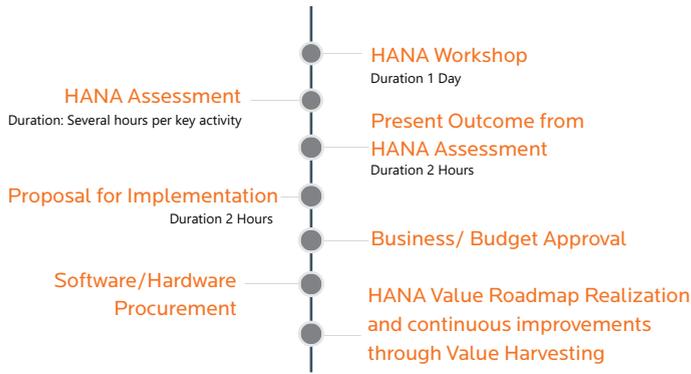




Revolutionize Your Business with Birlasoft & SAP HANA Solutions

Birlasoft is Your Trusted Advisor for SAP HANA

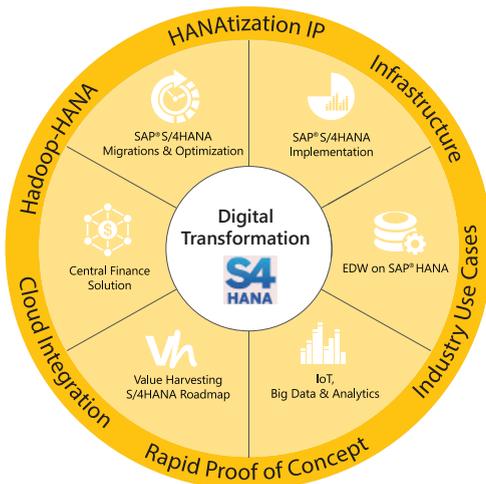
Approach



2016: KPIT* Ranked as Global Leader for S/4HANA in Manufacturing ICD Market Scape Worldwide Professional Services Firms for SAP Business Suite Powered by SAP HANA in Manufacturing



*KPIT's IT services are now known as Birlasoft



Transform Your Business

- » Run your SAP Business Suite applications with embedded analytics
- » Take advantage of the new business functions in Finance & SCM with S/4HANA
- » Enhance existing Hadoop investments and generate value from Big Data & IOT
- » Self Service BI; HANA modeling with BW/EDW
- » Take advantage of S/4HANA Central Finance for M&A and drive towards centralized shared financial services
- » Maximize Value Realization by aligning business and IT around End-to-End processes within the Birlasoft ICoE 'Integration Center of Excellence/Evolution'

Value Discovery & Deliverables:

- » HANA strategic value roadmap
- » Birlasoft HANA Toolkit for detailed impact analysis
- » Hardware sizing recommendation
- » System review for migration and establish S/4HANA Risk Profile
- » HANA migration success factors briefing
- » Proposal for HANA deployment

Birlasoft Assessment for S/4HANA



Business/ Technical Challenges & Opportunities Identification

Vh
ValueHarvestingSM

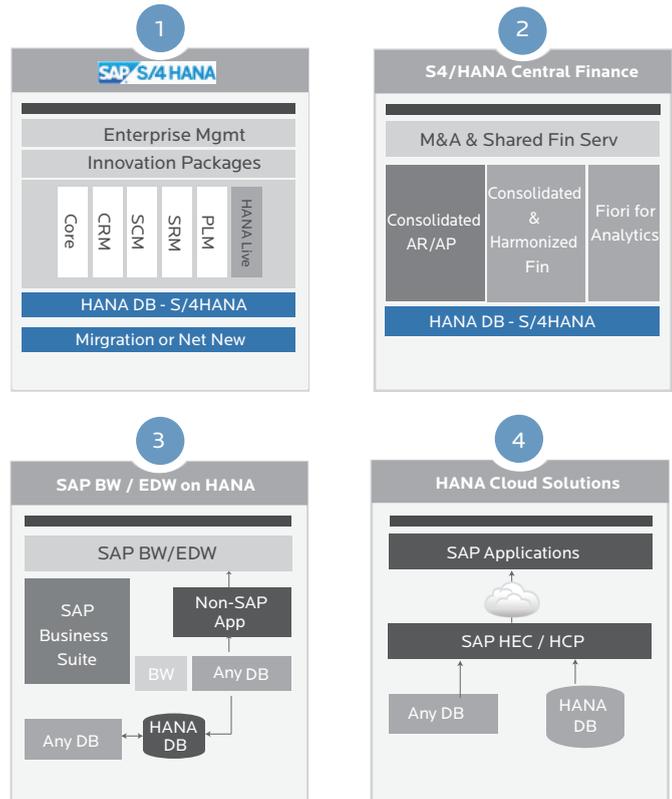
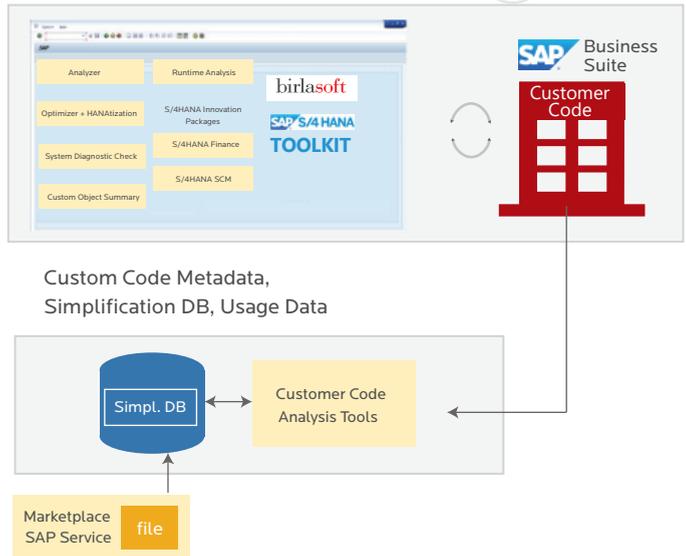
Use Data Analysis to Evaluate People, Process & Technology

