

7. December 2023 | Dirk Bamberger

SAP WEBINAR

IT TRANSFORMATION AT A PROFESSIONAL SERVICES PROVIDER AND HOW WE BENEFITED FROM SAP BTP





our **IT** Solutions for **Customers**

2020

our **own IT** Applications
... for Core Business Processes



I

The Shoemaker

25 YEARS ADESSO

On the way to becoming a
leading IT service provider
in Central Europe!

900

Mio. Euro

Group Revenue 2022



+3.000%

since 2007

Share Price Increase



ca.

10.000

Employees



+ 2.000

**Employees
in 2022**



GERMANY

Aachen	Munich
Berlin	Münster
Bonn	Nürnberg
Bremen	Paderborn
Cologne	Potsdam
Dortmund	Reutlingen
Dresden	Rostock
Düsseldorf	Saarbrücken
Essen	Siegen
Frankfurt	Stralsund
Hamburg	Stuttgart
Hannover	Stuttgart-Vaihingen
Jena	Ulm
Karlsruhe	Walldorf
Kiel	
Leipzig	

BULGARIA

Sofia

FINNLAND

Helsinki

ITALY

Milan

NETHERLANDS

Amsterdam

AUSTRIA

Graz
Vienna

SWITZERLAND

Basel
Bern
Lausanne
Lugano
St. Gallen
Zurich

SWEDEN

Gothenburg
Malmö
Växjö
Borås

INDIA

Thiruvananthapuram

SPAIN

Barcelona
Jerez de la Frontera
Madrid

TURKEY

Istanbul

HUNGARY

Budapest

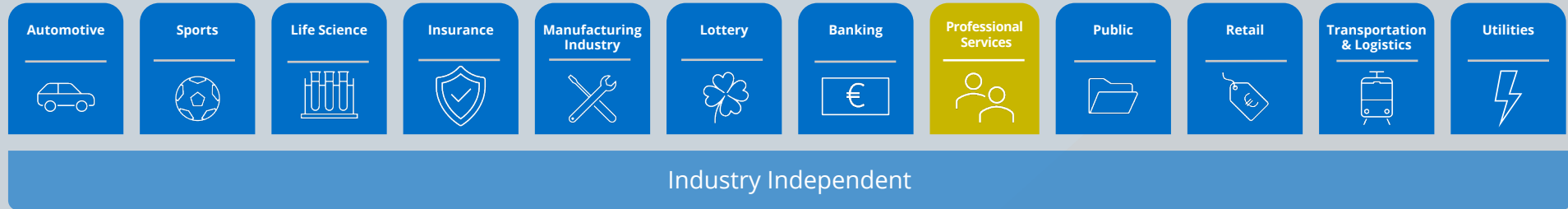
DENMARK

Copenhagen

ADESSO PORTFOLIO AT A GLANCE



Industry Services



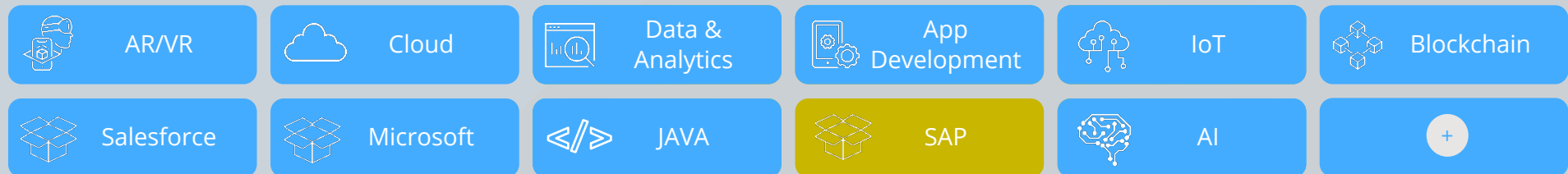
E2E Services



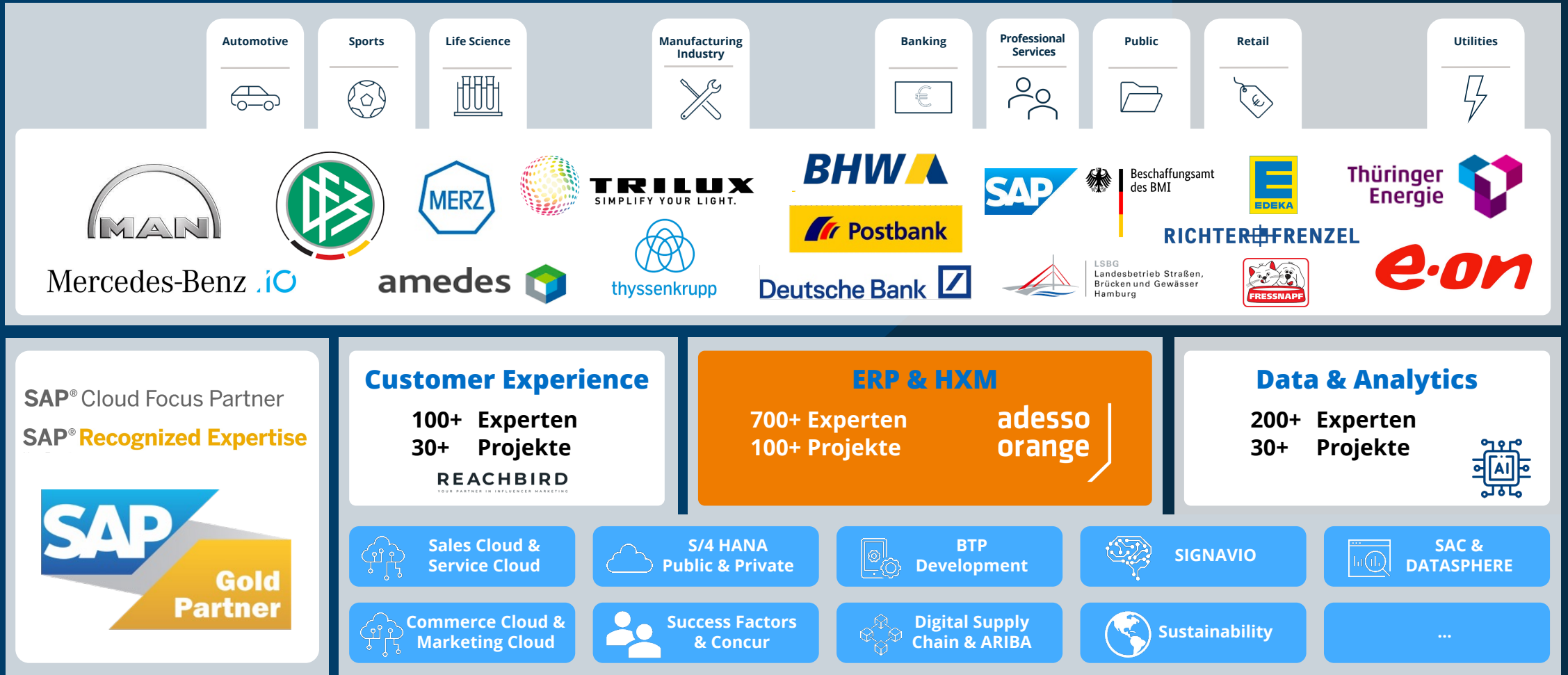
Business Partner



Technologies



ADSESSO SAP FOOTPRINT AT A GLANCE





II

Our new Shoes

adUP



adesso Unity Program

u·ni·ty

['ju:niti] *oneness; harmony*

(Einheit f; Verbundenheit f)

(1) *an undivided or unbroken completeness or totality with nothing wanting*

(eine ungeteilte oder ungebrochene Vollständigkeit oder Gesamtheit, der nichts fehlt)

(2) *the quality of being united into one*

(die Eigenschaft,
zu einer Einheit verbunden zu sein)

