



**NTT data**

Trusted Global Innovator

**HAS IT CHANGED  
YOUR BUSINESS YET?**







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

**SAP® Cloud Focus Partner**



- **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.

**NTT DATA**  
Trusted Global Innovator



### What recommends us as a partner?

NTT DATA SAP  
Services and Solutions

S/4HANA Overview

S/4HANA Value Highlights

S/4HANA Cloud

Project Reference

## What recommends us as a partner?

### NTT DATA Romania is Trusted Partner for more than 390 clients:

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 390 clients, in multiple countries, including Romania, Germany, Austria, Switzerland, Netherlands, Norway, Finland and 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.

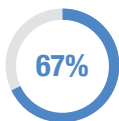
### Over 50 SAP implementation projects in Romania:

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.

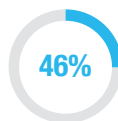
### SAP Center of Expertise of over 300 consultants:

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.

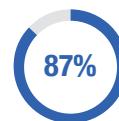
## Key HR KPI's



of our resources have  
**+5 years of experience**



of hires happen by  
**referral** of existing specialists



**approval rate**  
by the clients, for  
recruitments

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## NTT DATA SAP Services and Solutions

### SAP Solutions:

#### ERP and Digital Core:

- SAP S/4HANA
- SAP S/4HANA Cloud

#### 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

#### 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 retail, insurance, financial, software and many more.





**SAP®** Cloud Focus Partner



## **NTT DATA Romania: Fostering digital transformation and growth with SAP S/4HANA**

**NTT DATA**  
Trusted Global Innovator

NTT DATA Romania is your Trusted Global Innovator, with an experience which spans over more than a decade.

SEE ALSO...



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## SAP S/4HANA

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

### 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.

#### 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.

#### 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.

#### 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.

#### 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.

#### **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.

SEE ALSO...



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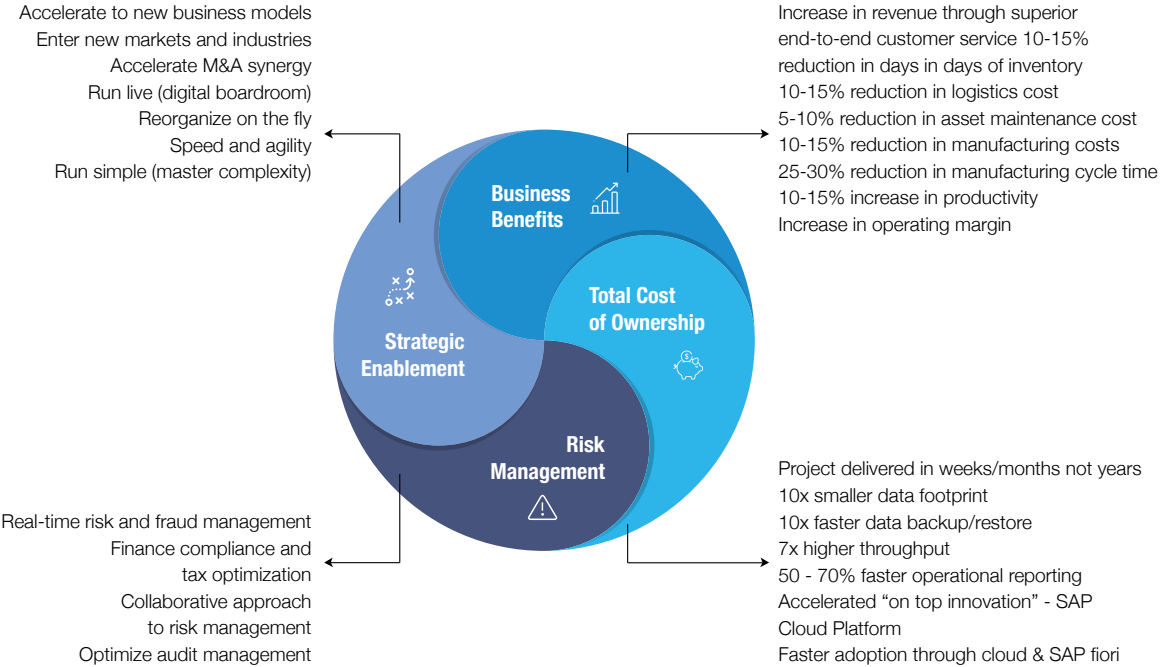
S/4HANA Overview

**S/4HANA Value  
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# SAP S/4HANA Value Highlights



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



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## SAP S/4HANA Cloud

### Intelligent Cloud ERP to accelerate digital value creation

Empower your business to Run Ahead with SAP S/4HANA Cloud – the world's first intelligent cloud ERP suite. Harness actionable insights via in-memory analytics, next-gen AI-driven automation and digital assistants to deliver a

digital edge for your business. Gain the effortless scalability and complete security you expect from the cloud, with a rapid update cycle that continuously adds capabilities and improves the user experience to drive productivity.

