



SAP S/4HANA for **Finance**

Value Drivers and Solution Enablers

Reduce Days to Close Annual Books

Eliminate the need for reconciliation by using a single transaction table for general ledger, controlling, asset accounting, and inventory accounting items. Eliminate the need to store items in a special ledger by doing intercompany reconciliation with real-time access to open items in accounts receivable and accounts payable.

Reduce Days Sales Outstanding (One Time Benefit)

Cut days sales outstanding with insight into customer positions during every interaction

Reduce Finance Cost

Eliminate the need for reconciliation between the general ledger and subledgers. Decrease costs through automated postings, self-service tools, and mobile access to key information

Reduce Losses due to Fraud

Improve compliance and risk management by automating and standardizing processes, and enforcing corporate and legal policies

Reduce Audit Cost

Reduce cost of audits through audit trails, an audit information system, and retention and reporting of tax data

Accounting & Closing Operations

- ✓ General ledger
- ✓ Asset accounting
- ✓ Inventory accounting
- ✓ Accounts payable
- ✓ Accounts receivable
- ✓ Revenue and cost accounting
- ✓ Closing operations
- ✓ Financial Reporting

Cost Management

- ✓ Cost management
- ✓ Product cost management

Analytics

- ✓ Profitability and cost analysis
- ✓ Various transactional and reporting analytics

Colt realized **significant savings** with SAP S/4HANA



- ▶ London-based network company focused on telecommunications and managed Services
- ▶ Network, Voice & Data Centre Services
- ▶ 4800+ employees
- ▶ Over €1.5B revenue

Benefits from S/4HANA for Finance

- ▶ Increasing the **speed and accuracy** of decision making
- ▶ Enabling the decommissioning of **complex** legacy systems
- ▶ Building a **flexible platform** for innovative solutions to adapt to business model changes
- ▶ Driving **cost savings** and reducing headcounts

25%

Targeted
headcount
reduction in
Finance

30%

Cost savings in
operations

2 days

Faster global
monthly close

Innovabee implements S/4HANA in 6 weeks to **change its finance**



Use of S/4HANA Finance with the Fiori apps improves 3 areas:

- ▶ Software and consulting company focused on medium-sized customers
- ▶ 30 year old company with almost 100 employees
- ▶ Will have 4 live S/4HANA customers in June 2016



Liquidity forecast to help accelerate financial decisions

12%

Reduction in days sales outstanding

64%

Reduction in the data footprint

2x

Reduction in time to complete outstanding items including reports and financial clarifications

I already have a lot of experience with financial systems, both as a user and from the customers' perspective. But SAP S/4HANA Finance is truly revolutionary.

Hansfrieder Weber,
CEO

Convergent: Supporting **200% Growth** with SAP S/4HANA



- ▶ **Headquarters**
Calgary, Canada
- ▶ **Industry**
Professional Services
- ▶ **Products and Services**
User experience and mobile solutions for enterprises
- ▶ **Employees**
30
- ▶ **Revenue**
NT \$8 billion (USD \$244 million)
- ▶ **Website**
www.convergentis.com

Using SAP S/4HANA is like going from a tricycle for small-business accounting software to a race car. It has enabled Convergent to continue our fast-paced growth and simplified our business processes tremendously.

Shaun Syvertsen,
Managing Partner,
Convergent IS

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 like financial close, invoicing, and supply chain

Why SAP?

- › Trust based on a longtime partnership and proven success for customers

Resolution

- › Moved to a digital business foundation, with SAP S/4HANA providing the business with a single source of truth
- › Rolled out the SAP Fiori® user experience (UX) to support critical business processes
- › Used the Build tool to help project teams collaborate with business users and create prototypes of enterprise applications with real data

Benefits

- › 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

48%

Reduction in
days sales
outstanding

12%

Improvement in
vendor spend
management
compliance

12days

Cut from period
close processing

Chinese electronics manufacturer uses S/4HANA to **improve productivity**

- ▶ Customer produces various automotive electronics, home appliances, security & defense solutions as well a range of other solutions with the application in healthcare, energy, and industrial automation



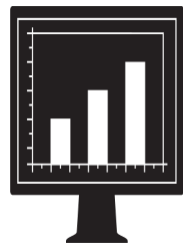
Information Technology

"S/4HANA has a very good infrastructure as an ERP system"

- ▶ It is one of the "Top 100 Domestic Electronic Enterprises" in China

We would recommend S/4HANA to another customer.