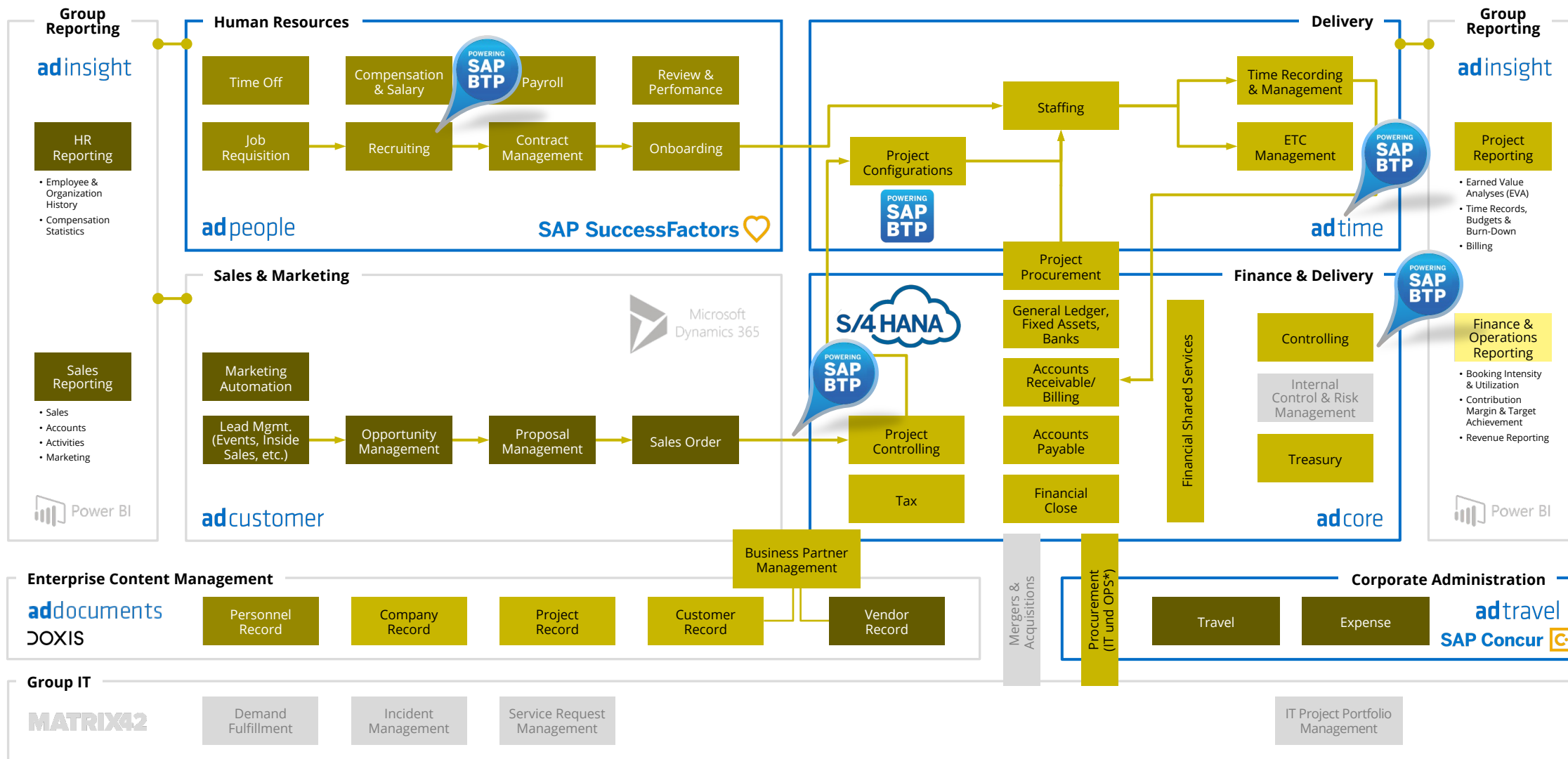
(3) *the state or fact of being united or combined into one,*

as of the parts of a whole; unification

(der Zustand oder die Tatsache, dass die Teile eines Ganzen zu einem Ganzen vereinigt oder kombiniert werden;
Vereinheitlichung)