### Make ERP Intelligent

Embedded **predictive** analytics  
Co-Pilot as **digital assistant**  
**Automation** through AI and Machine Learning  
Support for **IoT (Internet of Things)**

Cloud changes more than the deployment method and commercial model of a customer's IT infrastructure. SAP S/4HANA Cloud delivers the organizational visibility,

intelligence and agility that our customers demand.

Cloud changes the expectations around why and how SAP should be engaged with customers - Our SAP Service and Support portfolio for S/4HANA Cloud delivers trusted partnerships based on Success Plans and tailored professional services to deliver continuous adoption of innovation, proactive best practice adherence and access to SAP expertise.



## Project Reference

### Client

#### Company

Perini Lang Holding SRL [Romstal Impex]

#### Description

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

#### Project Summary

Business & technical processes optimization with S/4HANA

#### Project Size

Small / Medium / **Large** / Special

#### Timeframe (15 months)

November 2016 – March 2018

### 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, with priority to those using outdated technologies to increase business security and stability.
- **Aligning the internal processes to SAP S/4HANA best-practices** to increase the organization's efficiency and agility to adapt to market conditions, operating at international standard level;
- **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 & KPIs



- **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**.

### Technologies & Tools



SAP S/4HANA: Finance, Logistic (SAP Human Capital Management, SAP Extended Warehouse Management).

## Project Reference

### Client

#### Company

Premier Restaurants Romania [McDonald's Romania]

#### Description

Premier Restaurants Romania is market leader, with 72 restaurants and over 200,000 daily customers in Romania. They have significant development plans for the near future, in both retail and real estate segments of their business.

### Challenge



- **Integration missing:** Multiple IT applications;
- **Automation missing** on data consolidation;
- **Hard to use interfaces** on multiple apps;
- **Long approval processes** for management;
- **Various reports** prepared in **third party systems**.

### Technologies & Tools



SAP S/4HANA: Accounting, Management Accounting, Cash Management, SAP Business Planning and Consolidation, Real Estate, Workflow, Procure to Pay, Order to Cash, Travel and Expenses.

#### Project Summary

Supporting innovation for restaurants' chain management and improving business and technical processes with SAP S/4HANA.

#### Project Size

Small / Medium / **Large** / Special

#### Timeframe (8 months)

May 2017 - December 2017  
[Go Live - January 2nd 2018]

### Solution



- Implementing **SAP S/4HANA**;
- **Integrating** all **Interfacing** apps in Fiori;
- Using an **adapted SAP Activate Methodology**;
- **8 months** of **Agile** implementation until go live;
- **Cash Management, Business Planning and Consolidation** under implementation.

### Client Feedback



*We're enthusiastic about the project and proud to be among the first companies to implement this new system on the Romanian market.*

**Oana Braicu,**  
**Chief Financial Officer,**  
**Premier Restaurants**

### Benefits & KPIs



- **Real-time** data, dynamic planning & analysis;
- **Central consistency** and **reporting**;
- **Easy budgeting** on the digital platform;
- **Automated approval paths** – using Fiori;
- Improved **financial** and **accounting** controls;
- Company **approval process** was enhanced, **from paper based to being entirely automatic** and **very user-friendly**;
- Improved **accuracy** of budgeting and forecasting;
- Improved **customer satisfaction** by offering a more **user-friendly interface**.

## 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 and 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 and Telephone), one of the global ICT leaders, with over 310,000 specialists and a large portfolio of global infrastructure solutions, communications and IT services. **NTT DATA** is Top 10\* global business and IT services provider.

\*Source: Gartner, "Market Share: IT Services, Worldwide 2019", Dean Blackmore, et. al, published on April 13, 2020 – NTT DATA ranked at 8<sup>th</sup> place

**[www.nttdata.ro](http://www.nttdata.ro)**

## Our locations

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E-mail: [nttdata@nttdata.ro](mailto:nttdata@nttdata.ro)

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550337 Sibiu

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### Brasov

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