

APsolut



# ADVANCED PROCESSES & SOLUTIONS

„I think the really good mountaineer is the [wo]man with the **technical ability** of the professional and with the **enthusiasm** and **freshness** of approach of the amateur.”

Sir Edmund Percival Hillary



# AGENDA

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- PROCUREMENT EXCELLENCE
- ABOUT APSOLUT
- WHAT WE OFFER
- ADVANCED NETWORK
- SUCCESSFUL TEAM SPIRIT
- CORPORATE RESPONSIBILITY
- CONFIRMED EXPERTISE





A wide-angle photograph of a mountain range at sunset. The sky transitions from a deep blue at the top to a warm orange and yellow near the horizon. Two prominent mountain peaks are illuminated by the low sun, casting long shadows and highlighting their jagged, rocky textures. The foreground and middle ground are filled with snow-covered mountain slopes and ridges, with some dark rock faces visible. The overall scene is serene and majestic.

**PROCUREMENT EXCELLENCE**

## VALUE PROPOSITION

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apsolut is your partner for procurement transformation and process digitalisation. We add value to your business with experience, passion, ability, and honesty to deliver sustainable solutions.



# SIX REASONS TO CHOOSE APSOLUT

## SAP PROCUREMENT KNOWLEDGE

We have a focus on SAP procurement with in-depth knowledge of innovative solutions based on S/4HANA and Ariba.

1

## UNIQUE SAP PARTNERSHIP

We have a close and unique collaboration with SAP for joint product development and project delivery with co-innovations.

3

## PARTNERING WITH OUR CUSTOMERS

We work collaboratively on sustainable, long-term solutions, and focus on user adoption and the enablement of customers and suppliers.

5

2

## INDEPENDENCE & INNOVATION

We provide independent advice to our clients to select, design, and implement the *right* solutions based on our project and product expertise.

4

## IN-DEPTH INDUSTRY KNOW-HOW

Our expert consultants serve leading customers from various industries, most notably automotive, pharmaceutical, chemical, consumer goods, and services.

6

## HYBRID CONSULTANTS WITH PASSION

Our consultants combine techno-functional know-how and understanding of business needs with a commitment and passion to deliver.



15 YEARS



SAP Ariba MEE Partner of the Year 2017 | 2018 | 2019

A glowing orange tent is pitched on a grassy hillside at dusk. The tent is illuminated from within, casting a warm orange glow. The background shows a vast valley with scattered city lights and a horizon line under a deep blue sky with a few wispy clouds. The overall scene is serene and evocative of a quiet night in nature.

**ABOUT APSOLUT**

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# APSOLUT IN A NUTSHELL



15+ years of service for large enterprises & midsize companies



14 locations in Europe & Asia



SAP's & SAP Ariba's long-established partner



Customer-centred procurement consulting & support



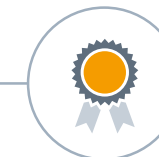
On-premise, cloud & hybrid tools for S/4HANA, Ariba, SRM



