TechPoint Business Solution Private Limited

SAP Practice Competency Deck

Tech Point
Where Information Matters

SAP S/4 HANA

TechPoint SAP Practice and Service Offerings:

TechPoint' S deep Insights in SAP Solutions and Consulting can help you translate 'Emerging Imperatives' to 'Competitive Advantage'.

Our strong team of domain and technology experts can help you wade through hype and implement concrete SAP solutions that provide enormous business value.

We look to growing with our business partners and be a part of the customer's success story. Befriending customers, standing by them at all times, solving their SAP business problems and keeping them happy all along – This is what we do

Implementation

- SAP S4H
- Rollouts
- Configuration – Customizations
- Enhancements
- ECC, S/4 HANA, CRM, SCM, APO, SRM, PLM, BW, SEM, BPC, MDM, MDG
- System Integration
- SAP Testing
- BI, BO, Analytics, Data Visualization
- Mobility/Fiori
- SAP Cloud

Production Support, Monitoring

- AMS Support – L1, L2, L3
- Ticketing Systems
- Troubleshooting/Resolution of Production Issues
- SAP BASIS, Netweaver
- Performance Improvement
- Solman, EWA, BPMon, TechMon, SM
- SAP Security

Upgrades/Migrations

- SOH
- HANA
- Hardware
- OS/DB
- Data Migration
- Technical Upgrades
- Functional Upgrades
- S/4 HANA Cloud
- BW/4 HANA

Regulatory Compliance

- FDA
- GGST
- Merge/Demerge
- GRC

Focus Areas and Value Propositions

Innovation, Collaboration Right Methodology Adoption and Right Execution are key to our Success

At TechPoint, we believe in forming intellectual partnerships and long-term relationships and not just business associations.

In other words, We always strive to understand a business, its domain, the challenges and opportunities following which we look for the most suitable technology architectures to help design and deliver effective and robust solutions.

At TechPoint, SAP is a Culture that is
- Customer- Centric
- Technology Enabled
- Multi-skilled Multi-Talented
- Focused on Adding Value
- Right Strategy Right Direction leading to Right Investments
- In Alignment with SAP Roadmaps
- Agile
- Adaptive
- Flexible
- Reliable
- SAP Best Practices Adherence
- Delivery Excellence
- Customer Delight
- Success to All

Top Talent

We offer high caliber experts and SMEs to manage and execute your SAP projects. We ensure this right from the start by setting a high bar for recruitment, training, grooming mentoring, in appraising our employees and retaining top talent.

Experts

At TechPoint, we boast of people at all levels who are leaders in their specific domains and technology. This helps us navigate through the toughest requirements and challenges and still deliver the best on time always.

Focus on Delivery

Our culture and processes give us a razor sharp focus on delivery that is both timely and of the highest quality possible. Functional team has an average of 5 years of domain expertise. 100+ strong team.

Our Personality

While we are experts in our domain, we are also agile. We are both nimble and stable at the same time. This helps us cut through noise and stay at the forefront.

TechPoint Key Differentiators…

Unique SAP Delivery capabilities with right mix of Onsite/ Offshore strength

We Understand SAP and we know how to put it to the best use for your businesses

We want you to leverage the latest that SAP has to offer so you can stay ahead of competition always and increase your profitability

Flexible Delivery modes:

- **Multi Vendor**
- **Multi Location**
- **Multi Currency**
- **Multi Technology**

Solution Framework:

- **Tool Based Solution Approach**
- **Knowledge Management Portal for reuse of objects**
- **Upgrade Assessment Tool**
- **Accelerators and Automation**

Mature SAP Competency

SAP Competency and COE Functional SMEs Technical Experts Project/Program Managers Customized SAP Training SAP Best Practices

Multi-Vendor Project environment

Proven track record in large SAP engagements in multi party environments for global clients

Right SAP Team

Multi skilled team built with significant investments in cross-training the team in functional and technical aspects

SAP Infrastructure

SAP Infra both On-Premise and Cloud SAP Innovations Lab supporting Mobility/ Analytics Remote Infra Management

Unique SAP specific Methodology

Incorporate best practices from ASAP methodology followed in SAP processes, refined some of the methods based on our experience to suit the business and project implementation needs.