adUP – BIG PICTURE

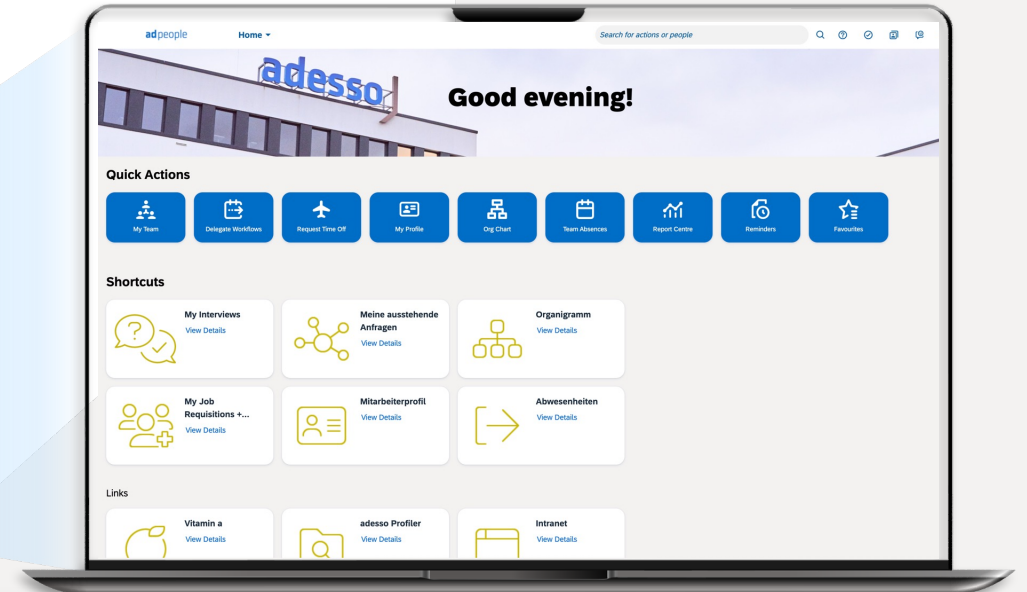
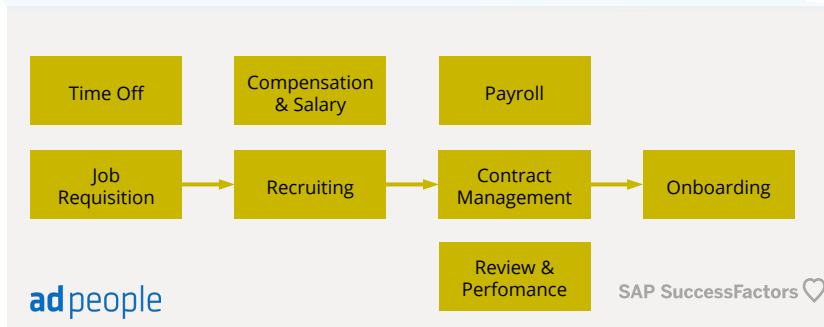
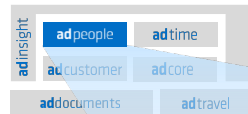
a



OUR SOLUTION FOR HUMAN RESOURCES

adpeople

WHAT'S IT ABOUT?



WHAT'S IN FOR ME?



With adpeople, I as an **Employee** can ...

access to all my HR matters in one place:

- > Plan vacations and report absences
- > View my employment details
- > Download my pay slips
- > Download employer's certificates
- > Apply for grants (e.g. for daycare or sports)
- > Change my personal details such as address or IBAN
- > Prepare my annual appraisal

With adpeople, I as a **Manager** can ...

view all HR processes and data on your own team in one place :

- > Report new recruiting needs, receive applications and schedule interviews
- > Request employment contracts directly in the system
- > Carry out onboarding for new employees
- > Prepare and document annual appraisals
- > Initiate changes for my employees, such as relocations, salary adjustments, etc.



RECRUITING EXTENSION – A LIGHTWEIGHT CAP DEVELOPMENT THAT ADDRESSES A KEY REQUIREMENT IN OUR INDUSTRY



- > **7.000+ Job Requisitions**
- > **50.000+ Job Applications p.a.** (plus nbr. of forwarded applications)
- > Individual Hiring Managers have sometimes **40-50 open Job Requisitions**
- > SuccessFactors **only** provides **Access** to Applications **via Job Requisitions**
- ⇒ **Manage Applications** e.g. per Team or Location is **almost impossible**



