Transform Manufacturing with SAP S/4HANA®
White Paper Background and Key Definitions

The information outlined below is helpful to understand the contents of this value proposition white paper. It gives clear details on the objective and scope of the paper. Key definitions are also provided for select sections of the paper to provide further clarification.

**DELIVERABLE OBJECTIVE**

Provides information on the value in moving from an ERP on a traditional database to SAP S/4HANA and cloud and line-of-business (LoB) solutions

**KEY DEFINITIONS**

Within the process and sub-process deep-dives, there is detailed content in table format articulating the following:

- **Pain points**
  Represents major customer business and IT challenges

- **Current state with ERP on traditional database**
  Represents the ERP capabilities that are available on a traditional database

- **SAP S/4HANA capabilities**
  Represents the capabilities shipped with the latest release of SAP S/4HANA

- **Cloud/LoB + SAP S/4HANA capabilities**
  Represents all other solutions that can be integrated with SAP S/4HANA and provides business value.
  For example, SAP S/4HANA + the SAP Integrated Business Planning solution, or SAP S/4HANA + the SAP Manufacturing Integration and Intelligence (SAP MII) application, etc. These solutions are not embedded in SAP S/4HANA, but integration scenarios exist for these

- **Planned innovations and future direction**
  Represents new functionalities planned for future release of SAP S/4HANA, or new integration possibilities planned for SAP S/4HANA

With the value proposition section, all quantified benefits are conservative estimated improvement ranges tied to the top value drivers. They are based on early adopters or new developments/enhancements of SAP S/4HANA + LoB and cloud enhancements that can drive value. Keep in mind that these should be used as a guide. We recommend working together to assess your current maturity and the value of moving to SAP S/4HANA in order to develop a personalized business case.

Detailed road map available on SAP.com (Customer Login Required)

This document and SAP’s strategy and possible future developments are subject to change and may be changed by SAP at any time for any reason without notice. This document is provided without a warranty of any kind, either express or implied, included but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.
## Agenda

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP S/4HANA Manufacturing Capability and Value Proposition Overview</td>
<td>4</td>
</tr>
<tr>
<td>Manufacturing Planning and Available to Promise Deep-Dive</td>
<td>7</td>
</tr>
<tr>
<td>Manufacturing Orchestration and Execution Deep-Dive</td>
<td>9</td>
</tr>
<tr>
<td>Inventory and Basic Warehouse Management Deep-Dive</td>
<td>13</td>
</tr>
<tr>
<td>Quality Management Deep-Dive</td>
<td>15</td>
</tr>
<tr>
<td>Value Proposition</td>
<td>17</td>
</tr>
<tr>
<td>Customer References</td>
<td>18</td>
</tr>
</tbody>
</table>
SAP S/4HANA Manufacturing Overview

TRANSFORM MANUFACTURING ON SAP S/4HANA

Manufacturing is undergoing fundamental changes driven by dynamic market trends, demand variability, increasing product configuration, omnichannel sales and marketing, and compressed delivery times.

The “market of one” is becoming reality as customers require products that are tailored to their specific needs or desires; they expect rapid delivery and yet they demand the highest quality at competitive prices. Furthermore, they have traceability and genealogy requirements stemming from product safety, legal, or maintenance needs.

The combination of these factors is straining every aspect of the manufacturing lifecycle, from managing the supply chain, bill of material (BOM), and order management, to engineering design, through manufacturing engineering, to the shop floor, logistics, and service. How can manufacturing businesses reduce these pressures and not just compete in this market environment, but actually thrive?

A focused effort is needed to integrate systems, streamline processes, capture reams of data and analyze it intelligently to make sound decisions, adjust resources, and reduce waste. In order to achieve this digital transformation effectively, a high degree of efficiency in manufacturing processes and automation in business decisions must be established. Automation of processes from material requirements planning (MRP), through production, to distribution, with intelligence that predicts actions, enables more accurate forecasts, and provides the agility to make individual adjustments to products, optimizing customer desire, revenue, and margins.

