SAP S/4HANA

Transform Paper and Packaging
with SAP S/4HANA

AGENDA

SAP S/4HANA®: OVERVIEW FOR PAPER AND PACKAGING

Transform Your Firm's Digital Core with SAP S/4HANA

The Digital Paper and Packaging Enterprise
The global paper and packaging industry is in a state of transition as it considers how to survive and thrive in this age of digital media and paperless technology.
The traditional focus on increasing output volumes is no longer sufficient. New business models and processes can illustrate a successful path into the future. Organizations are aiming to design a system that better balances demand with production, focuses on profitability, and yields more efficient operations. This transformation requires use of real-time digital information and control in a digital paper and packaging enterprise.

Transformation Drivers
The pulp, paper, and packaging industry value chain is transforming, driven by various global trends. These trends include higher customer expectations, for example, for greener packaging. Or the trend in smarter equipment that can help cut paper mill production costs and support more specialized lot sizes, Another trend is finding and retaining a skilled workforce. Each of these transformation drivers is forcing companies to reimagine how they do business and run their businesses.

New Business Models
In response, companies are considering new business models to extend or reinvent their business. These models can involve disintermediation of sales channels, more individualization with smaller lot sizes, or collaborating with customers to create new, innovative products and add-on services. For example, a new business line could be textile fibers being made from wood as an alternative to cotton or polyester in clothing or sheets.

New Processes
Implementing new business models calls for a change in operational processes, like better managing and recruiting talent, making practical use of smart machinery, or restructuring R&D processes to result in faster collaborative innovations.

To execute on this transformation, firms will not only need to reengineer their business processes, but they will also have to evaluate if they have the right technology platform that can deliver on that vision.

This platform requires an IT architecture that provides both stability and long-term reliability for core enterprise processes, and, at the same time, allows for flexibility in areas where change is happening on a constant basis. The **digital core** is the foundation for the core processes that need to run consistently and flexibly. It provides uninterrupted, real-time transactions and analytics, the ability to work with Big Data, and connectivity to line-of-business extensions that enable supporting processes such as talent sourcing or networks.

SAP S/4HANA® was developed specifically to represent the digital core in this "bi-modal IT architecture." It provides paper and packaging firms with a proven framework to adopt industry best practices while attaining operational excellence – **specifically across core financial, sales, and manufacturing** processes.

Pregis

"Now we have a data repository that is a single source of truth and accessible to the whole organization. This is an enormous improvement over our previous system, which often required work-arounds." (source)
Bob Border, Vice President and CIO, Pregis

15%–20%
Increase in sales pipeline

360-degree

Moritz J. Weig GmbH & Co. KG

"The digital transformation of the companies can only be realized with a platform-driven start. The agility of the markets, customers, and products demands highly analytical ability and flexibility regarding the arrangement of the business models. The name of our platform is SAP S/4HANA." (source)
Ralf Schnackerz, CIO, Moritz J. Weig GmbH & Co. KG

SAP S/4HANA: OVERVIEW FOR PAPER AND PACKAGING

SAP S/4HANA: Sources of Value
The value from SAP S/4HANA comes through simplification of the **user experience**, **architecture**, and **process:**

Simplified user experience: across all devices
SAP S/4HANA empowers front-line users with a user-centric, consumer-grade experience because, for paper and packaging firms, it's both the front-line and back-office employees that add value to clients. SAP is driving simplification and innovation in how business users work with a role-based, consistent user experience available on any device.

Simplified architecture: no aggregates – no redundancies
The simplified data model of SAP S/4HANA delivers an advanced digital data architecture that provides, in real time, a single source of the truth for both transactions and analytics. This enables extensive flexibility to adapt to changing business models, such as simulating the impact of business reorganizations in minutes rather than days.

Simplified processes: key industry capabilities of SAP S/4HANA*

Sales and order fulfillment	Sales and order fulfillment	Manufacturing and operations
• Accounting and financial close	• Sales order management and processing	• Material requirements planning
• Accounts payables and invoice management	• Bid and proposal management	• Production control
• Cash and liquidity management	• Sales monitoring and analytics	• Asset strategy and planning
• Enterprise risk and compliance management	• Goods issues/receipt	• Maintenance planning and scheduling
• Financial planning and analysis	• Warehouse management	• Maintenance execution
• Procurement	• Inventory management	• Incident management
• Supplier evaluations and procurement analysis	• Transportation management	• Health and safety management
	• Billing and invoicing for physical goods	

* This is a subset of the complete industry portfolio shown later in the "Portfolio of Solutions for Paper and Packaging from SAP" section.

SAP S/4HANA: OVERVIEW FOR PAPER AND PACKAGING

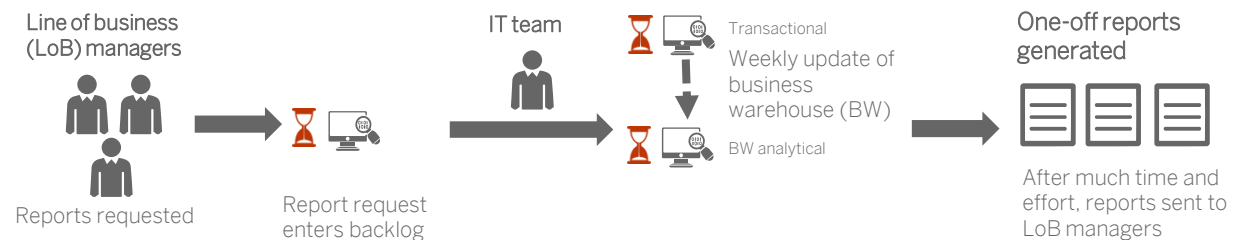**EXAMPLE: User Experience and Process Simplification**

SAP S/4HANA enables an anywhere, any-device, mobile-first, role-based user experience that simplifies and enhances employee engagement and productivity, transforming the way variant configuration reporting and analysis gets done.