IT Manager



Finance

"Financial end users have fewer reports and perform at higher speed"

Swiss Re **significantly cuts time** to close books



- ▶ **Headquarters**
Zurich, Switzerland
- ▶ **Industry**
Financial Services,
Insurance
- ▶ **Products and Services**
Insurance /
Re-Insurance in P&C
and L&H
- ▶ **Employees**
12,000+
- ▶ **Revenue**
USD \$37.3 billion
(2014)
- ▶ **Website**
www.swissre.com

It's fulfilling the promises of simplifying the architecture and giving us quicker response times.

Markus Schmid, CIO
Member of Swiss Re's
Global Management
Board

11x

Reduction in close period: from 55 to 5 days

- ▶ Providing a single source of truth between transactions and analytics to streamline and eliminate cycle times and reconciliation of the data
- ▶ New on-the-fly capabilities for moving finance processing, such as month-end activities, from batch to real time
- ▶ Drive massive IT simplification with an architecture that removes replications and aggregates

Everest Textile: **real-time enterprise**



- ▶ **Headquarters**
Tainan City, Taiwan
- ▶ **Industry**
Mill Products
- ▶ **Products and Services**
Textiles
- ▶ **Employees**
3,000
- ▶ **Revenue**
NT \$8 billion
(USD \$244 million)
- ▶ **Website**
www.everest.com.tw
- ▶ **Partner**
InfoFab Inc.
www.infofab.com

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.**

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

- › 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

Spirit Aerosystems: finding a single source of truth



Based in Wichita, Kansas, the world's largest first-tier aerostructures manufacturer

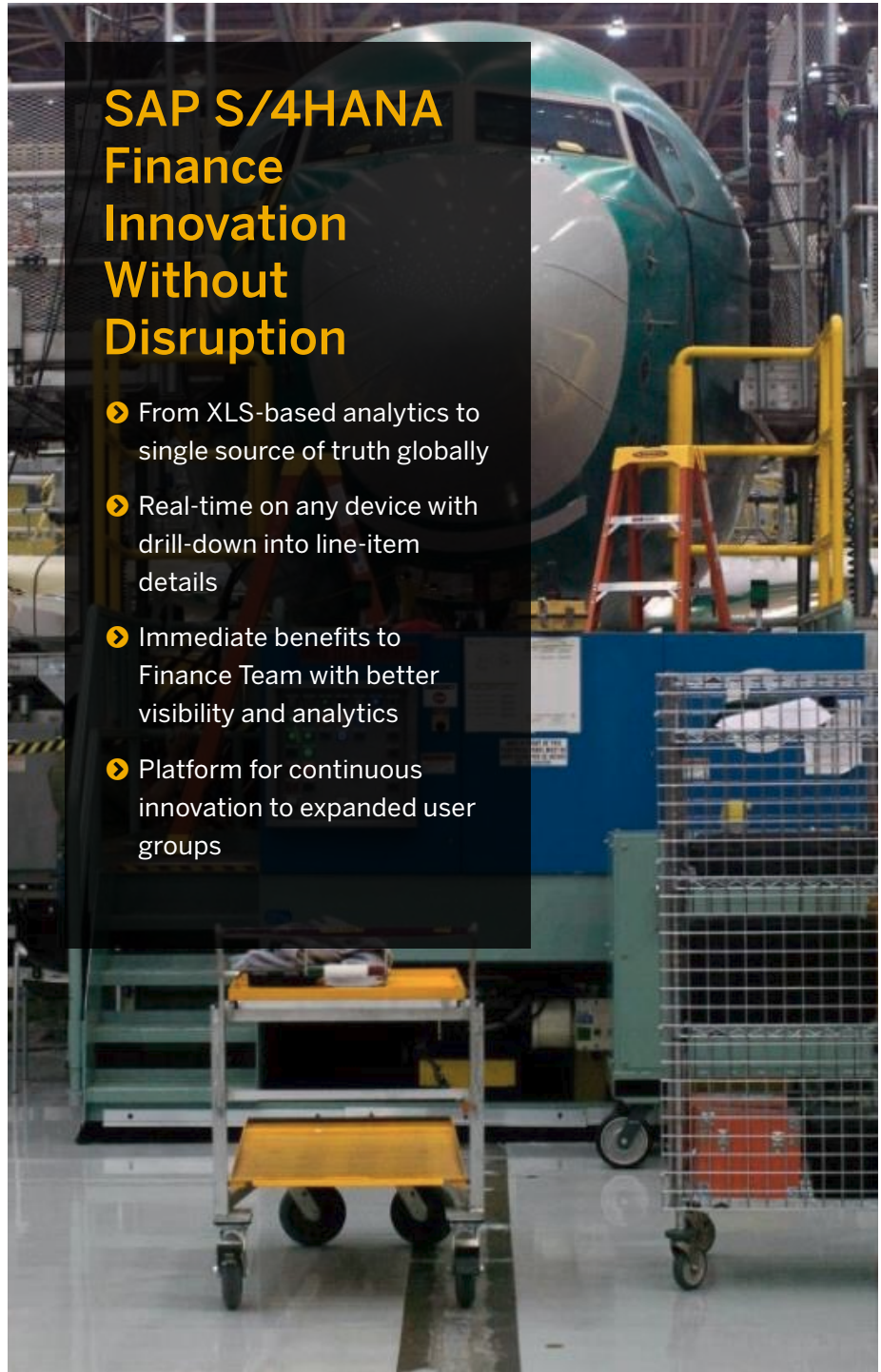
- › \$5.4b revenue, spin-off of Boeing in 2006
- › 2 major customers (Boeing, Airbus)
- › New aftermarket business