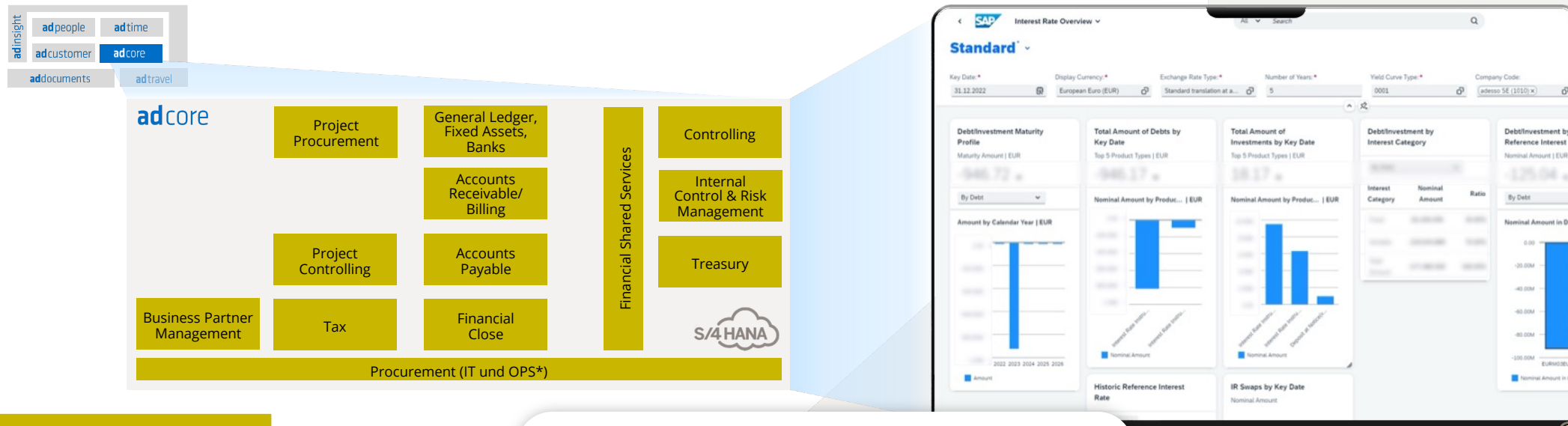
The screenshot displays the 'Application Overview' page in SAP SuccessFactors. At the top, there are three filter panels: 'Company' (with a dropdown showing 'adesso SE x', 'pension services GmbH x', and '2 mehr'), 'Preferred Location' (with a dropdown showing 'Ulm x', 'Walldorf x', 'Wuppertal x', and '39 mehr'), and 'Level of Experience' (with a dropdown showing 'Trainees x', 'Young Professionals x', and '5 mehr'). Below these filters is a search bar with the text 'Suchen' and a magnifying glass icon. The main content area shows a table of applications under the heading 'Hiring Manager To Do (12)'. The table has columns for Appl. ID, Name, Job Title, Appl. (with a clock icon), Application Date, Application Status, Preferred Location, Level of Experience, and Phone Number. The table lists 12 applications with various statuses like 'Interview 2 (remote)', 'Reminder 1', 'Interview 1 (remote)', 'Question', and 'New Application'.

Appl. ID	Name	Job Title	Appl.	Application Date	Application Status	Preferred Location	Level of Experience	Phone Number
69494	Alexander Blöcher	Senior Consultant (all genders) SA...	38	03.07.2023	Interview 2 (remote)	Bremen	Professionals	+49 30 123456789
73708	Marina Pöhlke	Senior Consultant (all genders) SA...	30	12.07.2023	Reminder 1	Karlsruhe	Professionals	+49 7141 234567
74353	Michaela Schindler	Senior Consultant (all genders) SA...	28	13.07.2023	Interview 1 (remote)	München	Professionals	+49 89 12345678
75458	Michaela Schindler	Senior Consultant (all genders) SA...	25	17.07.2023	Interview 2 (remote)	Berlin	Professionals	+49 30 12345678
75693	Simon Göttsche	Senior Consultant (all genders) SA...	24	18.07.2023	Interview 1 (remote)	Frankfurt	Professionals	+49 69 12345678
78887	Michaela Schindler	(Senior) SAP SuccessFactors Cons...	16	26.07.2023	Interview 1 (remote)	Köln	Professionals	+49 221 12345678
80947	Katja Wittenberg	Senior Consultant (all genders) SA...	10	31.07.2023	Interview 1 (remote)	Hamburg	Professionals	+49 40 12345678
82233	Michaela Schindler	(Senior) SAP SuccessFactors Cons...	8	02.08.2023	Interview 1 (remote)	Stuttgart	Professionals	+49 7141 234567
82362	Jasmin Gerdner	Senior Consultant (all genders) SA...	8	03.08.2023	Question	Dortmund	Professionals	+49 231 12345678
83780	Michaela Schindler	Senior Consultant (all genders) SA...	4	07.08.2023	New Application	Aachen	Professionals	+49 241 12345678
84386	Michaela Schindler	Senior Consultant (all genders) SA...	3	08.08.2023	New Application	Köln	Professionals	+49 221 12345678
84386	Michaela Schindler	Senior Consultant (all genders) SA...	3	08.08.2023	New Application	Köln	Professionals	+49 221 12345678

OUR SOLUTION FOR FINANCE & DELIVERY

adcore

WHAT'S IT ABOUT?



WHAT'S IN FOR ME?