SAP S/4HANA for use in variant configuration (VC) analytics

Traditional ERP

Finance, operations, and sales request reports, including detailed product attributes

- Multiple screens and transactions to create and maintain by IT team
- Batch processing – transaction and analytics data separate
- Reporting built per application area, not across it

Line of business (LoB) managers

Reports requested

Report request enters backlog

IT team

Transactional

Weekly update of business warehouse (BW)

BW analytical

One-off reports generated

After much time and effort, reports sent to LoB managers

SAP S/4HANA

A business user wants to know how much grade-B product was sold by region

- Detailed and immediate information for sales and marketing to increase revenue and margins
- Alerts for high- or low-performing products or regions
- Reduced involvement of IT team

Business user

Initiates Inquiry

Visibility by product characteristics

Real-time reporting to lowest level of granular data drives decisions that impact production and sales
Users react to business change quickly
Works with any BI tool including SAP® Digital Boardroom

More than smarter and faster . . . insights that increase revenue and margin

300%
Increase in analytics tools adoption across the company*

80%–90%
Reduction in time spent building reports and project prototypes*

40%–80%
Efficiency improvements in key business functions by running queries without having to wait hours for results*

30%–50%
Shorter planning cycles*

* Benefits are based on early adopters of SAP S/4HANA or conservative outside-in benefits due to moving from a traditional ERP to enhanced SAP S/4HANA and LoB/cloud capabilities as each enterprise is at a different level of maturity, our recommendation is to work with you to determine the value proposition for your enterprise.

SAP S/4HANA: OVERVIEW FOR PAPER AND PACKAGING

EXAMPLE: User Experience and Process Simplification

SAP S/4HANA enables an anywhere, any-device, mobile-first, role-based user experience that simplifies and enhances employee engagement and productivity, transforming the way the finance team gets work done.

SAP S/4HANA for use in receivables management

Traditional ERP

Manager must ensure payments are made in a timely fashion

- Data retrieval from many reports
- Irregular execution since time consuming
- Lack of collaboration between sales and finance
- Higher days sales outstanding (DSO)

Receivables manager

Investigate the status of payments

Extract a list of overdue receivables

View payment history for customer

Calculate forecasted due date

Manually prioritize outstanding accounts receivables issues

Receivables information

Information received with higher risk of errors, delays and not prioritized correctly

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SAP S/4HANA

Manager is able to counter increasing levels of DSO while spending more time on strategic topics

- Automated process with fewer manual steps
- Alerts for exceptions only
- KPIs based on real-time data
- Improved collaboration like working capital management
- Root-cause behavior analysis included

Receivables manager

Receivables manager opens new receivables cockpit in SAP S/4HANA

Receivables intelligence and working capital analysis

Cockpit publishes a prioritized list of open accounts-receivables alerts
Alerts linked to transaction and/or customer information
A/R team handles more accounts, increasing productivity
View effect on DSO and other KPIs

5%–10%
Reduction in days sales outstanding*

17x–20x
Faster end-to-end process*

5%–25%
Reduction in A/R write-offs*

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SAP S/4HANA: OVERVIEW FOR PAPER AND PACKAGING

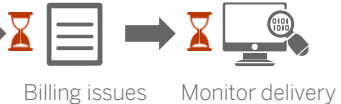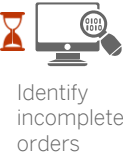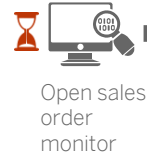**EXAMPLE: User Experience and Process Simplification**
SAP S/4HANA provides reengineered and simplified business processes that can yield significant benefits, transforming the execution from multistep, batch-driven processes with latency in terms of key performance indicators to real- time processes with actionable insights to avoid errors and protect profitability.

SAP S/4HANA for use in sales and order fulfillment

Traditional ERP

When trying to ensure high quality order fulfillment, issues and exceptions are typically identified by working through multiple disparate lists– a time consuming and error-prone process

Sales manager

Ensure perfect order is delivered

Open sales order monitor

Identify incomplete orders

Delivery issues

Identify reasons and solve them

Billing issues

Monitor delivery

Delivery shipped, often with lower on-time delivery or with costly expedited carrier

SAP S/4HANA

Simple, role-based cockpit shows a list of issues and exceptions to help sales employees easily identify and resolve issues and exceptions in the order fulfillment process. This improves customer satisfaction and retention.