Drivers for IT transformation

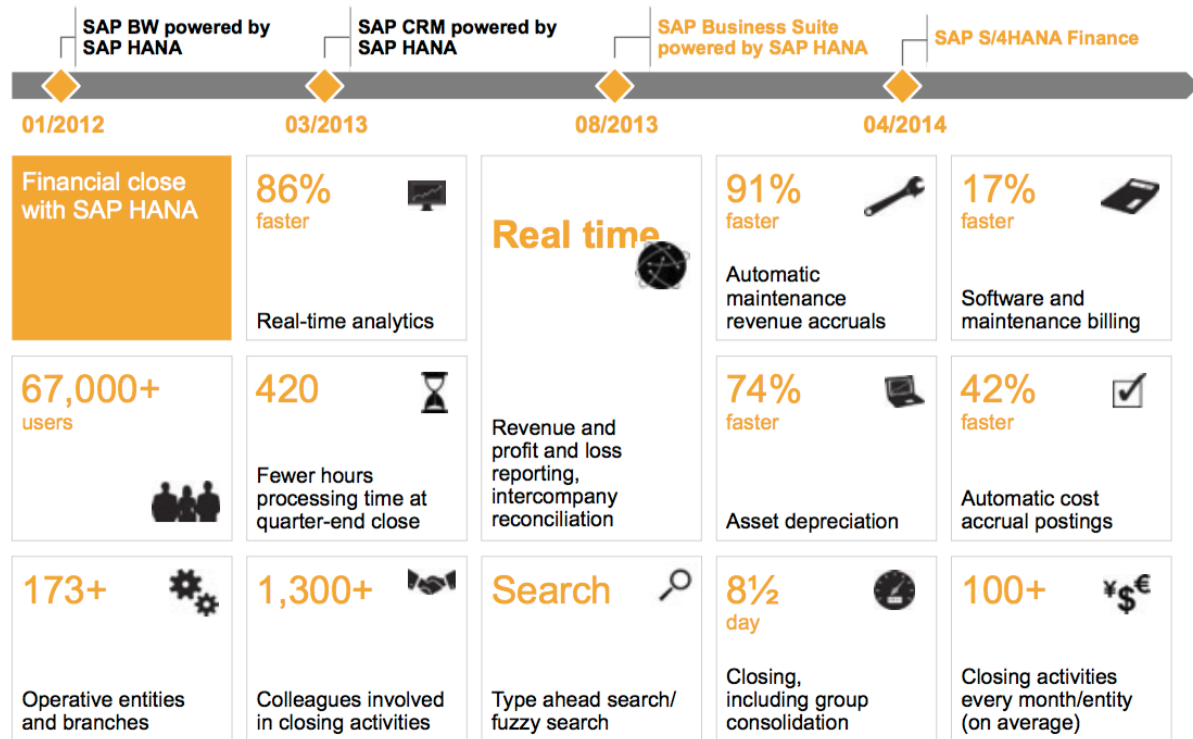
- › New executive leadership team
- › Lack of visibility to financial performance and drivers at corporate and program levels
- › Divestiture in 2014 to Triumph, M&A, and future divestitures
- › Focus on cost and spending

SAP S/4HANA Finance Innovation Without Disruption

- › From XLS-based analytics to single source of truth globally
- › Real-time on any device with drill-down into line-item details
- › Immediate benefits to Finance Team with better visibility and analytics
- › Platform for continuous innovation to expanded user groups



SAP's own use of S/4HANA for Finance: Achieved Value



The SAP HANA journey began in 2012 with the implementation of SAP Business Warehouse (SAP BW) powered by SAP HANA, and continues today with the implementation of the SAP S/4HANA Finance solution for the SAP Business Suite powered by SAP HANA.

The business benefits are incredible, with notable statistics highlighted here.