NTT DATA

DIGITAL TRANSFORMATION MADE SIMPLE

SAP S/4HANA

SAP® Cloud Focus Partner

SAP Platinum Partner

NTT DaTa

YOUR RELEVANT SAP PARTNER

FOR LASTING SUCCESS

NTT DATA Romania, Trusted Global Innovator, is **the leading S/4HANA implementer in Romania**, with **the largest SAP expertise center** of over **300 consultants**.

- **NTT DATA** is the **1st Cloud Focus Partner** in Romania;

- **NTT DATA** is **SAP Platinum Partner** in Romania;

- Over **50 SAP customers** in Romania;

- Over **25 SAP partner companies** from Western Europe are our customers;

- SAP expertise center with **300+ consultants "Preferred Supplier SAP SE"**;

- 1st authorized **SAP SuccessFactors partner** in Romania;

- 1st SAP Partner implementing **S/4HANA** on the Romanian market;

- **10 years of experience in implementing SAP business solutions** in Romania within various industry segments.

What recommends us as a partner?

More than 400 clients trust NTT DATA Romania to support their growth:

NTT DATA Romania provides development assistance and expert advice for customers across various industries, IT service providers, system integrators and software companies. These are services offered over the entire software development and management lifecycle.

Currently, the company serves over 400 clients, in multiple countries, including Romania, Germany, Austria, Switzerland, Netherlands, Norway, Finland and the USA.

The added value provided by NTT DATA Romania lies within the specific know-how of various business lines. This includes a thorough understanding of the main challenges felt by clients and the current economic environment.

These aspects have significantly contributed to the growth of the company over the past 20 years, along with consistently enhancing customer experience.

Over 50 SAP implementation projects in Romania:

Understanding the specificity of local business is a key point for a successful implementation. The various industries addressed by our solutions, the drive towards business processes transformation and use of industry best-practice, help our customers boost performance as a result of an integrated software implementation.
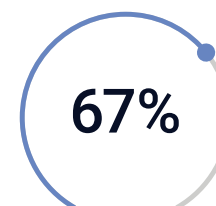
SAP Center of Expertise of over 300 consultants:

NTT DATA Romania supports its customers by offering innovative solutions, based on cutting edge software technology and standards.
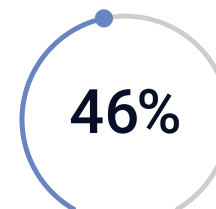
As SAP Platinum Partner, the company holds a competence center of over 300 technical and functional consultants, being certified as "Preferred Supplier" of SAP AG for Application Management and Support Services.

NTT DATA Romania gained "SAP Partner Center of Expertise" credential for offering SAP support services at the highest quality level.
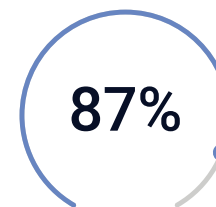
Key HR KPI's

67% of our resources have +5 years of experience

46% of hires happen by referral of existing specialists

87% approval rate by the clients, for recruitments

NTT DATA SAP Services and Solutions

SAP SOLUTIONS:

Rise with SAP

- Rise with SAP S/4Hana Cloud PE

- Rise with SAP S/4Hana Cloud private edition

ERP and Digital Core:

- SAP S/4HANA

Analytics:

- SAP Business Warehouse

- SAP Business Intelligence

- SAP Business Planning and Consolidation

- SAP Analytics in Cloud (SAC)

Customer Experience:

- SAP Customer Relationship Management

- Management Solutions

Employee Engagement:

- SAP SuccessFactors Suite and Extensions

- SAP Human Capital Management – On premise

- SAP SuccessFactors Employee Central Payroll

Digital Platform:

- SAP Cloud Platform

- SAP HANA Database

- SAP Leonardo – Machine Learning, IoT, Blockchain

Digital Supply Chain:

- SAP Extended Warehouse Management

- SAP Supply Chain Management

- SAP Financial Supply Chain Management

SAP SERVICES:

- Implementation Full Life Cycle & Roll-out

- Consultancy

- Development Services

- Administration Services

- Application Management Services

- Project Management

CLIENTS:

Top customers from different industries such as manufacturing, retail, insurance, financial, software and many more.