Sales manager

One single point of entry

Delivery shipped with higher on time performance and standard shipment rates

Use alert to identify problems
Share and resolve findings with departments like finance and shipping
Efficient sales order fulfillment

10%–15%
Improvement in internal sales productivity*

25%–30%
Improvement in subscription invoice processing time*

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SAP S/4HANA: OVERVIEW FOR PAPER AND PACKAGING

EXAMPLE: User Experience and Process Simplification

SAP S/4HANA provides reengineered and simplified business processes that can yield significant benefits, transforming the execution from multistep, batch-driven processes with latency in terms of key performance indicators to real-time processes with actionable insights to accelerate cash flow and protect profitability

SAP S/4HANA for use in manufacturing and operations excellence

Traditional ERP

Daily MRP runs
- Long running MRP
- Multiple batch process
- No view of decision impact
- Reliance on tables and lists

Material planner

Ensure materials are available to cover production and sales requirements

Run MRP process over weekend

Material planner

Evaluate MRP lists and stock requirement list

Planned order

Production order

Manually change documents to ensure smooth operations

Purchase requisition

Purchase order

After time-consuming and error-prone process, MRP completed confirming material availability

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SAP S/4HANA

Multiple MRP runs per day support ability to react quickly to changing market conditions
- Real-time analysis of material flow
- Improved visibility into plant operations
- Improved decision making using simulations

Material planner

Ensure materials are available to cover production and sales requirements

MRP cockpit

Evaluate and execute MRP decisions based on real-time demand and supply analysis
- Monitor operational status with KPIs
- Identify most-urgent issues from alerts
- Make and execute the right decision using preevaluated proposals
- Improve operational excellence without overstocking inventories

10x
Faster MRP planning run*

7x
Fewer fields filled, increasing productivity with SAP Fiori® UX*

10%
Reduction of total manufacturing cost*

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FINANCE AND PROCUREMENT

Typical Challenges	Traditional ERP	SAP S/4HANA Enhancements	Benefits
Delayed close activities do not begin until period end.	Periodic batch processes are required to provide realized revenue and margin reporting and are not provided at detailed level.	Foundation for soft close, for example, real-time derivation of profitability characteristics, single source of the truth, and extension ledger	20%–40% reduction in audit cost*
Effort-intensive reconciliations and eliminations are performed, preventing an accurate intraperiod depiction of the organization's performance.	Multiple ledgers and subledgers are utilized that require time- consuming and error-prone reconciliations.	Foundation for soft close – for example, real-time derivation of profitability characteristics, single source of the truth, and extension ledger	5%–10% reduction in business and operations analysis/reporting costs*
Multiple batch-run dependencies cause bottlenecks that delay downstream activities.	Frequent delays in batch processing and post-close activities create protracted cycle times	Real-time processes, such as revenue recognition, profitability analysis, cash allocation, and working capital analysis	40%–50% reduction in days to close annual books*
Visibility into reporting is delayed as data is stored across multiple ledgers.	Disparate ledgers without integration create accounting blind spots.	Predefined reports and configurable reporting tools to leverage general ledger, subledgers, and consolidation apps; central finance function that integrates all ledgers and subledgers into one source of the truth.	20%–40% reduction in general ledger and financial closing costs*
Basic multicurrency support requires manual intervention during the conversion process.	Limited number of local currencies are supported.	New, freely defined currencies available in the universal journal; real-time currency conversion available for all currency types	
Manual processes and inconsistent information flow across supply chain creates procurement inefficiencies.	Searching for existing purchase orders is time-consuming with little prefilled content and provisioning of existing documents.	By starting the SAP Fiori® app to manage purchase orders, existing purchase orders and purchase info records are preprovisioned to facilitate manual purchase order creation.	• Improved transactional procurement, employee productivity, and reduced cycle times
Identifying the best sources of supply is difficult as data is spread across disparate sources like contracts, scheduling agreements, info records, source lists, and quota arrangements	User has to search separately in purchase information records, contracts, scheduling agreements, and info records to identify source of supply.	SAP Fiori app enables purchaser to jointly search and manage purchase information records, contracts, and source lists, including simulation of source assignment.	• Increased sourcing savings – better unit price reduction • Improved supplier compliance
Time-consuming and complex process for buyers and suppliers to collaborate on purchase order	A separate add-on needs to be implemented on top of ERP to exchange messages with the Ariba® Network.	Ariba® Network integration native to SAP S/4HANA for purchase order change, order confirmation, and advanced shipping notification	• Enhanced supply chain planning productivity • Increased collaborative sourcing savings (services spend)
Analyzing procurement information is cumbersome and time consuming.	• Requires time-consuming data extraction intobusiness warehouse to perform spend analysis • No insight-to-action capabilities	Live calculation of key performance indicators to analyze managed and nonmanaged spend, contracts, and suppliers	• Continuous improvement in spend under e-procurement