Why TechPoint ?

SAP Focus:
We offer you undiluted – and entirely relevant – expertise. SAP has a vast and continually evolving solution portfolio and, because we only focus on SAP, we can dedicate our time to learning everything there is to know. Good for us and good for you.

Experience :
Our SAP consultants and support technicians each have an average of 5+ years of experience. We don't recruit graduates straight out of University and set them to work on your systems until they have gained at least several years SAP experience. We go to extraordinary lengths to recruit the brightest and best – securing personal recommendations for each consultant and rigorously testing both their product knowledge – and their people skills – before they join the team.

Industry Knowledge:
We've specialized in a few industries to provide even greater value and expertise. If you're in manufacturing, consumer products, Pharma, Chemicals or central government then put us to the test. We're confident you'll find our knowledge of your industry second-to-none.

Value Proposition to our clients :

✓**Experience and Expertise:** Having worked on numerous projects, TechPoint has gained unmatched business and technological expertise.

✓**Delivering Business Value:** Delivering exceptional business value to clients is the primary goal at Techpoint. We understand that our success is measured by success of our clients.

✓**Solution Approach:** At TechPoint, we work with our clients as their partners. We function as the backend extension of the organization, focusing to provide seamless support.

S/4 HANA Business Benefits

SAP S/4HANA in a Nutshell

SAP S/4HANA is SAP's next generation business suite designed to help you run simple in a digital and networked world. This new suite is built on our advanced in-memory platform, SAP HANA, and offers a personalized user experience with SAP Fiori. Deployable in the cloud or on-premise, SAP S/4HANA is built to drive instant value across lines of business and industries with the ultimate in sophistication: simplicity. SAP delivered a massive wave of simplification and innovation in the core of SAP S/4HANA.

Key simplifications and innovations include,

- ✓ Optimized working capital
- ✓ Increased visibility with real time stock
- ✓ Better customer service
- ✓ Reduced manufacturing cycle time
- ✓ Decreased stock buffers
- ✓ Lower procurement costs
- ✓ Innovations-Intelligent Enterprise,IOT,ML AI etc...
- ✓ Real time monitoring of Prod. orders
- ✓ No aggregates
- ✓ Responsive user experience design
- ✓ Innovations-Big Data
- ✓ Improved operational decisions

S/4 HANA - FIORI – New UX

SAP Classic UI
Functional-based applications

From: One transaction for multiple roles

From: Multiple entry points for the user

SAP Fiori UX
Role-based applications

To: Decomposed apps for each role

To: One entry point for the user
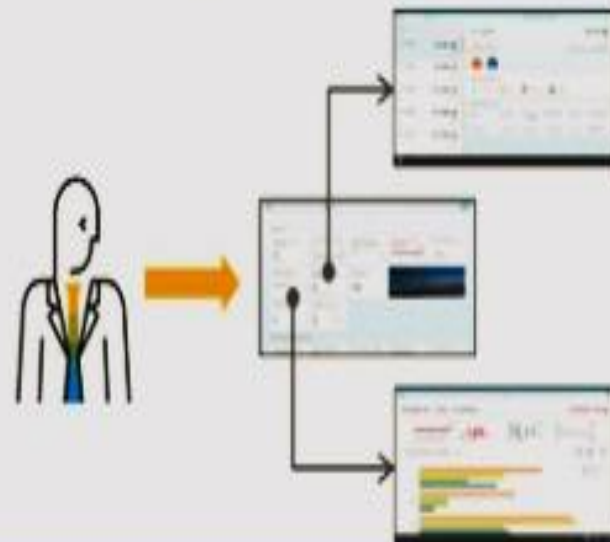
Transactional

Task-based Access

Access to tasks like change, create, or entire processes with guided navigation

Analytical

Insights

Visual overview of a dedicated topic for further KPI related analyses

Fact Sheet

Search and Explore

View essential information about objects and contextual navigation between related objects

Any DB

SAP HANA

SAP HANA

S/4HANA - Key Innovations

Embedded Transportation Management
- Basic Shipping and Data Harmonization
- Integration in extended warehouse mgmt.