NTT DATA

SAP Platinum Partner

SAP® Cloud Focus Partner

FOSTERING DIGITAL TRANSFORMATION AND GROWTH WITH SAP S/4HANA

BRING YOUR SAP PROJECT ON THE WAY.

SAP S/4HANA

SAP S/4HANA is a new generation of the SAP Business Suite characterized by simplicity, increased efficiency, and new system features dedicated to your enterprise's digital transformation. By choosing NTT DATA as your SAP S/4HANA implementation partner, you can start your enterprise's digital transformation.

WHY S/4HANA

Offer a user experience for the Digital Age

Provide an award-winning user experience across the entire organization, including a context-aware, business-savvy digital assistant.

Automate tasks

Add automation to key functions and signal users when input is required with intelligent functionality and learning capabilities.

Run next-generation processes

Unlock new business value with the latest innovations so your specialists can make better decisions, faster.

KEY CAPABILITIES

Develop industry-specific functionality

Meet the specific needs of your individual organization by customizing your core system without the typical challenges of integration and custom coding.

Digitize your finance processes

Understand financial performance in real time to improve the effectiveness of finance processes – from planning and analysis to period end close and treasury management.

Take control of your supply chain

Increase visibility across your digital supply chain and utilize machine learning technology for logistics, manufacturing and asset management to improve business agility.

Stay ahead of your procurement needs

Use intelligent applications with machine learning to improve supplier management, streamline purchasing and deploy collaborative sourcing and contract management.

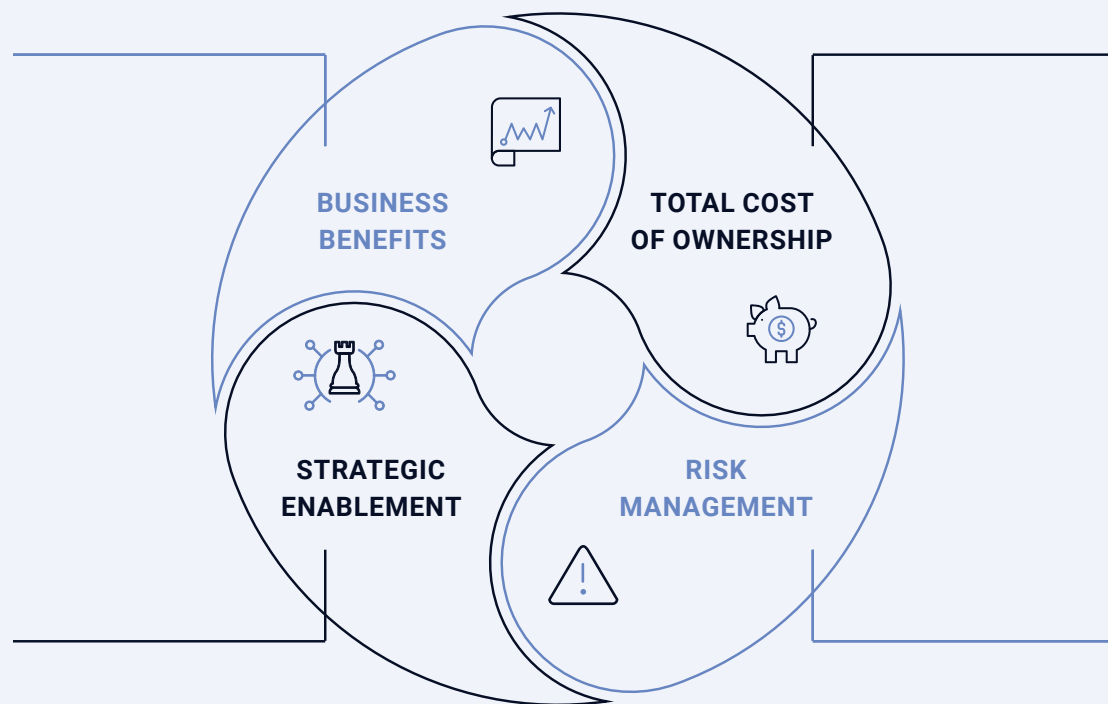### Manage product lifecycles more effectively

Develop a fully-aligned product portfolio that allows you to manage lifecycles, control production costs and deploy resources effectively from across your organization and beyond.