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SALES AND ORDER FULFILLMENT

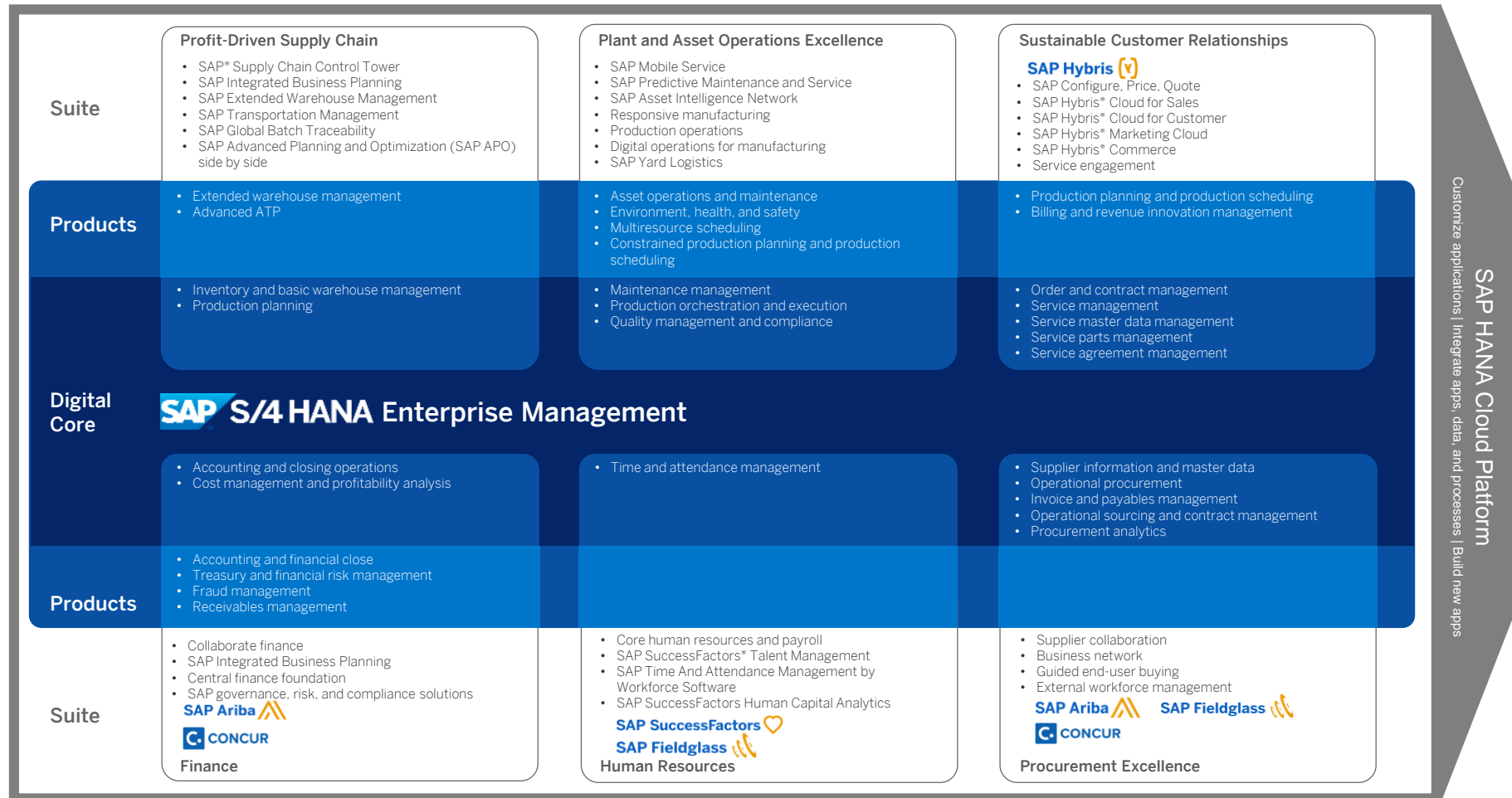| Typical Challenges	Traditional ERP	SAP S/4HANA Enhancements	Benefits
Lack of visibility into the order management system results in slow resolution of order fulfillment issues with risk of delayed delivery.	• Responsible employee has to check multiple reports to get a holistic view of all process related issues • Prior communications and decisions cannot be tracked in the system	• Prioritized list with key characteristics of outstanding sales orders for internal sales • Relevant insights, contacts, and collaboration features for internal sales	• Increased customer satisfaction • Increased on-time delivery • Improved internal sales productivity
Limited insight in process cycle time hampers the improvement of the sales process quality.	No available capability for process performance monitoring	Prebuilt content to monitor and analyze order-to-cash process performance allows insights into process cycle times and enables process manager to improve the service level for customers.	• Improved sales effectiveness and reduced selling, general, and administrative (SG&A) expenses
Lack of accurate, up-to-date inventory data, lead times, and procurement timing leads to an inefficient planning process; lack of live visibility into inventory reduces throughput.	Inventory analysis is possible using a separate analytical system with data integration issues and data latency; inventory throughput may reach boundaries depending on business scenario.	Live inventory transparency and management through a redesigned data model; ability to change lot size to one, enabling better customer service	• Reduced levels of inventory required • Reduced inventory obsolescence and waste • Prerequisite for more-targeted, one-to-one sales
Complexity in valuing inventories in multiple currencies and for different valuation methods (legal/profit center/reporting purposes)	• Material ledger activation available along with functionality of actual costing; however, inventory valuation data exists in multiple aggregated tables • This leads to slow processes (actual costing, redistribution, revaluation) and inefficient reporting	Material ledger available as a default option; all inventory valuation data exists in material ledger, removing all redundancies; faster actual costing due to optimized code based on SAP HANA®, faster reporting as needed for actual costing, with multiple currency and valuation methods	• Reduced supply chain planning costs • Better visibility into actual profitability allows for margin optimization
• Lack of adequate reporting and operational tools to analyze, review, and control billing processes • Inability to manage a high level of granularity for discrete billable items associated with an invoice.	No robust analytical tools for billing administrators to have quick insight into the ongoing billing process	Native SAP Fiori® apps simplify the administration of standard billing apps with user-friendly operational tools.	• Increased billing staff productivity • Improved subscription invoice processing time • Invoices go out sooner: reduced days sales outstanding (DSO)
Difficulty in generating invoices and running bulk collection and payment processes in a timely manner	Normal billing runs well, but bulk processes are considerably slower using traditional relational databases.	Faster and better billing, accommodating bulk processes through enhanced capabilities of SAP HANA®	• Reduced DSO for large customer volumes