With **adcore**, I as a **Billing Clerk** have ...

- > an integrated view of (in future) all companies of the adesso Group.



With **adcore**, in **Accounting & Treasury** I can ...

- > forget about media breaks (e.g. keeping master data in Excel) and transfer data directly to accounting for posting.
- > do everything from a single place: Creation of a loan contract, administration, booking and reporting.
- > manage any business accounts including the available liquidity.
- > analyze any cash flow movements down to document level from one system.
- > use a modern, fast working environment with system-supported, automated processes.



With **adcore**, I as an **Employee** use ...

- > a lean invoice approval process with less verification effort thanks to a suitable purchasing process.

PROJECT CREATION – UNDERLINES A TIME-TO-VALUE UNKNOWN IN SAP PROJECTS

Project creation
With this application you have the possibility to create projects. It cleverly combines data from the CRM system and S4 to create a comprehensive project proposal. Once you have created the request, it is forwarded to Billing.

Project Details Additional Info Project Roles Workpackages Expenses Billing Document Comment

Project-ID: Bill to Party:
 Salesorder: Customer LOB:
 Quote: Sales Organization: *
 Projectname: * Start Date: * Enter Date
 Customer: * End Date: * Enter Date

Roles

Name	Email	Businesspartner ID	Role	Delete
<input type="text"/>	<input type="text"/>	<input type="text"/>	Project Manager	<input type="button" value="Delete"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	Internal Maître	<input type="button" value="Delete"/>

Workpackages

Workpackage *	Start Date *	End Date *	Pricegroups *	Sum	Delete
Written (Travel Time)	<input type="text"/> Enter Date	<input type="text"/> Enter Date	<input type="text"/>	0 EUR	<input type="button" value="Delete"/>

Additional Info

Travel Expenses: ☐ Hardware Licences: ☐
 Purchased Services: ☐ Freelancer: ☐

Billing

Contract Type: * Billed in: *

adcustomer

- > Customers
- > Opportunities
- > Sales Orders

adcore

- > Organizational Data
- > Business Partner
- > Price Groups

adcore

- > New Project

adtime

- > New Project

COMPANY CAR & JOB BIKE – REALIZATION OF CROSS-SYSTEM PROCESSES BASED ON STANDARD FUNCTIONALITY



3

Create WBS Element in Overhead Project Company Car / Job Bike:

- WBS ID: F/XXXXXX from SF
- WBS Description: License Plate Nbr. / Job Bike Nbr.
- WBS Header: Overall Cost Center for Company Car / Job Bike

5

Import of Settlement Rule:

- per Employee Cost Center + Period of Use



iFlow



iRPA Bot



iFlow



1

Create Employee Master Data:

- Name, Cost Center
- Entitled to a Company Car: Yes / No, Set Excess Payment Limits
- Notification to Fleet Mgmt. Team about Authorization

2

Create „Vehicle“ in EC

4

Assignment of (several) Vehicle(s) and Job Bikes to Employee

- License Plate Nbr. / Job Bike Nbr. (selectable from Value Lists)
- Period of Use (Start & End Dates)

Reporting:

- Employee Cost Center
- License Plate Nbr. / Job Bike Nbr.
- Period of Use

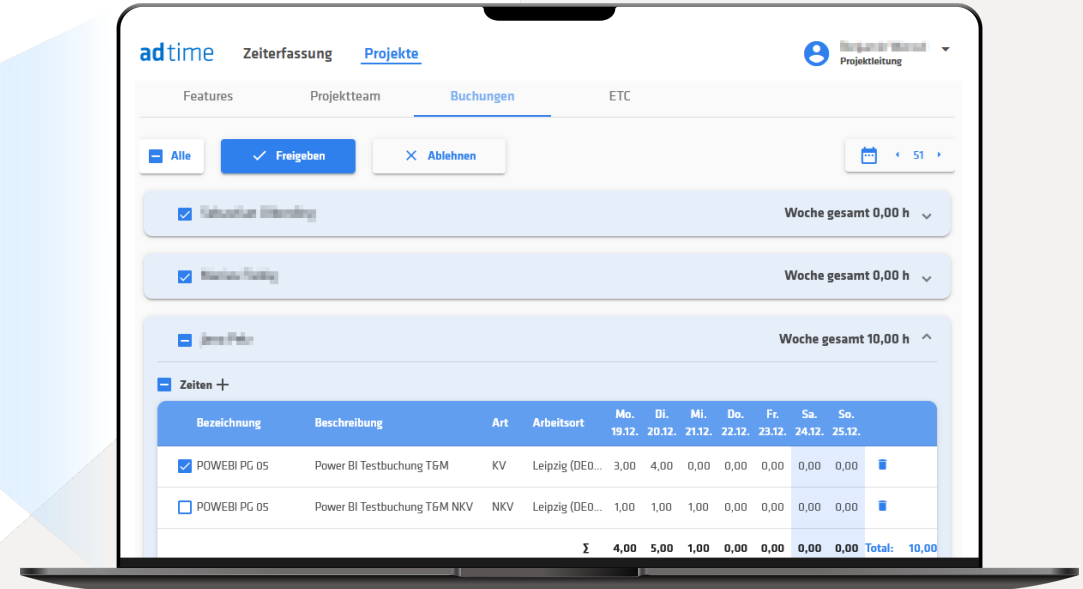
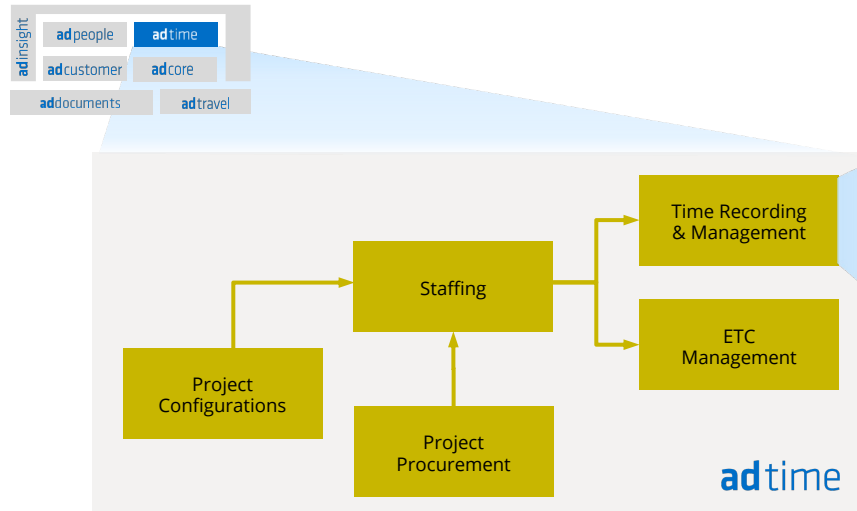
Report Double Assignments

- License Plate Nbr. / Job Bike Nbr.
- Employee

OUR OWN SOLUTION FOR TIME RECORDING

adtime

WHAT'S IT ABOUT?



WHAT'S IN FOR ME?



With adtime, I as an **Employee** can ...

- > book all my project times centrally on one platform. In the case of cross-company project deployment, double bookings are no longer necessary.
- > access an intuitive and self-explanatory tool – saves time and frustration.
- > record my times even mobile.



With adtime, I as a **Project Manager** can ...

- > configure projects, create features and allocate the budget.
- > assign employees to a project - cross-company.
- > perform remaining effort estimates (ETC) and monitor which features are over- or underspent.
- > assign bookings to the appropriate project members.
- > release, reject, correct or book hours as a stand in for others.

OUR OWN SOLUTION FOR TIME RECORDING

Information for the current week

KV	40.00 h
NKV	0.00 h
Total	40.00 h
Travel times	0.00 h

Notifications

- ▲ 2023-05-23 At least one approval for time records for the project 1010DianaTest2 of calendar week 19 is necessary (PM).
- ▲ 2023-05-23 At least one approval for time records for the project DZ P1323 - Beratung ITPM 2022 of calendar week 5 is necessary (PM).
- ▲ 2023-05-23 At least one approval for time records for the project DZ P1323 - Beratung ITPM 2022 of calendar week 7 is necessary (PM).

Time tracking

ACE

Trips to work

+ Add

🔍 Copy

⬆ Close

📅 21

1010DianaTest2 - ID: 1010DIANATEST2 - Customer: 1. FSV Mainz 05 e.V.