Moreover, this needs to be done in a market that expects the manufacturer to operate a live business, where “right now” information is dictating processes and driving decisions.

However, when companies are thinking about digital transformation, they often begin on the “edge” in areas like sales and marketing. This approach ignores the fact that, without an agile manufacturing process, transformed for the dynamic and resource-constrained environment, it becomes impossible to serve the demands of the customer. Many companies have evolved to a complex core business system through organic growth or through M&A, and, in many cases, have deployed multiple systems across multiple plants. This results in a severe lack of integrated visibility into enterprise business systems. Those who try to merely integrate systems find that it leads to more complexity, resulting in a high cost of ownership, inability to respond adequately to changing demand, data synchronization issues, data latency, and poorly informed decision-making based on dated information.

To help mitigate these challenges, SAP designed SAP S/4HANA as a digital core, a single holistic solution that encompasses enterprise planning, manufacturing execution, and service. SAP S/4HANA enables unprecedented harmonization of planning and execution processes with the capacity to connect Internet of Things (IoT) devices to automatically respond to fluctuating signals, as well as to provide predictive indicators for preventative maintenance and product service, all while understanding the cost implications and tradeoffs scenarios. SAP S/4HANA enables you to react quickly to variable market demand, predict operational issues, and improve manufacturing performance by streamlining and integrating the entire lifecycle – from planning and scheduling, to sequencing and execution, to analysis. With SAP S/4HANA providing the most current information on demand, manufacturing processes, resources, and capacity are tightly aligned to market and customer demands to ensure optimal production efficiency and profitable and timely delivery of products. The holistic, single-source solution provides the optimal transparency and capabilities for end-to-end analysis.

The effort involved to identify and implement continuous improvement or optimization measures is becoming unsustainable. Therefore, in future enhancements, SAP intends to incorporate artificial intelligence services such as machine learning to further enable automation and insight to action. The SAP system would continuously learn from the actual data and would automatically apply customer-defined rules to either propose measures, change master data, or adapt processes so the user can focus on exceptions and other business priorities.
MANUFACTURING CAPABILITIES

Outlined below are the primary capabilities for manufacturing where value can be achieved through SAP S/4HANA + SAP cloud and LoB solutions.

Manufacturing Planning and Available to Promise
- Material requirements planning
- Order promising and available to promise

Manufacturing Orchestration and Execution
- Production control
- Manufacturing execution
- Subcontracting
- External processing
- Repetitive manufacturing
- Kanban
- Just-in-time (JIT) outbound

Inventory and Basic Warehouse Management
- Goods issue
- Goods receipt
- Inventory management

Quality Management
- Quality engineering
- Quality inspection
- Quality improvement
- Traceability
SAP S/4HANA MANUFACTURING VALUE PROPOSITION SUMMARY

SAP S/4HANA enables companies to integrate and embed intelligence in manufacturing processes with one single source of live information. It provides an optimal coordination of planning and execution processes, covering all aspects of the manufacturing cycle from planning to shop floor.

• Faster business outcomes with reduced operational cost, thanks to simplified system landscapes. Reduced number of systems and interfaces because of a redesigned data structure and embedded solutions in SAP S/4HANA.

• Live inventory data combined with drastically reduced MRP processing times allows for a more transparent and responsive exception-based working approach, thereby improving planning accuracy and reducing inventory cost.

• Comprehensive available-to-promise (ATP) functionality, which optimizes processes, such as back order management or release of shipments, with easy-to-use SAP Fiori® apps and improves product delivery cycle times.

• Immediate insights on information with planning, execution, prediction, and simulation analysis done at the finest level of granularity to drive faster business decisions and optimal manufacturing performance.

• Responsive to demand fluctuations and variable product designs through live inventory management and material flow analysis that optimizes manufacturing resources, heightens productivity, and maximizes throughput.

• Designed with the SAP Fiori user experience to deliver personalized, responsive, and intuitive applications across all facets of the manufacturing process, on any device, anywhere.