Development of SAP Fiori applications, solution modules & APIs

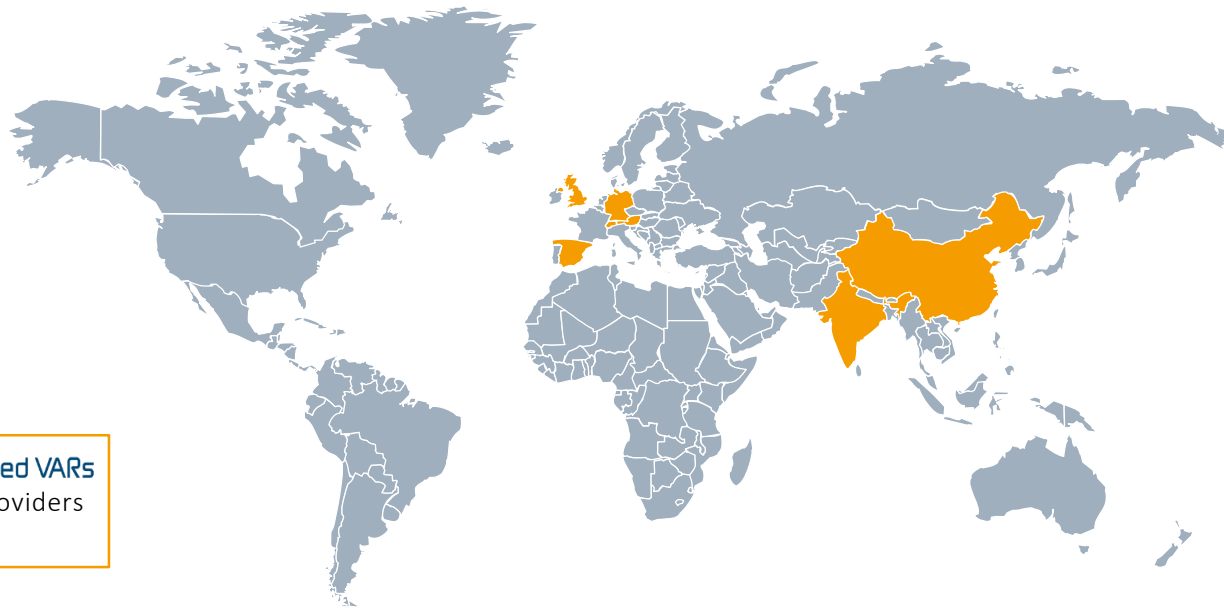



Organic, continuous & sustainable growth



SAP Ariba MEE Partner of the Year 2017 | 2018 | 2019

## WHERE WE ARE LOCATED



absolut is a member of  **united VARs**  
– an alliance of SAP Solution Providers  
in more than 100 countries

**Germany** Bielefeld | Frankfurt | Hamburg | Stuttgart **Austria** Vienna **Switzerland** Zurich **Spain** Málaga **United Kingdom** London  
**China** Beijing | Shanghai | Tianjin **India** Bangalore | Hyderabad | Vijayawada



## WHAT WE OFFER

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# TOOLS & TECHNOLOGIES



## TOOLS



SAP S/4HANA  
Enterprise Management



SAP S/4HANA  
Procurement



SAP Ariba



SAP Fieldglass



celonis

DocuSign



## TECHNOLOGIES

SAP Fiori



Integration



Solution Modules



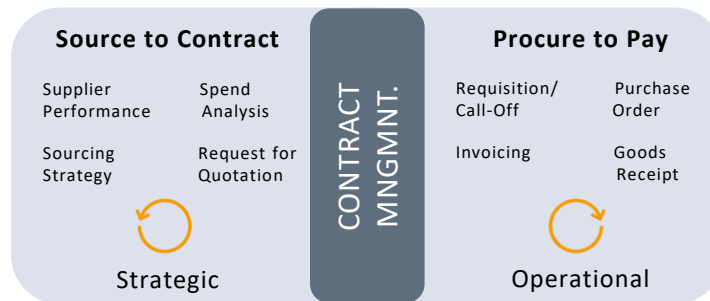
SAP CAI Solutions



Robotic Process  
Automation



# OUR SERVICES



Prepare	Design & Build	Manage
Procurement Architecture Definition	Business Process, Functional and Technical Design, Implementation and Rollout	Supplier Enablement and Catalog Management
Solution and Transformation Roadmap	Solution Enhancements and Innovations	Application Management and Support
Procurement Value Assessment	System Integration	Change Management and Training
Transition Preparation	Project Management	Release and Service Management