MANUFACTURING AND OPERATIONS EXCELLENCE

Typical Challenges	Traditional ERP	SAP S/4HANA Enhancements	Benefits
• Long and overnight batch runs result in planning inefficiencies • Inflexibility to include real-time, changing demands in the planning run leads to outdated and inaccurate planning	• Planning runs at predefined times with data that first must be consolidated from various systems • Separate manufacturing planning processes available in planning and ERP systems	• Live MRP available • Improved effectiveness of planning with more frequent and faster MRP runs – multiple times a day – since faster • New MRP cockpit supports exception-based working model accompanied by simulation features and decision support with easy-to-use SAP Fiori® apps	• Reduced manufacturing cycle time • Improved manufacturing planning efficiency • Reduced inventory levels
• Complexity in back-order processing • Inefficient strategies to fulfill orders from the entire network or to substitute products automatically	Low-volume back-order processing supported	• Easy-to-use, high-volume, back-order processing • Performance improvements for releasing large production orders	• Simplified architecture • Reduction in back-ordered items cancelled • Improved productivity in order fulfillment processes
Complex and expensive system landscapes with multiple shop-floor systems in distributed plants, resulting in high total cost of ownership	SAP® Business Suite software provides an integrated solution from enterprise planning to shop-floor execution.	Fundamentally new data models and functions reduce the number of systems required, simplifying the IT landscape and lowering total cost of ownership.	Simplified architecture and reduction in manufacturing technology cost
Difficulty getting an end-to-end view of quality due to distributed systems	Quality-management–relevant functions are integrated with supply chain, covering the areas of quality engineering, quality inspection, and quality improvement.	Support for core quality management processes for user roles of quality engineering, quality inspection, and quality improvement	Reduction in the cost to support quality management
Lack of real-time view into ongoing maintenance activities and asset performance indicators hinders timely decision making.	Multitiered landscape consisting of many extensions and business intelligence solution makes it challenging to obtain real-time view of maintenance activities.	Real-time view for planners into ongoing maintenance activities with the ability to reschedule multiple times a day in order to better plan and schedule maintenance activities and achieve higher efficiency	Increased return on assets Decreased unplanned asset downtime or outages
Complex and nonintuitive user interface of asset management applications leads to lower employee productivity.	User experience enabled through traditional SAP GUI interface and Web-based transactions	• Improved user experience enabled by triggering Web-based transaction through SAP Fiori® launchpad • SAP Fiori app for employees to create and track requests for maintenance in a simplified manner	Improved asset management and employee productivity Reduced training costs
Difficulty in developing one common view of process risks related to workers, assets, or the environment results in high cost for environment, health, and safety (EH&S) compliance	Multitiered landscape consisting of SAP ERP, ERP component extension, and business intelligence makes it challenging to access single source of the truth for all EH&S related Information	Native integration of incident management as well as health and safety management are available as part of SAP S/4HANA , which helps in considerably reducing the complexity of the landscape and improves performance	• Reduced EH&S management cost • Improvements in operational efficiency