Feature	Description	Type	Place of work	Mo. 22/05	Tu. 23/05	We. 24/05	Th. 25/05	Fr. 26/05	Sa. 27/05	Su. 28/05	
📄 Feature Abc	Meeting Prep, ...	KV	adesso - Berlin (BER)	1.00	0.00	0.00	0.00	0.00	0.00	0.00	📄 🗑️ 🚀
📄 Feature Abc	Workshop	KV	Dortmund (DE002101)	0.00	0.00	8.00	0.00	0.00	0.00	0.00	📄 🗑️ 🚀
📄 Feature Abc	UX Design	KV	adesso - Berlin (BER)	6.50	8.00	0.00	9.00	7.50	0.00	0.00	📄 🗑️ 🚀
+		Σ		7.50	8.00	8.00	9.00	7.50	0.00	0.00	Total: 40.00

🚀 Provide all

Σ	7.50	8.00	8.00	9.00	7.50	0.00	0.00	Total: 40.00
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OUR OWN SOLUTION FOR TIME RECORDING

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Time tracking

ACE


Trips to work

 Project-ID, Project name, Customer ...

+ Add

 Copy

▲ Close

 21

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+		Σ		7.50	8.00	8.00	9.00	7.50	0.00	0.00	Total: 40.00

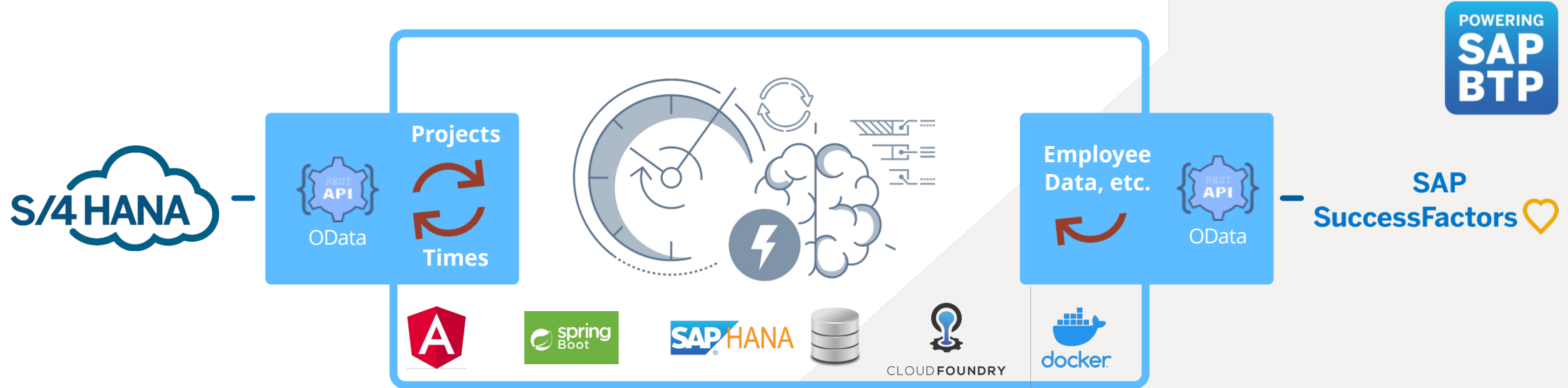
 Provide all

Σ 7.50 8.00 8.00 9.00 7.50 0.00 0.00 Total: 40.00

OUR OWN SOLUTION FOR TIME RECORDING

adtime

WHAT DOES THE SOLUTION ARCHITECTURE LOOK LIKE?



- > Leading System
- > Project Creation
 - Basic Data
 - WBS
 - Price Groups
- > Invoicing, etc.

- > Display Basic Project Data
- > Create Features
- > Assign Employees
- > Time Recording (incl. Mobile Devices)
- > Remaining Effort Estimates (ETC)

- > Employee Master Data
- > Contingent Worker
- > Absences
- > Public Holidays



Now much **better on the way**

6.500

employees
are using
the new system.



63%

time savings for
down payments of
incoming invoices.



700

project managers are now
able to run processes much
more efficiently.

Reports

can be created
at the **push of a button.**

”

I now look at how the booked hours are developing every day - this is a reliable **indicator for the month end closing.** Also capacity utilization and other business KPIs are much more transparent. This helps to manage the entire adesso Group.

Andreas Prenneis,
Board Member, adesso SE

3.000

customer projects are now
realized in a **more transparent**
and targeted manner.

50.000

incoming invoices
are now processed
automatically.



Insights

into the data
of subsidiaries **are possible**
in realtime.



50%

reduced **time**
for **posting**
customer **invoices.**

7. December 2023

MANY THANKS!



Dirk Bamberger

adesso SE
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LOADING...



SCAN ME