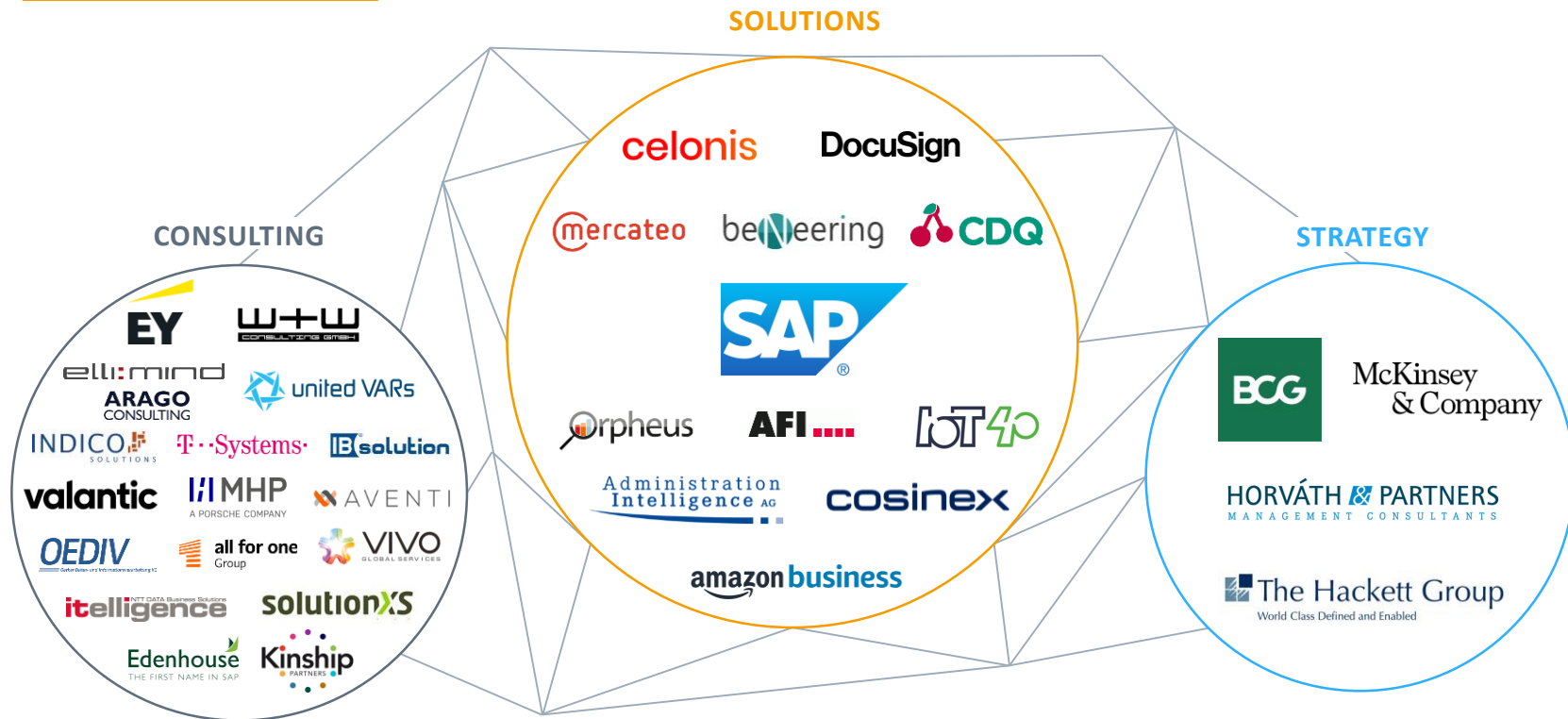
An aerial photograph of a city at night, with a dense network of glowing orange and red lines overlaid on the dark urban landscape, representing a complex network system. The lines are most prominent in the central and right portions of the image, forming a web-like structure that connects various points across the city. The background shows the city's lights and building footprints in shades of blue and white.

**ADVANCED NETWORK**

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# WE ARE STRONGER TOGETHER





**SUCCESSFUL TEAM SPIRIT**

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# WE ARE SUCCESSFUL AS A TEAM




Awarded »Great Place to Work®« by our employees!



Awarded »Top Employer Companies« by Focus Business 2018 | 2019 | 2020



Excellent employee evaluations  
Take a look: 

”Should you have any issues, an apsolut colleague will always help you – even if they are stressed.”