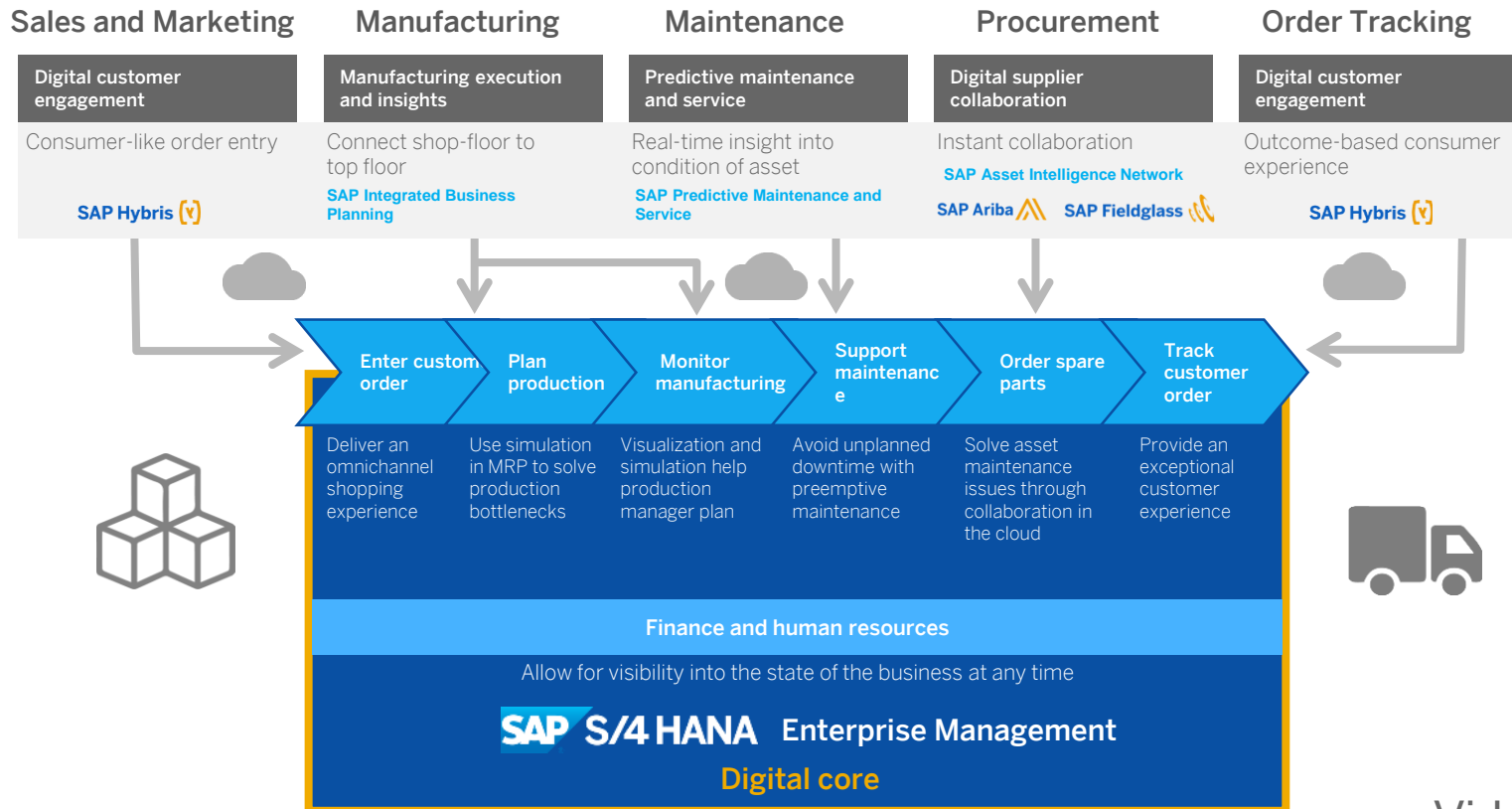# PORTFOLIO OF SOLUTIONS FOR PAPER AND PACKAGING FROM SAP

In addition to core financial, sales, and manufacturing process benefits provided by SAP S/4HANA, the digital core also provides native, prebuilt integration to allow firms to leverage the complete portfolio of SAP solutions to comprehensively address their needs demanded by today's digital economy. Processes are designed from the outset to flow end to end across the portfolio of "cloud based" solution extensions that are each fully integrated to SAP S/4HANA. Processes are designed from the outset to flow end to end across the cloud based solution extensions, listed in the white bands, and are fully integrated to S/4 HANA Enterprise Management and are optionally deployed to address business needs. The solution capabilities in the dark blue band, the digital core, are delivered as part of S/4HANA Enterprise Management. The lighter blue band, also in the digital core, are part of S/4HANA Enterprise Management, but added on as needed.

	Profit-Driven Supply Chain	**Plant and Asset Operations Excellence**	**Sustainable Customer Relationships**
Suite	• SAP® Supply Chain Control Tower • SAP Integrated Business Planning • SAP Extended Warehouse Management • SAP Transportation Management • SAP Global Batch Traceability • SAP Advanced Planning and Optimization (SAP APO) side by side	• SAP Mobile Service • SAP Predictive Maintenance and Service • SAP Asset Intelligence Network • Responsive manufacturing • Production operations • Digital operations for manufacturing • SAP Yard Logistics	**SAP Hybris** • SAP Configure, Price, Quote • SAP Hybris® Cloud for Sales • SAP Hybris® Cloud for Customer • SAP Hybris® Marketing Cloud • SAP Hybris® Commerce • Service engagement
Products	• Extended warehouse management • Advanced ATP	• Asset operations and maintenance • Environment, health, and safety • Multiresource scheduling • Constrained production planning and production scheduling	• Production planning and production scheduling • Billing and revenue innovation management
	• Inventory and basic warehouse management • Production planning	• Maintenance management • Production orchestration and execution • Quality management and compliance	• Order and contract management • Service management • Service master data management • Service parts management • Service agreement management
Digital Core	**SAP S/4 HANA Enterprise Management**		
	• Accounting and closing operations • Cost management and profitability analysis	• Time and attendance management	• Supplier information and master data • Operational procurement • Invoice and payables management • Operational sourcing and contract management • Procurement analytics
Products	• Accounting and financial close • Treasury and financial risk management • Fraud management • Receivables management		
Suite	• Collaborate finance • SAP Integrated Business Planning • Central finance foundation • SAP governance, risk, and compliance solutions **SAP Ariba** **CONCUR** **Finance**	• Core human resources and payroll • SAP SuccessFactors® Talent Management • SAP Time And Attendance Management by Workforce Software • SAP SuccessFactors Human Capital Analytics **SAP SuccessFactors** **SAP Fieldglass** **Human Resources**	• Supplier collaboration • Business network • Guided end-user buying • External workforce management **SAP Ariba** **SAP Fieldglass** **CONCUR** **Procurement Excellence**

SAP HANA Cloud Platform

Customize applications | Integrate apps, data, and processes | Build new apps

PORTFOLIO OF SOLUTIONS FOR PAPER AND PACKAGING FROM SAP

An end to end solution for paper and packaging firms: leveraging digital technology to deliver the perfect order

Paper and packaging companies must digitalize to grow profits and reduce costs by simplifying their operations. The value of the digital economy is based on how to serve the customer. Value creation often comes from edge solutions that are based on and coordinated by the digital core solutions. It is the platform for innovation and business process optimization, connecting the workforce, the Internet of Things, the supply network, and customers.

