



# REWIRING THE ENTERPRISE: HOW ZESPRI IS FUTURE PROOFING WITH SAP





# HI THERE!



**SARA EBADI**

CUSTOMER SUCCESS DIRECTOR  
FAIR Consulting Group



**DAVID SCULLIN**

CHIEF DIGITAL OFFICER  
Zespri

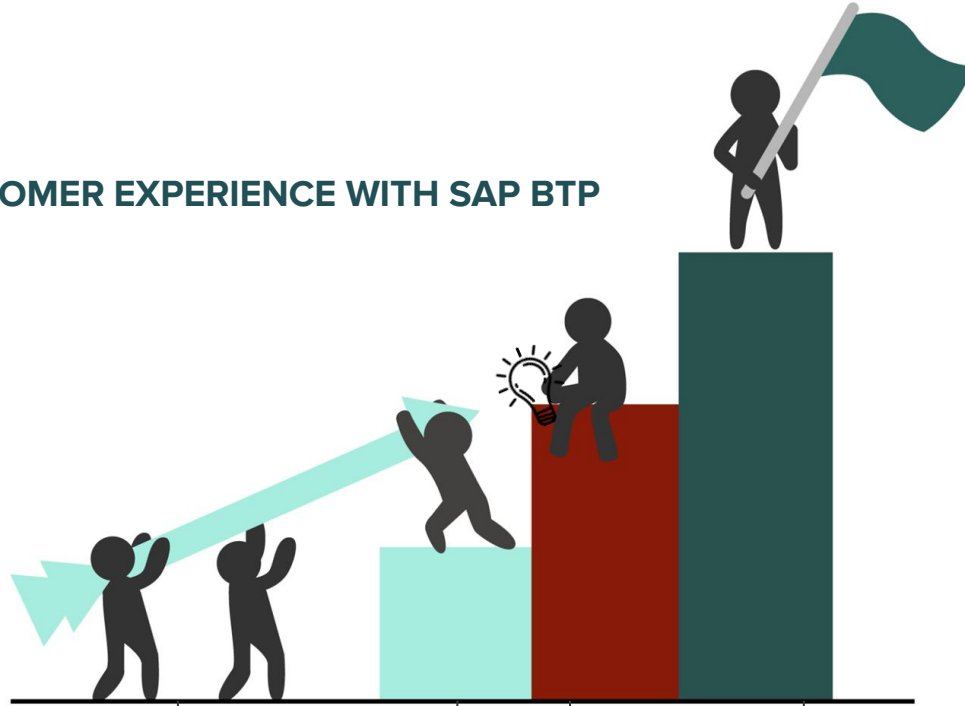


  
**Zespri**<sup>TM</sup>  
KIWIFRUIT



# THE JOURNEY

TRANSFORMING CUSTOMER EXPERIENCE WITH SAP BTP



CHALLENGES

INNOVATION

SOLUTION

BENEFITS



# TRANSFORMING **CLAIMS PROCESSING**

## MANUAL CLAIMS

### BEFORE



One claim at a time



20+ manual entry fields



No validation → error-prone



Manual attachment linking

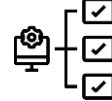


~ 30 seconds per claim

### AFTER



Multiple claims at once



15 fields with guided journey



Validated data → fewer errors



Auto-linked attachments



~ 28 seconds for multiple claims



# TRANSFORMING **CLAIMS PROCESSING**

## BULK CLAIMS

### BEFORE



No validation → frequent rejections



~ 10+ minutes for 1,000+ deliveries



No region-based templates



No real-time updates

### AFTER



Row/column validation before submission



~ 2 minutes for 1,000+ deliveries



Region-specific templates



Real-time updates via EventMesh



# FASTER, SMARTER, AND **TRANSPARENT CLAIMS MANAGEMENT**

## BUSINESS OUTCOMES



**Faster Results  
& Reduced Operational  
Overhead**



**User Experience  
& Usability**



**Data Accuracy &  
Real-time Updates**



**Scalable  
Design**



# READ THE **FULL STORY**



## SCAN HERE