• Caters to the “market of one” with products tailored to the specific needs and desires of the customers.
## Manufacturing Planning and Available to Promise Deep-Dive

### Typical Pain Points

<table>
<thead>
<tr>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
</table>
| • Long and overnight batch runs result in planning inefficiencies  
  • Inflexibility to include real-time, changing demands in the planning run leads to outdated and inaccurate planning  
  • Complexity in back order processing  
  • Inefficient strategies to fulfill orders from the entire network or to substitute products automatically | • Planning runs at a predefined times with data that first must be consolidated from various systems  
  • Separate manufacturing planning processes available in planning systems and ERP systems  
  • High-volume back order processing supported  
  • Easy-to-use/high-volume back order processing  
  • Performance improvements for releasing large production orders | • Live MRP available  
  • Improved effectiveness of planning with more frequent and faster MRP runs – multiple times a day and 10 times faster  
  • New MRP cockpit supports exception-based working model accompanied by simulation features and decision support with easy-to-use SAP Fiori apps  
  • Embedded production planning and detailed scheduling capabilities with a single planning run  
  • Extension of MRP scenario coverage, like make-to-order or engineer-to-order  
  • New graphical planning table for capacity load leveling and sequence planning | • Flexible order confirmation based on business priorities in advanced ATP back order processing  
  • SAP Fiori app to enable timely actions on short-term supply and demand changes | • Reduced manufacturing cycle time  
  • Improved manufacturing function planning efficiency  
  • Reduced inventory levels |

(continued next page)
### Typical Pain Points

<table>
<thead>
<tr>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Higher cost of ownership for available-to-promise functionality in ERP, which requires the use of supplemental software products</td>
<td>Sophisticated ATP requirements, like global ATP, require system integration with additional products, like the SAP Advanced Planning and Optimization component</td>
<td>In the digital core of SAP S/4HANA, ERP and planning functions are available in the same system, on the same database</td>
<td>ATP enhancements like confirmation based on sales allocations via sales rules, such as fair share, ranked, or prioritized share</td>
<td>• Reduction in revenue loss due to fulfillment issues</td>
</tr>
<tr>
<td>Difficult to fulfill customer orders on time with the proper quantity in near-term horizon</td>
<td>Mass product availability check enabled by the SAP HANA database for sales, planned, and production orders</td>
<td>Improved order promising in near-term horizon based on short-term changes</td>
<td>• Reduction in orders lost</td>
<td></td>
</tr>
<tr>
<td>Inefficient strategies to sell scarce products in a fair manner</td>
<td>Advanced ATP check for all items of multiple order at once</td>
<td>SAP Fiori apps for sales product allocation</td>
<td>• Higher customer order fill rate</td>
<td></td>
</tr>
</tbody>
</table>

Disparate planning and transactional systems lead to data integration latency and errors

Inventory management systems and planning systems need integration with ERP for material requirement planning

ERP and planning are part of the same digital core of SAP S/4HANA

Reduced supply chain planning technology cost
## Typical Pain Points

<table>
<thead>
<tr>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
</table>
| Overhead in managing a disparate set of shop floor systems across multiple plants that are not integrated into enterprise planning and business | The SAP Manufacturing Execution application integrates shop floor with ERP and reporting systems | • In combination with SAP S/4HANA, SAP Manufacturing Execution and SAP Manufacturing Integration and Intelligence (SAP MII) allow for end-to-end process integration  
• SAP Plant Connectivity software provides connectivity directly to the shop floor device to enable "lot size of one" production | Shop floor cockpit for live production visibility, orchestration, and confirmation | • Reduction in manufacturing technology cost  
• Reduction in manufacturing overhead cost  
• Improved collaboration and productivity across the plant |

| Complex and expensive system landscapes with multiple shop floor systems in distributed plants, resulting in high TCO | SAP Business Suite software provides an integrated solution from enterprise planning to shop floor execution | Fundamentally new data models and functions reduce the number of systems required, simplifying the IT landscape and lowering TCO | Global and local deployment options with the possibility to run SAP S/4HANA at the global headquarters while local plants or regions run their manufacturing operations with SAP Manufacturing Execution and SAP MII on any database | Reduction in manufacturing technology cost and simplified architecture |