Sales and Marketing	Manufacturing	Maintenance	Procurement	Order Tracking
Digital customer engagement	**Manufacturing execution and insights**	**Predictive maintenance and service**	**Digital supplier collaboration**	**Digital customer engagement**
Consumer-like order entry	Connect shop-floor to top floor	Real-time insight into condition of asset	Instant collaboration	Outcome-based consumer experience
	SAP Integrated Business Planning	**SAP Predictive Maintenance and Service**	**SAP Asset Intelligence Network**	
SAP Hybris			**SAP Ariba** **SAP Fieldglass**	**SAP Hybris**

Enter customer order	Plan production	Monitor manufacturing	Support maintenance	Order spare parts	Track customer order
Deliver an omnichannel shopping experience	Use simulation in MRP to solve production bottlenecks	Visualization and simulation help production manager plan	Avoid unplanned downtime with preemptive maintenance	Solve asset maintenance issues through collaboration in the cloud	Provide an exceptional customer experience

Finance and human resources
Allow for visibility into the state of the business at any time

SAP S/4 HANA Enterprise Management
Digital core

Video demo

SAP S/4HANA: VALUE PROPOSITION FOR PAPER AND PACKAGING

SAP S/4HANA provides paper and packaging firms a proven framework to adopt industry best practices while attaining operational excellence across financial and engagement management processes.

Strategy Enablement

- Add new generations of smart products and Internet -of-Things (IoT) capabilities
- Take advantage of B2B and B2C social selling networks
- Manage custom or specific products in small lot sizes
- Accelerate creation of new business models
- Enter new markets and industries
- Run Live (SAP Digital Boardroom)
- Manage risk and fraud and ensure compliance

Business Benefits*

- 25% faster time to market
- 45% fewer late shipments
- 18% lower planning cycle time
- 29% lower order-to-ship time
- 98% enablement of touchless invoices and payments
- >65% faster closing time
- 147% higher annual revenue growth
- 11% higher operating income on average

Strategy enablement

Business benefits

Empowered employees

IT benefits and total cost of ownership

Empowered Employees*

- 20% higher revenue per employee
- 30% improvement in employee and partner
  responsiveness and decision making
- 40% improved user productivity
- Reduction in cost of shared service centers
- Fewer clicks, applications, and fields to solve business issues
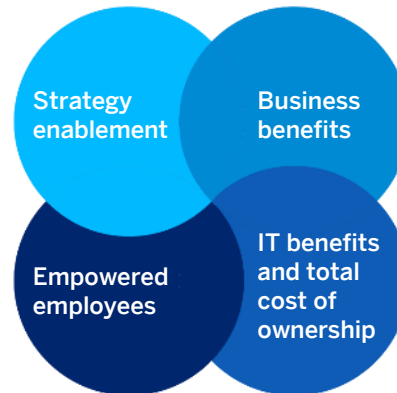
IT benefits and TCO*

- 4 to 10 times faster data store object activation
- 60% reduction in database size
- Self-service reporting 10x faster
- 20% reduction in IT costs annually
- Simplified landscapes and server consolidation
- Native integration for hybrid deployment

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CUSTOMERS ARE ACHIEVING VALUE FROM SAP S/4HANA

Pregis

Pregis Corporation, an innovative packaging solution provider, was committed to becoming more proactive and addressing its customers' evolving needs across a range of industries in a more personalized manner. Going live in just 16 weeks with SAP S/4HANA and the SAP® Hybris® Cloud for Sales solution, Pregis now has a cohesive solution to support its aggressive, customer-centric growth strategy. The company has expanded its sales pipeline by 15%–20% and has more-effective and targeted selling through simplified data analysis. Additionally, management is able to make more-informed decisions using instant reports that have better visibility into sales and customer support.

"Now we have a data repository that is a single source of truth and accessible to the whole organization. This is an enormous improvement over our previous system, which often required work-arounds."
Bob Border, Vice President and CIO, Pregis

Moritz J. Weig

Moritz J. Weig GmbH & Co. KG chose EH&S functionality with SAP S/4HANA to manage its business when it comes to health and safety. Key to this choice were criteria such as the SAP user experience and the desire to empower EH&S practitioners with live data to act in the moment. The solution will help move the company beyond automation to predictive suggestions.