Real-time data across your business

Get a complete picture of operations and use customer insights to help marketing, sales and service teams work more productively, grow revenue and accelerate opportunities.

SAP S/4HANA Value Highlights

- Accelerate to new business models
- Enter new markets and industries
- Accelerate M&A synergy
- Run live (digital boardroom)
- Reorganize on the fly
- Speed and agility
- Run simple (master complexity)

- Real-time risk and fraud management
- Finance compliance andtax optimization
- Collaborative approachto risk management
- Optimize audit management

BUSINESS BENEFITS

TOTAL COST OF OWNERSHIP

STRATEGIC ENABLEMENT

RISK MANAGEMENT

- Increase in revenue through superior end-to-end customer service 10-15% reduction in days in days of inventory
- 10-15% reduction in logistics cost
- 5-10% reduction in asset maintenance cost
- 10-15% reduction in manufacturing costs
- 25-30% reduction in manufacturing cycle time
- 10-15% increase in productivity
- Increase in operating margin

- Project delivered in weeks/ months not years
- 10x smaller data footprint
- 10x faster data backup/restore
- 7x higher throughput
- 50 - 70% faster operational reporting
- Accelerated "on top innovation" - SAPCloud Platform
- Faster adoption through cloud & SAP Fiori

**Enterprises that adopt SAP S/4HANA
can achieve value across most important dimension**

Driving Business Innovation Using RISE with SAP

Every enterprise needs to develop new business models to avoid being disrupted, gain efficiencies to fund innovation, and transform mission-critical systems without business risk.

RISE with SAP is the solution:

- Grow revenue by creating differentiating, industry-specific business models;

- Unlock new efficiency with intelligent automation across mission-critical processes;

- Manage sustainability with company-wide transparency and controls;

- Prioritize optimization opportunities with instant analysis of processes, activities & tasks;

- Run mission-critical operations at global scale.

You can grow revenues faster, increase margins, unlock new efficiencies, & operate more sustainably.

BUSINESS PROCESS INTELLIGENCE

Use the business process intelligence starter pack for RISE with SAP to continuously understand, innovate, and transform business processes.

BUSINESS PLATFORM AND ANALYTICS

SAP® Business Technology Platform (CPEA) brings together data management, analytics, artificial intelligence, application development, automation, and integration in one unified environment.

OUTCOME-DRIVEN SERVICE AND TOOLS

Benefit from a guided journey and outcome-driven practices from our partners &SAP.

RISE with SAP

BUSINESS NETWORKS

Using the SAP Business Network starter pack for SAP S/4HANA, you can expand digital collaboration with trading partners across SAP Business Network.

CLOUD ERP

With SAP S/4HANA® Cloud, you can run at your best with cloud ERP for every business need.

Our Assets for SAP S/4HANA Implementation Project

SD1-Delivery and Billing Cockpit

- Improvements to sales orders processing: mass creation of deliveries at a touch of a button with visibility and aplying different business rules; picking, post GI for deliveries; billing.

SD2-Sales Agents Bonus App

- Maintain different rules for calculating sales agents bonuses. Select data and calculation program.

PP1-Production Data Record & Integrations

- Accelerator for PI Sheet implmentation;
- Accelerators for integration with MES / PCS;
- Accelerators for Fiori apps adoption.

LO1-Collect Data for Environmental Reporting

- Maintaing master data and collectind data for different environmental reports required by law.

PO1-Enhanced Approval Workflow for Purchase Orders in SAP S/4HANA

- Enhancements to approval workflow for Purchase Orders in SAP S/4HANA

MRP-Planning Monitor Report

- Quick assesmet of planning functionalities usage in SAP.
- Additional Plannining strategies for MRP.
- Planning Monitor Report for increased visibility.

ICO-Innovations for Intercompany Processes

- Automation of process steps across the intercompany processes triggered via handheld devices.