(continued next page)
## Typical Pain Points

### Current State with ERP on Traditional Database
- Manufacturing insights available with support from IT department using analytical tools like SAP BusinessObjects™ business intelligence solutions

### SAP S/4HANA Enhancements
- Manufacturing insights offered on the SAP HANA Cloud Platform as a cloud-based service encompassing all data sources, not just those from SAP
- In combination with SAP S/4HANA, SAP Manufacturing Execution and SAP Manufacturing Integration and Intelligence (SAP MII) allow for dashboard creation, without coding, for real-time insights into all shop floor operations and profitability metrics

### Cloud/LoB Extension Enhancements
- IoT capabilities supporting machine-to-machine connectivity, allowing for automation and unprecedented flexibility of manufacturing processes

### Planned Innovations and Future Directions
- Reduction in order fulfillment lead time for make-to-order (MTO) scenario

### Business Benefits
- Reduction in the cost to support manufacturing intelligence

(continued next page)
## Typical Pain Points

<table>
<thead>
<tr>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
</table>
| Inefficient or ad hoc handover of bill-of-material information and design changes from engineering to manufacturing | Visual manufacturing planner for leveraging 3D CAD information, thereby simplifying the handover process | Visual manufacturing planner for leveraging 3D CAD information, thereby simplifying the handover process | Engineering cockpit that uses 3D information to create manufacturing-relevant master data and efficiently handles engineering changes | • Improved manufacturing FTE efficiency  
• Simplified and enhanced digital collaboration |

| Complicated ecosystem; collaboration requires every manufacturer, service provider, or equipment operator to link up with each business partner separately to exchange data on equipment and components | No standard integrated solution offered by SAP today; there is a manual effort to collaborate with business partners | SAP Asset Intelligence Network: data about machine operations, such as current state, usage profile, and utilization, as well as about each serialized component that is used in the assembly of the machine, can be exchanged via the network | | • Reduction in manufacturing technology cost  
• Reduced fixed asset service and maintenance cost  
• Reduction in unplanned downtime |

(continued next page)
### Typical Pain Points

**Inefficient application proximity often requires shop floor workers to go to a central terminal to make required entries, resulting in delays and errors**

<table>
<thead>
<tr>
<th>Current State with ERP on Traditional Database</th>
</tr>
</thead>
<tbody>
<tr>
<td>• SAP Manufacturing Execution provides configurable, role- and place-specific and personalized dashboards for operators; SAP Manufacturing Execution and SAP ERP need to be integrated</td>
</tr>
<tr>
<td>• Touch screen operator UIs for use on manufacturing floor</td>
</tr>
<tr>
<td>• Browser-based UI5/HTML5 mobile applications for wireless bar code scanners used on the shop floor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SAP S/4HANA Enhancements</th>
</tr>
</thead>
<tbody>
<tr>
<td>UI simplification, role-based (persona-based) UI5/SAP Fiori apps to support production transactions (for example, order confirmations, operation confirmations, etc.)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cloud/LoB Extension Enhancements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Role-based apps provided by SAP Manufacturing Execution and SAP MII, tailored to the needs of operators with easy-to-use personalization options available on touch screen or mobile devices</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Planned Innovations and Future Directions</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Further enhancements of manufacturing apps</td>
</tr>
<tr>
<td>• New SAP Fiori UX for complex assembly manufacturing</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Business Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improved manufacturing execution FTE productivity</td>
</tr>
</tbody>
</table>
## Inventory and Basic Warehouse Management

### Typical Pain Points

- **Current State with ERP on Traditional Database**
  - Inventory status is calculated overnight
  - Live inventory updates are not available; inventory status is reflected in the system with time offset

- **SAP S/4HANA Enhancements**
  - Live inventory management through redesigned data model enables unlimited simultaneous material movements, which allows for true transparency on inventory and material flows