Consumer Products Industry
- Catch Weight Management for System Conversion

Commodity Management
- Extending pricing with the commodity pricing engine

Industry to Core
Retail / Wholesale
- Wholesale Fashion enablement; Order allocation; Segmentation

Service Core (CRM Add-On)*
- Migrate installed base CRM with eliminated middleware, harmonized data models

Manufacturing
- Demand Driven Manufacturing
- Advance Variant Configuration

Finance
- Machine Learning with SAP Cash Application Integration; Financial Planning
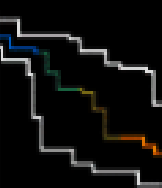
Procurement
- Centralized purchase requisitions through hub deployment
- Machine Learning for Contract Consumption

Enterprise Asset Management
- Report and Repair Malfunction
- Breakdown Analysis

Sales
- Electronic and digital payments with Integration with Payment Hub
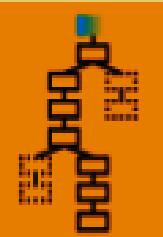
Manufacturing
- Engineering Cockpit
- Extension for Complex Assembly

Quality Management
- Manage usage decisions
- Analytics for quantitative results

Extended Warehouse Management
- advanced Labor Management
- Pallet Planning
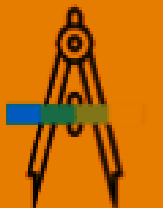
PLM
- Visual Enterprise Generator Conversion
- Recipe Management and Recipe finder

Maximize SAP Fiori Experience
- SAP Fiori Overview Pages

S/4HANA VS ECC – Key Changes

- ✓ **New General Ledger :** Classic GL is no longer available in S/4, New Universal Journal.

- ✓ **Business partners   :** Customers, contacts and vendors are no more! The traditional transactions such as XD3, VAP3 and XK3 are obsolete and will simply redirect you to the transaction BP.

- ✓ **Credit management:** Traditional SD credit management has been turbo charged in S/4 with greatly increased functionality.

- ✓ **Foreign trade   :**Foreign trade data has been shipped out to SAP GTS. However, since version 1709, brought back into scope legal control, embargos and intrastate reporting. Everything else...now in SAP GTS only.

- ✓ **ATP :**Advanced ATP is new to S/4 – features like location substitution – automating STOs between plants based on ATP rules.

- ✓ **Revenue recognition :**Another turbo charge from SAP, with Revenue Accounting and Reporting (RAR) being spawned.

- ✓ **Output management :**By definition output management across all functions will now use the Business Rules Framework (BRF+). The option to stay with your traditional NAST approach is still available, with small configuration settings.

- ✓ **Warehouse Management :**The SAP solution for WM is now extended warehouse management (EWM), either embedded as a native integration or as a side-car approach. The old WM is still available, but for how long is not clear as SAP have expressed their intention to retire it.

- ✓ **New tables :**There are many new tables you should be aware of in S/4, especially if you are upgrading from an ECC6.0 system rather than carrying out a greenfield implementation.

- ✓ **Material Master :** Material number field extended to 40 characters from 18 characters

SAP S/4H Enterprise Management Key Benefits :

Real Time : Eliminate batch processing, data reconciliation
Predictions : Discover and respond to future opportunities and challenges
Simulation : Explore the impact of business decisions on outcomes
Responsive : Improve user satisfaction by reducing wait time
Drilldowns : Analyze at any level without exporting data
Recommendations : Built-in data driven decision support systems calculations

Value archived by SAP S/4HANA :

✓Reduce customer service & support cost by making proactive decisions in response to changing demand.