"The SAP S/4HANA EH&S solution will allow us to manage health and safety embedded into our core corporate processes. In that context, simplification and operationalization are key to ensure the engagement of our entire workforce and will help us to strive towards zero accidents."
Ralf Schnackerz, CIO, Moritz J. Weig GmbH & Co. KG

Company
Pregis

Industry
Mill products – packaging

SAP solutions
SAP S/4HANA
SAP Hybris Cloud for Sales

Customer Web site
www.pregis.us/Home.aspx

Click here for the source reference

Company
Moritz J. Weig GmbH

Industry
Mill products – packaging

SAP solutions
SAP S/4HANA
(functionality for EH&S)

Customer Web site
http://www.weig-karton.de

Click here for the source reference

CUSTOMERS ARE ACHIEVING VALUE FROM SAP S/4HANA

Binderholz Timber

Binderholz is a leading European-based company for solid wood products and innovative building solutions. The company has 1,350 employees across 5 locations in Austria. The company is a technology innovator and wanted to have a strong digital foundation for further growth. Binderholz implemented SAP S/4HANA in just 2.5 months. Functionality implemented includes finance (general accounting, accounts payable and accounts receivable, plant and banking bookkeeping , and overhead cost control), purchasing (order processing, audit, framework agreements, and goods movements), and warehousing.

Sappi

Sappi is a global company focused on providing dissolving wood pulp, paper pulp, and paper-based solutions to its direct and indirect customer base across more than 100 countries, producing around 5.7 million tons of paper and 2.4 million tons of pulp every year. In order to simplify and support the processes of their three different financial shared service centers in the United States, Europe, and South Africa, Sappi has chosen the SAP S/4HANA Finance solution.

Company
Binderholz

Industry
Mill products – paper and packaging

SAP solutions
SAP S/4HANA

Customer Web site
http://www.binderholz.com/en/

Click here for the source reference

Company
Sappi

Industry
Mill products – paper and pulp

SAP solutions
SAP S/4HANA

Customer Web site
http://www.sappi.com/

CUSTOMERS ARE ACHIEVING VALUE FROM SAP S/4HANA

McInnis Cement

McInnis Cement, based in Québec, expected to reach commercial operation by spring 2017. Applying a customer-centered business model, McInnis needed a proven business technology solution that it could implement quickly and effectively. SAP S/4HANA offered McInnis high performance at a low cost and a simple implementation to support its lean IT staff. The speed and visibility enabled by the software are key to McInnis's ability to disrupt the global marketplace, evolve its business, and remain flexible for its customers. Benefits include reduced costs with optimized supply chain, shipping, and goods receipt; a high level of accuracy in finance, procurement, and distribution back-office functions; and real-time access to data from anywhere to accelerate decision making and planning processes

"In the face of fierce competition in the U.S. cement market, SAP is helping McInnis Cement to focus on prospective customers, differentiate, and achieve outstanding business results."
Laetitia Debout, Business Relationship Manager, McInnis Cement
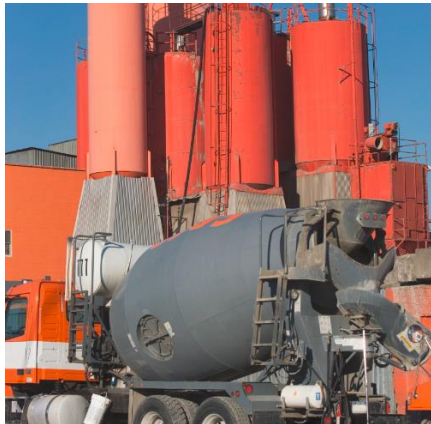
Company
McInnis Cement

Industry
Mill products – cement

SAP solutions
SAP S/4HANA

Customer Web site
www.mcinniscement.com

Click here for the source reference

Everest Textile

Everest Textile produces high-performance fabrics used by leading sportswear brands. Separate data platforms in its three factories created information delays that impeded decision making and agility. To transform the company into a connected enterprise, Everest turned to the SAP S/4HANA Finance solution, which consolidated the company's data across three production sites into a single source of real-time sourcing, procurement, supply chain, finance, manufacturing, accounting, sales, and service. The company has seen substantial cost savings, and management has greater insight into operations and is making more-informed decisions in real time to accelerate product innovation.

"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.

Company
Everest Textile Co. Ltd.

Industry
Mill products – textiles

SAP solutions
SAP S/4HANA Finance

Customer Web site
www.everest.com.tw

Click here for the source reference

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Vectus

Vectus deployed the SAP S/4HANA Enterprise Management solution and started experiencing total ease in managing business operations. It has decreased its days sales outstanding and can deliver accurate, instantaneous customer invoices. Customers now experience excellent service and on-time delivery, which will remain unchanged during rapid expansion.

• Real-time year-end financial close (down from a few months)
• 15% reduction in operations cost
• 50% faster access to and visibility of real-time data
• 60% increase in operational efficiency

Swiss Property

Swiss Property worked with INTELSYS, an SAP partner, to implement SAP S/4HANA Enterprise Management by using business process content supported by SAP Best Practices packages. Focused on the engineering and construction industry, INTELSYS helps provide an end-to-end solution for design, planning, and construction execution. Swiss Property sees this functionality and these processes as a definitive competitive advantage.

Company
McInnis Cement

Industry
Mill products – cement

SAP solutions
SAP S/4HANA

Customer Web site
www.mcinniscement.com

Click here for the source reference

Company
Swiss Property

Industry
Engineering, construction, and operations

SAP solutions
SAP S/4HANA Enterprise Management

Customer Web site
www.swiss-property.ch

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