical processes

RESOLUTION

• Implemented the SAP® S/4HANA Finance solution
• Went live in just 55 days

KEY BENEFITS

• Increased reporting agility
• Made analytical applications easier to use
• Increased finance process automation
• Increased the flexibility of organizational changes made in real time without cumbersome reconciliation processes
With the SAP S/4HANA Finance solution, we’ve created a homogeneous, simplified data structure. That's nothing short of revolutionary.”

—Helen Arnold, CIO and Member of the Global Managing Board, SAP SE

TOP BENEFITS ACHIEVED

70% Reduction in intercompany reconciliation time

10% Planned reduction in days sales outstanding

80% Reduction in cost center reorganization time
La Trobe University

A Model for Success Amid the Rapidly Shifting Dynamics of Higher Education

OBJECTIVES
• Compete effectively for students and funding in a challenging, increasingly complex higher education environment
• Push the boundaries of the educational experience for students
• Lift the administrative overhead burden from the teaching staff and researchers so they can concentrate on their core activities and most essential tasks

RESOLUTION
• Became the first organization in the world to go live with SAP® S/4HANA Finance solution deployed using the SAP HANA® Enterprise Cloud service
• Adopted solutions from SAP SuccessFactors for human capital management (HCM)
• Took advantage of SAP Service and Support offerings to help with implementations

BENEFITS
• Enhanced the user experience
• Simplified processes with no latency
• Increased data reliability

Organization
La Trobe University

Headquarters
Melbourne, Australia

Industry
Higher Education and Research

Products and Services
Undergraduate and postgraduate education research

Employees
3,000

Website
www.latrobe.edu.au
As the first to adopt SAP S/4HANA Finance, we will benefit from instant insight to drive value through planning, analysis, prediction, and simulation. We have a term for it: Brilliant Basics.”

— Peter Nikoletatos, Executive Director and CIO, La Trobe University

TOP BENEFITS ACHIEVED

20% Efficiency increase

up to 7x Faster business processes

4 Faster batch job runs
European Schools

Simplifying and Innovating with SAP® S/4HANA Finance and SAP HANA® Enterprise Cloud

OBJECTIVES

• Replace an old, home-grown IT solution with modern software that is widely compatible
• Reduce logistics and administrative efforts by moving to the cloud
• Improve consolidation, reports, and transparency
• Streamline accounting, controlling, and procurement business processes
• Avoid potential risk by complying with new financial regulations
• Ensure all European Schools are aligned and have standardized and secure financial processes

WHY SAP

• Well-known software that aligns with systems of key stakeholders like the European Commission
• Support for a multilingual organization
• Definition of business requirements using a SAP® Best Practices package and the SAP S/4HANA Finance solution
• Failure of two other system integrators to replace the current solution
WHY SAP SOLUTIONS POWERED BY SAP HANA®

• Positive references from the Council of the European Union and the European Commission
• Requirements fulfilled in all relevant countries
• Stable IT platform for future growth
• Flexible and fast deployment by combining the SAP ERP Foundation rapid-deployment solution and the SAP HANA® Enterprise Cloud service
• Integration of transactions and analytics on the same platform, enabling real-time processes
• Regular cloud-based software updates at set costs

BENEFITS

• No resource costs with application management services for SAP HANA Enterprise Cloud
• Significant improvement in accountability
• Better cost control and compliance using self service procurement
• Real-time accounting processes and instant insight into core financials
• Reduction in data footprint

"The SAP S/4HANA Finance solution empowers our users with more control and drives greater accountability. We have a complete solution that meets all our needs. And SAP HANA Enterprise Cloud means that we didn’t need to invest in IT staff to maintain the system.”

—Kari Kivinen, CEO, Schola Europaea, Office of the Secretary-General of the European Schools
Everest Textile

Driving product innovation with real-time data

**Company**
Everest Textile Co. Ltd.

**Headquarters**
Tainan City, Taiwan

**Industry**
Mill Products

**Products and Services**
Textiles

**Employees**
3,000

**Revenue**
NT 8 billion (US$244 million)

**Website**
www.everest.com.tw

**Partner**
InfoFab Inc.  
www.infofab.com

**OBJECTIVES**
- Support business growth in today’s digital and connected economy with an integrated, comprehensive business solution
- Consolidate and integrate business data across 3 factories to operate and optimize all mission-critical processes in real time
- Reduce data delays and improve access to connect insight to actions