✓Increase annual procurement savings by providing clear visibility across the supply chain

✓Improve on-time delivery performance by tailoring available capacities and receipts to meet required quantities

✓Reduce revenue loss due to stock-outs by monitoring inventory and automating the creation of procurement proposals

✓Improve inventory accuracy by considering all inventory data, lead times, and procurement timing in calculations

The Intelligent Enterprise
Solution Offerings

The Intelligent Enterprise

To help businesses become Intelligent Enterprises and achieve breakthrough outcomes, SAP provides three essential **components**:
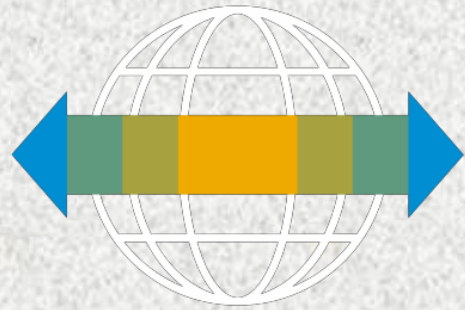
Intelligent Suite

Will offer unparalleled, breakthrough business value.
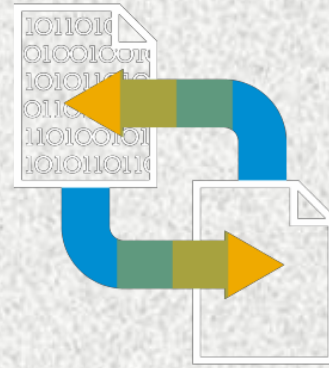
Digital Platform

Will enable data-driven intelligence and rapid innovation.

Intelligent Technologies

Will embed intelligence in applications and facilitate new co-innovations.

The Intelligent Enterprise Framework

THE INTELLIGENT ENTERPRISE 3
KEY COMPONENTS:

1. Integrated Suite

2. Intelligent Systems

3. Digital Platform

Customer Experience

Manufacturing & Supply Chain

Digital Core

People Engagement

Network & Spend Management

Integrated Suite

Intelligent Systems

AI/ML |IoT |Analytics

Digital Platform

Data Management

Cloud Platform
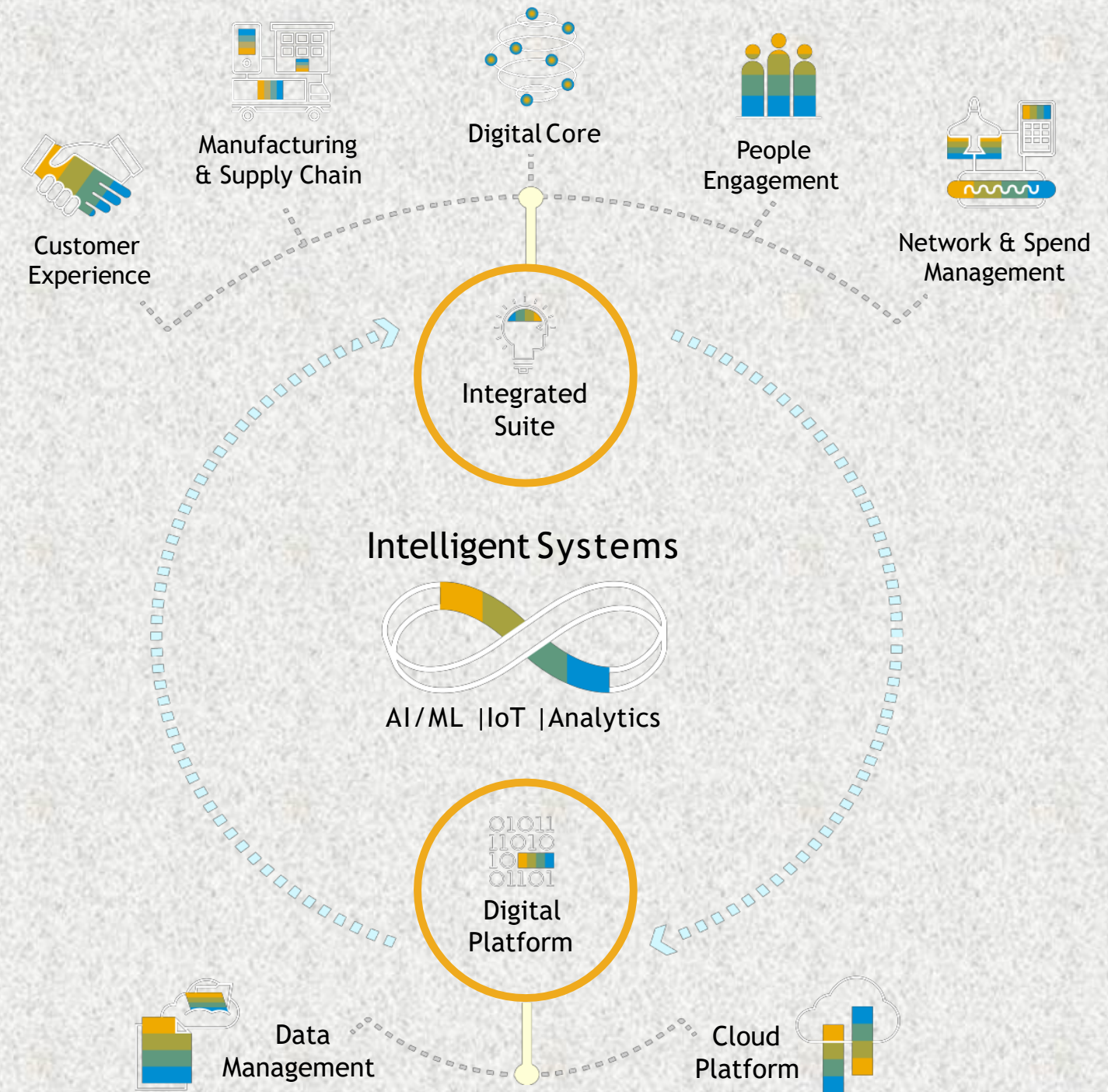
The SAP IE will Enable a Set of Next Practices
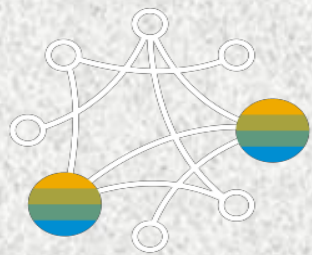
• CAPABILITIES

Visibility
Tap into siloed or external data and recognize previously unseen patterns

Focus
Simulate the impact of critical decisions and allocate scarce resources

Agility
Adapt business processes in response to changing market conditions, in real time
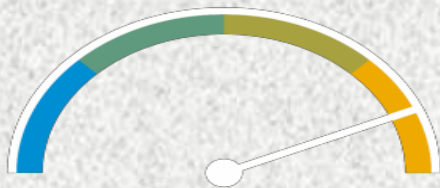
• OUTCOMES

- Do more with less and
- empower employees
- Through process automation and enable people to do more meaningful work

- Deliver best-in-class customer experience
- By anticipating and proactively
- responding to end-customer needs

- Invent new business models and revenue streams
- By monetizing data-driven capabilities and applying core competencies in new ways
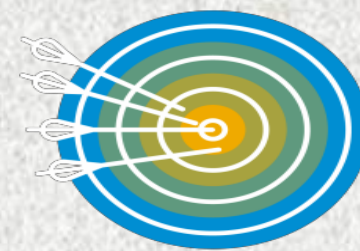
SAP AMS and Process value Additions

IPs and Process Value ADD

- ✓ Purchase dashboard

- ✓ Design/ Engineering –Master data codification (Material master, Service master, Vendor, Customer, DIR…)

- ✓ Plant and maintenance –Equipment master codification

- ✓ Tendering process –(Construction, Oil and Gas, Manufacturing, Telecom, EPC and EPCM)

- ✓ Production planning dashboard (multi transactional through one screen)

- ✓ Project management dashboard for confirmation and time booking

- ✓ Process based Document management system

- ✓ Idea management

- ✓ Management of change using cProject

- ✓ Sales –ETO and MTO = VC + SO+ Estimation tool with dashboard

Tech Point
Where Information Matters

Sample Fiori App

SAP

Field Sales Represent...

