NTT DATA
Trusted Global Innovator

HAS IT CHANGED
YOUR BUSINESS YET?

SAP S/4 HANA

SAP® Cloud Focus Partner

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 Gold 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 Romanian company localizing **SAP Dealer Business Management**;

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

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

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

What recommends us as a partner?

NTT DATA Romania is Trusted Partner for more than 340 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 340 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 18 years, along with consistently enhancing customer experience.
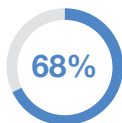
Over 50 SAP implementation projects in Romania:

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 Gold 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.
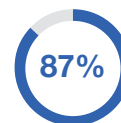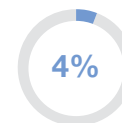
Key HR KPI's

68%

of our resources have
+5 years of experience

35%

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

87%

approval rate
by the clients, for recruitments

4%

attrition rate

NTT DATA SAP Services and Solutions

Offered SAP services:

Cloud Services

Being a company with over 1,700 specialists, we benefit from the SAP SuccessFactors solution ourselves. Through learning by doing, our team, consisting of certified SAP SuccessFactors consultants have perfected the implementation. By implementing the SAP S/4HANA system in the local market and offering support to international clients, we managed to get project experience on the SAP Cloud Platform. The 1st customer in the Romanian market willing to implement the new SAP S/4HANA solution chose us as implementation partner. Our offering to the new SAP S/4HANA clients in the local market, also include applications built on the SAP Cloud Platform with SAP Fiori and UI5 technologies.

Development Services

SAP customers are faced with the challenge of exploiting the potential of their SAP systems in order to properly support their business processes. In addition, these companies are subject to permanent change. This requires new installations or adaptations of the systems, as well as professional support. Therefore, solid SAP knowledge is always required. With NTT DATA you will find a reliable service provider for SAP Services, which actively meets your individual requirements.

SAP AMS Services - AMS

NTT DATA Romania has been providing ITIL-compliant outsourcing support services to international customers, for more than 10 years, in German and English language. With a fully developed infrastructure, NTT DATA processes an average of 15,000 tickets per month, to some extent as 24/7 service (service time and on-call duty). German and English are our main service languages.

SAP Basis Services

NTT DATA Romania provides development services and expert consulting for IT service providers, system integrators, software companies, as well as customers from various industries.

Offered SAP solutions:

- SAP ECC
- SAP S/4HANA
- SAP SuccessFactors
- SAP Business Intelligence
- SAP Dealer Business Management

- SAP Financial Supply Chain Management
- SAP Supply Chain Management
- SAP Customer Relationship Management
- SAP Business All-in-ONE
- SAP Business Planning and Consolidation

Clients:

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

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

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

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.
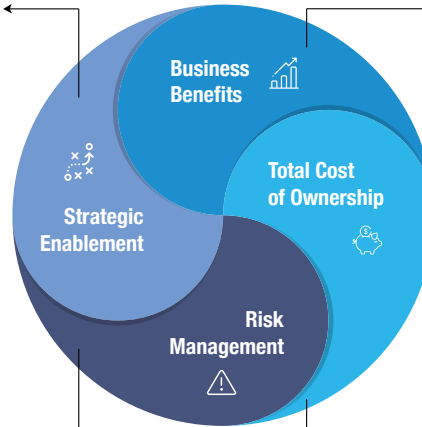
SAP S/4HANA Value Highlights

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)

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

**Business
Benefits**

**Total Cost
of Ownership**

**Strategic
Enablement**

**Risk
Management**

Real-time risk and fraud management
Finance compliance and
tax optimization
Collaborative approach
to risk management
Optimize audit management

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" - SAP
Cloud Platform
Faster adoption through cloud & SAP fiori

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

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.

FLEXIBLE DEPLOYMENT
cloud and hybrid

FAST INNOVATIONS
quarterly innovation cycle

DYNAMIC EXTENSIBILITY
extentions via
SAP HANA Cloud Platform

SAP S/4 HANA
CLOUD EDITION

- SAP S/4HANA, cloud marketing edition
- SAP S/4HANA, cloud project services edition
- SAP S/4HANA, cloud enterprise edition

NATIVE INTEGRATION
integration with SuccessFactors Employee Central, Ariba Network, SAP hybris Marketing, Fieldglass, SAP JAM

EFFECTIVE GOVERNANCE
fully managed by SAP

GUIDED CONFIGURATION
ready-to-run SAP best
practices business processes

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.

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]

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

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**.

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.

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**.

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.

About NTT DATA

NTT DATA Romania is an IT services provider and system integrator, with a team of over 1,700 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 a SAP Gold 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 283,000 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, 2017" published on June 11, 2018

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