



## Varian: Speeding Transactions for Better Business Processes

with SAP® ERP powered by SAP HANA®

### Overview

Thousands of cancer patients are treated each day using oncology machines from Varian Medical Systems. Ensuring peak performance of complex medical devices as well as safety for patients and medical staff requires continual and extensive analysis on mountains of data. And a plan to expand to new global markets means even more data to come.

Working with Birlasoft and using SAP® ERP powered by SAP HANA®, Varian is accelerating transaction processing to enable informed decision making that will help improve business processes. Time card entry and approval apps built with the SAP Fiori® user experience are increasing employee efficiency. All this means that Varian can improve its operational efficiency as well.

*"With SAP ERP powered by SAP HANA, a transaction that took us three-and-a-half hours was completed in five minutes. Such speed gives us the power to implement innovative solutions that improve business processes. And we can create even more value more quickly with unique innovations like SAP Simple Finance and SAP Fiori UX."*

- **Snehashish Sarkar**, Director of Enterprise Applications,  
Varian Medical Systems Inc.

Location:

**Palo Alto, California**

Industry: **Hi-Tech**

Products & Services:

**Medical devices  
& software**

Employees: **6,500**

Revenue: **US \$3 Billion**

Web Site: **[www.varian.com](http://www.varian.com)**

# Transforming Digital Business into Real-Time

## Top Objectives

- Accelerate product releases for medical devices with complicated variations and integrations
- Penetrate growing markets, including Brazil, Russia, India, and China
- Lower costs associated with transact processing and internal operations

## Resolution

Collaborated with partner Birlasoft for full lifecycle implementation and support

- Rapidly analyze complex data with SAP® ERP powered by SAP HANA®
- Reinvent the user experience (UX) with mobile apps using SAP Fiori® UX
- Plan to transform global financials with the SAP Simple Finance solution

## Key Benefits

- Faster transaction processing helps the business take immediate remedial action, saving costs and increasing customer satisfaction
- Automated time-card-entry and approval apps built with SAP Fiori UX, cutting costs and increasing employee efficiency
- Foundation for innovations like product costing and predictive maintenance scheduling to ensure optimal patient care
- Real-time financials and material resource planning



**97.6%** Faster analysis (from 3.5 hours to 5 minutes)



**1,500X** Faster transactional processing



**>50%** Faster batch job runs

Birlasoft has been at the forefront in driving business innovation with cutting edge technology. Our business strategies allow organizations to adapt to today's ever changing and connected IT landscape with completeness of vision, and product lifecycle management - from implementation to services and support for maximum sustainability and future growth. Our approach lies within co-creating best-in-class solutions that meet all your business needs.



RESOURCES

[sap@birlasoft.com](mailto:sap@birlasoft.com) | [birlasoft.com](http://birlasoft.com)

## 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.