My Quotations

My Contacts

Field Sales Represent...

Check Price and Availability

Track Sales Orders
Displays static text an...

Customer Invoices

608
Past Due

Create Sales Orders
Displays static text an...

Change Shipping Address

SAP

Buyer (MM)

Approve Service Entry Sheets

0

Approve Supplier Invoices

0

Buyer (MM)

Approve Purchase Orders

51

Track Purchase Order

Approve Requisitions

0

Approve Purchase Contracts

0

Field Sales Represent...

My Quotations

My Contacts

Delivery Schedules

Customer:

Emerson Process Management (India)

Requested Delivery:

| 14.12.2018 📅 |

Items (1)

	Requested Delivery
📷	14.12.2018 ⊗

Description:

Chemical Injection Nozzle

Product No.:

F106SP2502

Requested Quantity:

| 1 | Numbers |

Checkout

Chemical Injection Nozzle
0.00 per NOS

Product No.: F106SP2502

Information

Material Group
FGMAT

Division
00

Add To Cart

Purchase Order

AVANA LOGISTECK LTD

25,000.00 INR

Shop floor1

December 13, 2018

ⓘ 📋 ¹

Purchase Order: 4800008916
Account Assignm...: Cost Center PURCH & STORES 1 (2201)
Profit Center CISPL (YB110)
G/L Account TRANSPORT OUTWARD (44974712)
Delivery Date: December 13, 2018
Plant: Crystal Industrial Syndicate Pvt Ltd
Company Code: CISPL (1000)

Items (1)

Description

Transport charges bill no.20021 >

Item Category:
Service

| Approve | Reject | Forward | ↱ |

Purchase Orders (51)

Search 🔍

AVANA LOGISTECK LTD
15,000.00 INR
Transport charges bill no.20...
December 13, 2018
Shop floor1

AVANA LOGISTECK LTD
25,000.00 INR
Transport charges bill no.20...
December 13, 2018
Shop floor1

AVANA LOGISTECK LTD
25,000.00 INR
Transport charges bill no.20...
December 13, 2018
Shop floor1

AVANA LOGISTECK LTD
38,000.00 INR
Transport charges bill no.10...
December 13, 2018
Shop floor1

STAR AIRCON ENGINEERS PVT
68,000.00

Our SAP customers Testimonials

"We at Innovassynth Technologies(I) Limited. running on SAP S/4 HANA. Everyone at TECHPOINT is kind and courteous. The SAP Consultants we've worked with are knowledgeable and helpful and quick to offer solutions to meet our needs... they truly get the job done."

Utkarsha Shukla
Department – SAP-IT

"This is exactly the type of support we envisaged from the SAP outsource agreement and I'm pleased to say that TECHPOINT fully delivered.

Somnath Jagdale
Department – SAP

"With TechPoint Team our SAP processes are more streamlined & integrated"

Manjunath T
Department -SAP-IT

"The TechPoint SAP Associates were very dedicated to their role and kept the relationship with the customers very high."

Vishal Tamotia
Department SAP-IT

"All in all, our HOD's are very pleased with TechPoint SAP Team. It has certainly enforced a best practice approach and standardised feedback and reporting on our projects."
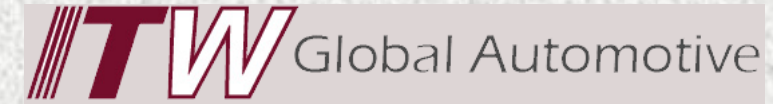
Suresh Ablankar
Department – SAP

"Every day, we felt the presence of the really understanding, motivated, skilled and committed – really committed – TechPoint SAP professionals."

B.J.Sindagi
Department - Finance

Our Clientele – Western, India

Malaysia . Hyderabad . Mumbai . Pune

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