**AMNA MRKALIC**  
**Consultant Development**





# **CORPORATE RESPONSIBILITY**

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## SOCIAL APSOLUT



### OEKOVEN GILLBACHBAHN LIGHT RAILWAY MUSEUM

The museum presents narrow-gauge trains and factory trains from the mining industry as well as wreckage-removal and military trains. The museum had to suffer hard from the Corona lockdown, but thanks to our donation, in part, it opened its doors again.

[More information](#)



### FRUCHTALARM [FRUIT ALARM]

With a mobile cocktail bar for children, the "Fruit Alarm" reliably brings enthusiasm and joy into the everyday life of young patients suffering from cancer. Cancer can happen to any child. We want to contribute to some rays of hope in everyday life in the clinic.

[More information](#)



### SHAKTI MILAN

The Nepalese organisation empowers women by giving them training as seamstresses, informing them about women's and children's rights and giving them the opportunity to earn their own money.

[You can help by buying bags and backpacks made from old rice sacks](#)

# GREEN APSOLUT



## WE PROTECT

Bees are threatened. So is our whole biodiversity.

We act by supporting local beekeepers and reforestation projects.

Do you want to know how you can help? Or do you want a glass of organic apsolut honey? Just write an email to [green@ap-solut.com](mailto:green@ap-solut.com)



## WE REDUCE

Winners like to move. We will not stop moving.

But we make efforts to travel less and to travel the green way by offering bicycles and annual train passes to our employees.

Do you want to know how we manage implementation projects remotely?

Just talk to your project manager!



## WE COMPENSATE

We are curious. That's why we want to meet you in person, even if you're far away. And we never stop searching.

That's why we compensate our CO<sub>2</sub> emissions by planting trees. And we use Ecosia to google the web.

Do you want to know more? Just write an email to [green@ap-solut.com](mailto:green@ap-solut.com)

A long-exposure photograph of a winding road at dusk. The road curves through a lush, green forested hillside. Light trails from cars create a vibrant orange and yellow glow along the road's path. In the background, a sunset is visible over a valley, with the sky transitioning from a deep blue to a bright orange and yellow near the horizon. The overall scene is serene and captures the beauty of a mountain landscape at twilight.

**CONFIRMED EXPERTISE**



## WHAT CUSTOMERS & PARTNERS SAY ABOUT US



"After the onboarding, apsolut not only familiarised itself with our system landscape in a very short time, but also provided clever impulses and ideas throughout the entire project. Thanks to the well-structured project approach of the apsolut team, we have been able to implement some highly complex future topics."  
**Bruno Streitenberger, Project Manager, Bosch**



"apsolut's 360-degree view of procurement implementations and their experience with complex back-end architectures allowed our teams to collaborate effectively and deliver the non-SAP interfaces."  
**Salvatore Lombardo, Head of SAP S/4HANA Source to Pay & Order to Cash, SAP**



"With the apsolut team, we quickly converted our global locations to SAP SRM U15. Once again it has become clear why apsolut is more than just a service provider for us: a true partner we have trusted for over 13 years."  
**Dominik Lutz, Corporate Purchasing, MANN+HUMMEL**



"Above all, it was important for us to be able to continue operating our established processes and workflows. With the support of apsolut, this was a perfect success! We are delighted to have a reliable partner in apsolut for our diverse requirements!"  
**Tim Müller, Project Engineer, Alfred Ritter GmbH & Co. KG**

