



SAP Hybris, Customer Engagement & Commerce Solutions

Connecting the Buyers Journey with Multiple Touch Points in Today's Digital World

More Than Half of Global B2B Buyers are Expected to Make 50% of Purchases Online Within Three Years. Are you Ready?

As the world of commerce continues to change, the ability for companies to seamlessly move their business into the digital world is no longer a luxury.

SimpleCOMMERCE **SimpleCPQ** **SimpleSALES** **SimpleSERVICES**
POWERED BY BIRLASOFT

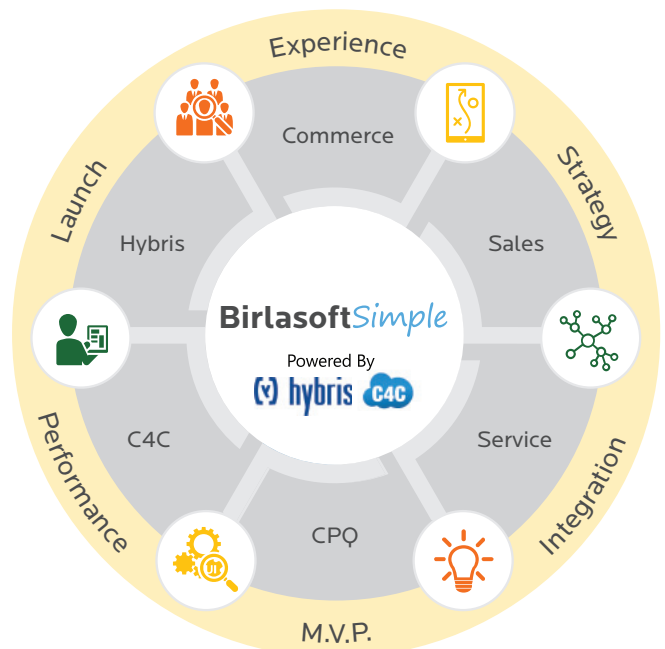
Birlasoft brings the skills and experience to guide you on the path towards co-creating a multi-touch digital business designed to transform the customer engagement experience in as little as 12 weeks.

Our proven methodology and technology accelerators bring the best of SAP Hybris & SAP Cloud for Customer solutions together for your customers across every channel every time.

Birlasoft Simple Solutions for Commerce, CPQ, Sales, Service

Why Birlasoft?

- Fiscal Stability & CEC Heritage
- Speed to Investment Value: RDS Packs
- Speed to Customer Value: Simple Methodology
- Laser Focus: B2B – Industry – CPQ
- Cost Reduction: Reusable Repository
- Risk Mitigation: Testing & Collaboration Process
- Technical Pedigree: with complex, mature SAP implementations
- Strategy + Creative Augmentation
- Investment Protection: AMS offering, optimization, performance tuning



The Benefits

- Gap Fill Between CPQ/CLM/Guided Selling Functionality Between SAP ECC, Hybris Commerce & CRM
- Industry Focused Expertise in Complex VC Centric MFTG Industries (Auto, IM&C)
- Holistic Solution for Software, Professional Services & Ongoing Support

Our Proven 3 Step Offering for Commerce & Customer Engagement Solutions

1



Virtual Roundtable

Discover the Customer Engagement and Commerce Solution and its various components Sales, Service, Social, Marketing and Commerce and how these can be leveraged to better meet your overall business goals. We will discuss your requirements with our team and we share creative solutions and relative business use cases using SAP and CEC.

2



Birlasoft CEC Assessment / Workshop

The Birlasoft CEC team will come on-site to conduct a Business and Technical Discovery leveraging Birlasoft's CEC Toolkit. WE will provide a Sales, Service, Marketing and Commerce (any or all) Strategic Roadmap, Investment to Profile and Solution Scope based on your specific application landscape and your transformation requirements.

3



Risk-Free Proof of Concept (POC) Proposal

Birlasoft provides a compelling trial offer. We will provide you with a Proof of Concept demonstration with your company's data. Under this no obligation offer, you can test drive the PoC and evaluate for full deployment.



Awards & Recognition
SAP Impact Award Winner
Top 10 SAP Ranked Partner

Gartner
Top 20 SAP Implementation Providers

IDC
Marketscape HANA Leader-Utilities 2015
Manufacturing 2016



Hybris Award 2015
Newcomer of the Year



successfactors
An SAP Company
CONSULTING PARTNER

1800+
SAP Consultants

Over 300 SAP
Customers

Customers
Across 25+
Countries

7 Global
Delivery Centres
& 34 Offices



RESOURCES

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Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.