Our know-how gathered during SAP implementations experience – formalized to accelerate your projects

Our Assets for SAP S/4HANA Implementation Project

MEC - Innovations & Simplifications at Period End Close for Manufacturing Companies	• Accelerator for Period end close process.Cockpit with validations, final checks to production orders, automatically trigger different processes (i.e. technically completion).
LO2 - Enhancement for Physical Inventory Process	• Development for easy export and import of physical inventory documents.
STO - Enhanced Mobile Apps for Stock Movements in SAP	• Mobile application developed for RF devices that allows to post material movements (transfers).
EA1 - Accelerator for Using Mobile Apps in Maintenance and Service Processes	• Predefined role & accelerators for managing the asset maintenance processes from SAP Fiori Launchpad.
EA2 - Asset Maintenance with Geolocation - Accelerator	• Accelerator for enabling SAP GEF (Global Enablement Framework) functionalities and integrating with an external GIS (Geographic Information System)
LO3-Manage Deliveries with Courier Companies	• SAP cockpit for assigning deliveries to courier companies. Integration with courier companies to generate and track AWB.
SD3-e-Invoice (E-factura)	• Issue and distribution of an electronic invoice through the national system on electronic invoice RO e-Invoice in .xml format, in compliance with the conditions imposed by current Romanian legislation. These invoices shall be sent to beneficiaries via the Virtual Private Space.
SD4-e-Transportation (E-transport)	• Interface with e-Transport system of the National Agency for Fiscal Administration in Romania: send notification & receive ITU code, assign ITU codes to deliveries, integrate information in forms issued from SAP.

Project Reference

CLIENT

Company
Perini Lang Holding SRL [Romstal Impex]

Description
Romstal is the most dynamic & important company on the Romanian market in selling construction equipment.

Project Size
Small / Medium / **Large** / Special

Project Summary
Business & technical processes optimization with S/4HANA

Timeframe (15 months)
November 2016 – March 2018

Technologies & Tools
SAP S/4HANA: Finance, Logistic (SAP HCM, SAP EWM).

CLIENT FEEDBACK

Expertise of the implementation team and effective communication during the project contributed to an easy user adoption, which resulted in completion of the project within budget and time commitments.

Catalin Anghel
Marketing Director & Project Manager

CHALLENGES

- Multiple applications used;
- Data inconsistencies;
- Replacing applications that manage the main processes.
- **Aligning the internal processes to SAP S/4HANA best-practices** to increase the organization's efficiency and agility;
- **Creating interfaces between SAP S/4HANA system** and other specific applications.

SOLUTION

- Implementation of further SAP S/4HANA functionalities (phase 1):
  - Finance;
  - Logistic with functionalities:
  - Procurement to pay;
  - Order to cash;
  - Request to services (SAP HCM, SAP EWM);
- Two phases for the project implementation;
- Mixed methodologies used: ASAP, SAP Activate and Waterfall.

BENEFITS AND KPI'S

- **Real-time** and **predictive planning**;
- **End-to-end processes integration**;
- Instant **financial analysis**;
- Continuous **accounting and controlling monitoring**;
- Move from static annual planning to **dynamic planning**;
- Accelerate reconciliation and **improve accuracy**.

ABOUT NTT DATA

NTT DATA Romania is an IT services provider and system integrator, with a team of over 2,000 specialists in Romania and Serbia, delivering a variety of projects across diverse industries: Automotive, Banking, Manufacturing, Energy and Utilities, Public Sector, Retail, Transportation and Logistics.

By integrating extensive experience, proficiency and constant innovation, **NTT DATA Romania** collaborates with national and international clients, in implementing IT services and solutions to help achieve performance and bring added value.

The business portfolio includes the following services: development and integration of standard or customized software solutions, application management services, testing, quality assurance, IT & business consulting, IT security and infrastructure services etc.

As SAP Platinum Partner, **NTT DATA Romania** is a local market pioneer in implementing SuccessFactors and SAP S/4HANA cloud solutions.

NTT DATA – Trusted Global Innovator is part of NTT Group (Nippon Telegraph & Telephone), one of the global ICT leaders, with over 320,000 specialists and a large portfolio of global infrastructure solutions, communications and IT services. **NTT DATA** is one of the largest top 10 IT companies in the world.

ro.nttdata.com

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