## SECTORS & CUSTOMERS



**MAHLE**



**MCKESSON**

**RÖHM**



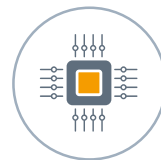
**BOSS**  
HUGO BOSS



**finanz informatik**

**IKB**  
Deutsche Industriebank

**Helaba** |



**VORWERK**



**B/S/H/**

**PHENIX CONTACT**



## SECTORS & CUSTOMERS



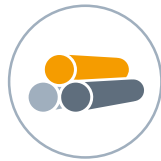
**AIRBUS**

**JUNGHEINRICH**

**Vaillant**

**KRONES**

**TRUMPF**



**ZÖLLERN**



storaenso

**sappi**



Louisenthal



RHI MAGNESITA



**KIT**  
Karlsruher Institut für Technologie

**EMSCHER**  
EGLV<sub>AG</sub> GENOSSENSCHAFT



HESSEN

**swb**

**HAMBURG  
WASSER**



**DB**

**NAGEL-GROUP**

**dpd**

**SCHNELLECKE  
GROUP**

Düsseldorf  
Airport **DUS**



**VATTENFALL**

**OMV**

**50hertz**

| Elia Group

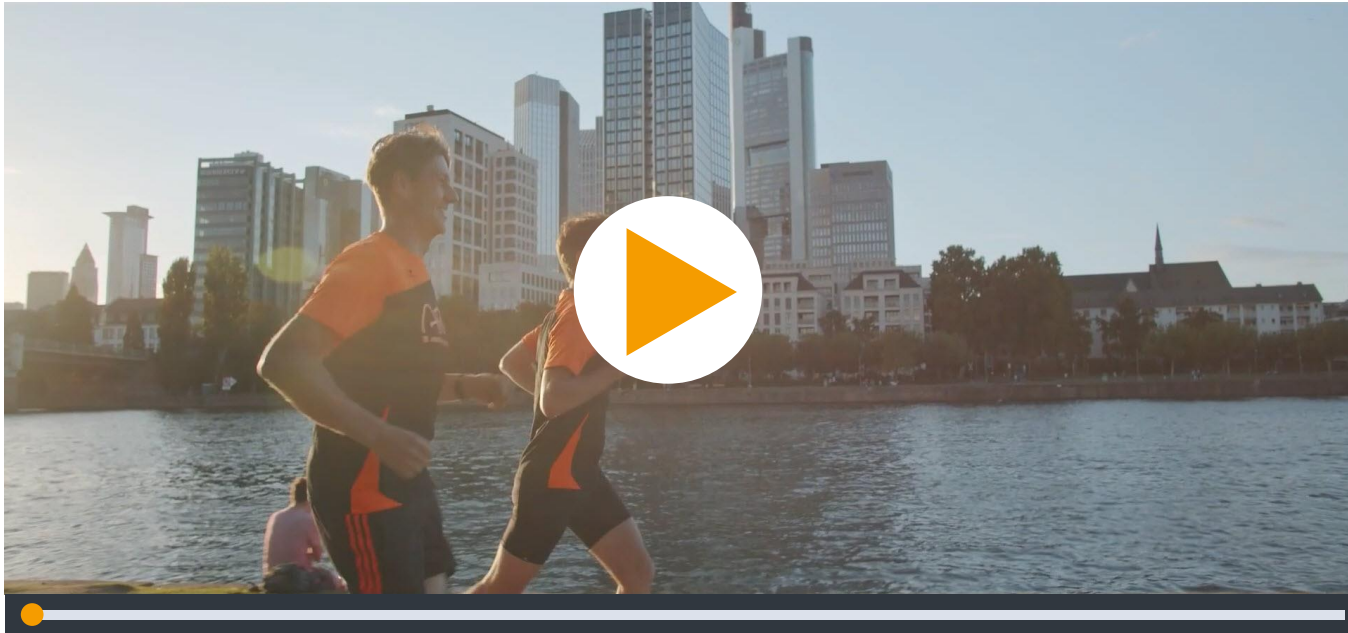
**enercity**  
positive energie

**ENERCON**  
ENERGY FOR THE WORLD

# THE APSOLUT IMAGE FILM

## “We run for **a**dvanced **p**rocesses & **s**olutions”

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No connection to Vimeo? [Just click here to watch the film on Youku!](#)





“In the realm of ideas everything depends on **enthusiasm**... in the real world all rests on **perseverance**.”

Johann Wolfgang von Goethe

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