**WHY SAP**
- Proven success of the SAP® S/4HANA Finance solution as a single source of real-time information to drive end-to-end business processes
- Strong brand influence and technology leadership
RESOLUTION
• Implemented SAP S/4HANA Finance to support 500 users
• Provided an integrated solution covering 3 production sites and numerous lines of business including product development, sourcing, procurement, supply chain, manufacturing, finance, accounting, sales, and service
• Created a single data management environment that lets users access and analyze the latest data as soon as it is captured, leading to substantial productivity gains

FUTURE PLANS OR BENEFITS
• Use SAP S/4HANA software to automate the value chain, unlock the potential of the Internet of Things, and realize Industry 4.0
• Allocate resources in real time when receiving a shop order by instantly running predictive analytics to consolidate production capacity, stock, and materials and send the order to the right factory

“Having SAP S/4HANA Finance in place is a big plus for us. It certainly reinforces our image for product innovation and process improvement, which in turn strengthens our competitiveness and opens up new business opportunities.”
—Richard Tseng, Chief Information Officer, Everest Textile Co. Ltd.
Convergent IS

Supporting 200% Growth with SAP® S/4HANA, Starting with SAP S/4HANA Finance

OBJECTIVES

• Support 200% annual growth as international business expands with multiple currencies and foreign exchange risk
• Create the framework to support a new professional services business line
• Manage business processes such as financial close, invoicing, and supply chain

WHY SAP

• Move to a digital business foundation, with SAP® S/4HANA providing the business with a single source of the truth
• Roll out the SAP Fiori® user experience (UX) to support nearly 100 critical business processes such as accounts receivable and payable, cash-flow and liquidity management, procurement, and employee/manager self-service

RESOLUTION

• Gave the sales team insight into account-specific net margins
• Tracked hours in real time for accurate invoices and project margin analysis
• Improved business asset visibility for informed investment decisions
• Trained new employees with a simple and personalized user experience
**FUTURE PLANS**
- Introduce additional SAP® S/4HANA functionality to manage the supply chain
- Invest in SAP solutions to provide an optimal onboarding experience for the expanding team

“Using SAP S/4HANA with the SAP S/4HANA Finance solution is like going from a tricycle for small-business accounting software to a race car. It will help Convergent continue our fast-paced growth and simplify our business processes.”

—Shaun Syvertsen, Managing Partner, Convergent IS

**Convergent IS runs SAP® S/4HANA to support 200% growth**

**SAP S/4HANA Finance: Gateway For The Little Guy**

**Supporting Growth with SAP S/4HANA and a Simple User Experience across the Enterprise**

**How to decide when to move to SAP S/4HANA**

**SAP Fiori UX is the face of SAP’s future**

**Convergent IS swaps QuickBooks for SAP S/4HANA Finance**

**The Reason Convergent IS Adopted S/4HANA**

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**Decreased**
- Days sales outstanding and time to invoice

**Improved**
- Management of accounts payable and receivable

**Eliminated**
- Manual reconciliation of financial and management accounting
Innovabee GmbH

Supporting Better Management and More Growth with SAP® S/4HANA Finance

**OBJECTIVES**
- Optimize the company’s financial processes and receivables management
- Credibly promote the SAP® S/4HANA suite to its own customer base

**WHY SAP**
- Innovative functionality and market potential of SAP S/4HANA for the company, both as a customer and as a deployment provider
- Streamlined and real-time integration between postings and reports with the in-memory technology of the SAP HANA platform

**RESOLUTION**
- Transitioned the SAP Business All-in-One for Professional Services solution to the SAP S/4HANA Finance solution in six weeks with a downtime of only two days
- Deployed the SAP Fiori® user experience (UX) for role-specific views on any device
- Launched new functionalities including days sales outstanding and business planning

**Company**
Innovabee Group GmbH & Co. KG

**Headquarters**
Waiblingen, Germany

**Industry**
Professional Services

**Products and Services**
IT Services

**Employees**
65

**Revenue**
€8 million (2015)

**Website**
www.innovabee.com
SAP S/4HANA Finance is truly revolutionary. When using the apps, you discover something new every day – a new reporting capability, a new view, or new information – all of which can be integrated straight into daily business tasks. This not only creates extremely high efficiency, but also opens the door to completely new opportunities for SME businesses."