- **Cloud/LoB Extension Enhancements**
  - The SAP Extended Warehouse Management (SAP EWM) application integrated with SAP S/4HANA, supporting all levels of warehouse complexity
  - The SAP Transportation Management (SAP TM) application integrated with SAP S/4HANA, supporting distribution and logistics holistically

- **Planned Innovations and Future Directions**
  - Performance optimization for goods movement helps to enable efficient material flow in high-volume production scenarios
  - Ability to change lot size to “one,” enabling better customer service
  - SAP EWM embedded in SAP S/4HANA core, reduction of interface complexity, and enabling change management of deliveries
  - SAP TM embedded in SAP S/4HANA core, significant reduction of interface complexity, and enabling additional integrations

### Business Benefits

- Optimized inventory levels
- Reduced inventory obsolescence and waste
- Reduced TCO through landscape simplification

(continued next page)
<table>
<thead>
<tr>
<th>Typical Pain Points</th>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
</table>
| • Limited inventory visibility, thereby increasing error rates, driving supply shortages, and inhibiting profitable inventory sourcing | Inventory analysis is possible via a separate analytical system with data integration issues and data latency | Easy-to-use and intuitive SAP Fiori apps for inventory managers and warehouse clerks |  | Extended SAP Fiori apps for inventory analysis | • Increased inventory accuracy  
• Increased on-time delivery performance |
| • Lack of clear visibility across the material flow and inventory monitoring results in poor on-time delivery performance |  |  |  |  |  |
| • In-process valuation leads to longer locks of materials on site level | • Material ledger activation available along with functionality of actual costing; however, inventory valuation data exists in multiple aggregated tables  
• Inefficient processes for carrying out actual costing redistribution/revaluation; slow reporting | • Material ledger available as a default option; all inventory valuation data exists in material ledger, removing redundancies and aggregates  
• Faster actual costing due to optimized code based on SAP HANA, faster reporting as needed for actual costing, multiple currency and multiple valuation methods |  | Optimization of lock behavior for moving average-priced materials |  |
| • Complexity in valuating inventories in multiple currencies and for different valuation methods (legal/profit center/reporting purposes) |  |  |  |  | • Increased visibility into actual profitability, allowing for margin optimization  
• Increased inventory accuracy |
# Quality Management

## Typical Pain Points

<table>
<thead>
<tr>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Difficulty getting an end-to-end view of quality due to distributed systems</td>
<td>Quality-management-relevant functions are integrated with supply chain, covering the areas of quality engineering, quality inspection, and quality improvement</td>
<td>Supports core quality management processes for user roles of quality engineering, quality inspection, and quality improvement</td>
<td>Core quality management processes supported by new roles in SAP Fiori user experience for quality technician, quality engineer, quality planner, quality manager, quality auditor, and calibration technician</td>
<td>Reduction in the cost to support quality management</td>
</tr>
<tr>
<td>Analysis based on past performance instead of proactive measures based on asset and production performance</td>
<td>• Different systems are available for quality management and quality issue management processes; integration needs to be done between these systems • Real-time simulations or predictive capability to detect quality issues is not available</td>
<td></td>
<td>Integrated, simplified quality management combining quality management and quality issue management capabilities with built-in IoT connectivity and predictive analytics</td>
<td>Reduction in revenue loss due to quality and compliance issues</td>
</tr>
</tbody>
</table>