Technical, Application & Infrastructure Pre-Transformation Assessment

Establish S/4HANA Roadmap, Business Case Justification POC (Optional)

Procure & Deploy: Software, Hardware, Services & Continuing improvements with

- A Semantical Assessment Simplification List
 - Simplification List Area
 - Simplification Item
 - Simplification Item
 - Simplification Item
- B Technical System Assessment Transition Pre-Checks
- C Technical System Custom code Analysis with Birlasoft HANA Toolkit & Simplification DB
- D Align vision & challenges with S/4HANA capabilities to achieve Strategic & Operational Transformation



Discover the Business Value of HANA with Birlasoft

HANA Virtual Roundtable (Optional)

Demystify HANA and S/4HANA and discover how you can leverage it to better meet your business objectives and enable your digital transformation. Your team gathers every week to discuss business requirements. Invite Birlasoft experts to your call for providing creative solutions using SAP and HANA.

Birlasoft HANA Assessment

Birlasoft will come on-site to conduct a Business Value/Technical Discovery and pre-transformation assessment, leveraging Birlasoft S/4HANA Toolkit. We will provide a HANA Strategic Roadmap, Risk Profile and solution scope based on your specific application landscape and tailored to your business priorities.

Risk-free Proof of Concept (PoC) Proposal

Birlasoft provides a compelling trial offer. You will have total access to a fully capable S/4HANA appliance with your data. Under this no obligation offer, you can test drive the PoC freely and then choose to evaluate a full deployment.

Birlasoft HANA Use Cases

 <p>Simple, Scalable & Delight Customers</p> <ul style="list-style-type: none"> » Industry: Hi-Tech Mfg » 1.2 million+ Installed Base/ 300K+ Customer Service Orders/year & 1600+Tech locations » Solution: S/4HANA (1511) Enterprise Management with Best Practices for Finance & SCM » New Gen platform for growth 	 <p>Digital Transformation with S/4HANA & hybris CPQ</p> <ul style="list-style-type: none"> » Industry: Hi-Tech mfg » Detailed insight into business performance and updated digital customer experience » Company size: USD \$500M » Solution: S/4HANA (1503) with Simple Finance, HANA Live, - Fiori, hybris CPQ on HANA 	 <p>Accelerate & Simplify Business Processes</p> <ul style="list-style-type: none"> » Industry: Life Sciences / Med Devices » Build a modern IT foundation for future innovation » Company Size: USD \$3B » Deliver a simple user experience to business users » Solution: ECC on HANA, (2014)', BWoH,Fiori, RevRec RAR, HANA Live 	 <p>Big Data & Machine Analytics</p> <ul style="list-style-type: none"> » Industry: IM&C » Machine Big Data Analytics for maintenance & statistical analysis » Company Size: USD \$2B » Solution: HANA, Hadoop, Sybase IQ, R-Programming Language,HANA Modeling
 <p>Intuitive - Ease to Use, Anytime, Anywhere, Any device – app based</p> <ul style="list-style-type: none"> » Industry: Automotive » Improved analytics, eliminate data staging with single source of "Truth" » Solution: Migration to S/4HANA Simple Finance, Hybris/CPQ with B2B and B2C 	 <p>M&A Transformation, HANA Value Roadmap, Maximize Value Realization</p> <ul style="list-style-type: none"> » Industry: Lifesciences » Company size: \$4B+ USD » Solution: Birlasoft StratosM&A, Birlasoft HANA Toolkit with Value Harvesting, ECC SoH 	 <p>Profitability & Service Desk Analysis</p> <ul style="list-style-type: none"> » Industry: Hi-Tech » Profitability & Service Desk Analysis » Company Size: USD \$18B » Solution: HANA Enterprise, CO-PA, SLT; TRX on HANA, HANA Modeling 	 <p>Single Point of Truth & Better Insight to Action</p> <ul style="list-style-type: none"> » Industry: Energy & Utilities » Company size: £8,030 million GBP » Solution: EDW on HANA with BW and connect HANA DB with multiple data sources including ESRI GIS, OSISoft PI, SAP ECC Predictive functions

Awards & Recognition

- SAP Impact Award Winner
- Top 10 SAP Ranked Partner
- Gartner Top 20 SAP Services Provider
- IDC Marketscape HANA Leader for Utilities 2015 & Manufacturing 2016

 Discover more Birlasoft HANA use cases



1900+ SAP Consultants	Served Over 300 SAP Customers	Customers Across 25+ Countries	11 Global Delivery Centers & 34 Offices
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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.