— Hansfrieder Weber, CEO, Innovabee Group GmbH & Co. KG

**BENEFITS**

- Created immediate access to key financial figures and transactions on any device
- Increased financial efficiencies
- Improved management of important aspects of the business, such as receivables management
- Improved credibility to recommend SAP solutions to its customers

TESTIMONIAL VIDEO
Innovabee Deploys SAP S/4HANA Finance

3 days
Reduction in average cycle time for clarifying open items

12%
Reduction in days sales outstanding

Increased
Transparency through real-time data and new reporting capabilities

Higher
Productivity through an enhanced UX and mobile access
MEMEBOX

Increasing Revenue 100% with SAP® S/4HANA Finance

OBJECTIVES

• Improve the accuracy of inventory
• Increase insight into logistics information
• Create a secure foundation for global business expansion

WHY SAP

• High visibility and strong control of financial and logistics information in real time with the SAP® S/4HANA Finance solution
• Support for the entire application lifecycle from implementation to operation from the Global Service & Support organization

“With this stable platform and approach, the Korea team as able to support MEMEBOX in developing innovative business processes using SAP S/4HANA Finance, which is highly valuable as a fast growing company. We look to SAP as a strategic partner that can guide us toward digital transformation.”

—Rio Kim, CFO, MEMEBOX Inc.
RESOLUTION

- Deployed SAP S/4HANA Finance using the SAP HANA® Enterprise Cloud service in just five months
- Minimized deployment risk and eased change management with greater visibility of processes and functionality using a system based on the “best model company” and SAP Application Management services
- Improved competitive advantage, accelerated growth, and penetrated new markets with stronger logistics governance and supply control
- Enhanced insight into customer interactions at every touch point, providing sales real-time visibility into stock information

FUTURE PLANS

- Roll out the SAP ERP application in China and other markets to support global business expansion
- Deliver best-fit customer insight solutions with marketing analytics, performance management, customer insights and segmentation, and merchandising analytics

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>100%</td>
<td>Increase in revenue since the launch of SAP S/4HANA Finance</td>
</tr>
<tr>
<td>30%</td>
<td>Shorter delivery lead time to customers</td>
</tr>
<tr>
<td>50%</td>
<td>Increase in sales productivity with on-the-go data access</td>
</tr>
<tr>
<td>100%</td>
<td>Improvement in inventory accuracy</td>
</tr>
<tr>
<td>50%</td>
<td>Reduction in the closing period</td>
</tr>
</tbody>
</table>
Türk Telekom

Growing today with technology for tomorrow

**Company**
Türk Telekomünikasyon A.S. (Türk Telekom)

**Headquarters**
İstanbul, Turkey

**Industry**
Telecommunications

**Products and Services**
Fixed voice, mobile, data, and Internet services as well as convergence technology

**Employees**
35,000

**Revenue**
TL 13.6 billion (US$4.5 billion)

**Website**
www.turktelekom.com.tr

**OBJECTIVES**

- Transition from multiple ledgers to an integrated business with one software environment
- Integrate business processes of other business units
- Speed up mergers and acquisitions

**WHY SAP**

- Consolidation of data from accounts receivable and accounts payable with the SAP® S/4HANA Finance
- Compliance with industry standards and regulatory reporting requirements
- Innovative technology with the flexibility to adapt to organizational and market changes

**RESOLUTION**

- Streamlined and secure access to financial data
- Stronger risk management controls and greater data privacy
- Shorter transition period during mergers and acquisitions as a result of new infrastructure and standardized processes
Shorter
Closing period by up to 2 days

Greater
Clarity and visibility into financial data

More
Flexibility in business operations

Simpler
Processes that eliminate unnecessary workload

FUTURE PLANS OR BENEFITS

• Finalize implementation road map for accounts receivable, intercompany reconciliation, and cash management
• Optimize procurement processes with solutions from SAP Ariba
• Extend employee payables with expense solutions from Concur, now part of SAP

TESTIMONIAL VIDEO
Consolidating its ERP Landscape and Powering Reporting with SAP S/4HANA Finance
Customer Adoption Journey Map

Discover the 5 simple steps to drive quick time-to-value with this adoption journey map

Next Steps

Learn More about SAP S/4HANA:

- Visit SAP S/4HANA Homepage

CONTACT SAP to learn more about SAP S/4HANA:

- Call Us
- Chat Now
- Email Us
Experience

Try the SAP S/4HANA cloud edition or on-premise edition and make your own decision

Deploy

Identify

Explore business cases in your industry to get a recommendation report and identify the value with a tailored design-thinking workshop

Explore SAP S/4HANA and drive value

Explore Use Cases ›

View Cookbook ›

Accelerate with SAP Activate ›

Sign Up For Trials ›

Request Report ›

Learn More ›

Read Flipbook ›

Read Report ›

More

And increase value as you go with more innovations

Discover Roadmap