(continued next page)
### Typical Pain Points

<table>
<thead>
<tr>
<th>Quality Management</th>
<th>Recording quality inspection results is time-consuming and inefficient</th>
<th>Current State with ERP on Traditional Database</th>
<th>SAP S/4HANA Enhancements</th>
<th>Cloud/LoB Extension Enhancements</th>
<th>Planned Innovations and Future Directions</th>
<th>Business Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Generic UIs are available for recording quality inspections</td>
<td></td>
<td></td>
<td>Point-of-detection recording via SAP Fiori app (also mobile-enabled) for faster and more efficient recording by quality technicians (role-based)</td>
<td>• Enhanced efficiency in quality assurance execution (results recording) • SAP Fiori apps for results recording</td>
<td>Improved quality management FTE efficiency</td>
</tr>
<tr>
<td>• Difficult to maintain traceability and serialization of components • Traceability reports are time-consuming to generate and are often error-prone</td>
<td>Batch traceability throughout all manufacturing steps and inbound and outbound logistics processes</td>
<td></td>
<td></td>
<td>SAP Asset Intelligence Network: data about the machine usage, its failures, information on each serialized component, including its history and quality data, can be exchanged via the network</td>
<td>• Enhancements in the area of user interface and performance optimization • Improved insight into action capabilities</td>
<td>Improved regulatory compliance</td>
</tr>
</tbody>
</table>
SAP S/4HANA Manufacturing Value Proposition

The opportunity exists to transform business processes and achieve your digital transformation goals with more automation and better alignment to your end-customers by delivering products tailored to their specific requirements.

**STRATEGY ENABLEMENT**
- Run Simple (master complexity) – Simplified and efficient production planning and execution processes
- Run Live – Decision-making with automated transfer of production results and real-time updates on performance
- Fundamentally new available-to-promise functionality for increased customer satisfaction
- Automation that enables business process transformation

**BUSINESS BENEFITS**
- Reduction in total manufacturing costs up to 10%
- Reduction in manufacturing cycle time up to 10%
- Reduction in scrap value up to 25%
- Increased material posting throughput from 5–25x
- Reduction in order lead times (10–15%)
- Improved labor utilization with “live” production monitoring (up to 10%)
- Distinct systems consolidation, reduced by 30%
- Improved profitability

**RISK MANAGEMENT**
- Demand-driven planning model and live inventory updates reduce risk of revenue loss due to stock-outs
- Integration of execution and planning systems reduces risk of revenue loss due to cancelled orders

**EMPLOYEE ENGAGEMENT**
- Increase in productivity through tailored UX
- Higher throughput

*Benefits are based on early adopters of SAP S/4HANA or conservative outside-in benefits due to moving from a traditional ERP to enhanced SAP S/4HANA + LoB and cloud capabilities. As each enterprise is at a different level of maturity, our recommendation is to work with you to determine the value proposition for your enterprise.*
VECTUS INDUSTRIES

**Highlights**
Vectus deployed the SAP S/4HANA Enterprise Management solution and started experiencing total ease in managing business operations. It has decreased its days sales outstanding and can deliver accurate, instantaneous customer invoices. Customers now experience excellent service and on-time delivery, which will remain unchanged during rapid expansion.

- **Real-time** year-end financial close (down from a few months)
- **15% reduction** in operation costs
- **50% faster** access to and visibility of real-time data
- **60% increase** in operational efficiency

**Solution**
SAP S/4HANA Enterprise Management

**Industry**
Industrial machinery and components

**Vector Industries source reference**

---

SWISS PROPERTY AS

**Highlights**
SWISS PROPERTY worked with INTELSYS, an SAP partner, to implement SAP S/4HANA Enterprise Management by using business process content supported by SAP Best Practices packages. Focused on the engineering and construction industry, INTELSYS helps provide an end-to-end solution for design, planning, and construction execution. SWISS PROPERTY sees this functionality and these processes as a definitive competitive advantage.

- **Simplified** IT landscape and operations
- **75% reduction** in data volume
- **Achieved compliance** with parent group policies

**Solution**
SAP S/4HANA Enterprise Management

**Industry**
Engineering, Construction and Operations

**SWISS PROPERTY source reference**

---

AIRBUS DS OPTRONICS

**Highlights**
Hindered by processing times for sales forecasts and order processing, Airbus looked to SAP S/4HANA to make information “live” to better plan production and eliminate latency in order visibility.

All information, including sales forecasts and orders, are now available “at the touch of a button” on any device.

- **Simplified** IT landscape and operations
- **75% reduction** in data volume
- **Achieved compliance** with parent group policies

**Solution**
SAP S/4HANA Enterprise Management

**Industry**
Aerospace and defense

**Airbus source reference**