

SAP®  
PRACTICE AT  
INFOSYS



## Are you ready for tomorrow?

Let's step back and evaluate some of your business challenges: Your customers want to be served on mobile devices. Your extended enterprise and mobile workforce need to take informed decisions on the go. You must analyze Big Data and convert it into actionable information in real time. Your business processes must drive productivity while complying with regulatory standards. Your supply chain should optimize inventory and manage spikes in demand.

SAP® software addresses these business imperatives. Implementations of SAP software streamline diverse processes in the wake of mergers and acquisitions. Predictive models enabled by SAP software extract value from mobile platforms and tech-savvy customers. Advanced analytics and reporting applications built on SAP platforms detect fraud, forecast demand, and support decision systems. An on-demand infrastructure provides secure access to enterprise data at minimal cost. Your SAP software infrastructure offers opportunities to pursue innovation and retain your competitive edge.

The consulting, implementation and support services of the Infosys SAP practice help companies conduct business more efficiently, innovate continuously and seize new business opportunities. We bridge the gap between strategy and execution and mitigate risks during implementation of emerging technologies. We blend next-generation SAP applications with business and consulting expertise to build tomorrow's enterprise.

### Analyst Citation

## Infosys named a 'Leader' in Gartner's Magic Quadrant for SAP Implementation Services, Worldwide, 2015



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## Innovation at a molecular level

Infosys is a strategic integration partner for Global 2000 companies. The Infosys SAP practice and Infosys Lodestone, an SAP-focused business consulting subsidiary, incubate new technologies and manage global implementations of SAP software.

Our consultants assess your present state and build business cases by aligning SAP technologies with the requirements of your enterprise. The process-modeling approach adds value to business, consolidates

platforms, and modernizes the infrastructure while maximizing your existing IT investments. Our agile enterprise architecture ensures interoperability between heterogeneous systems to accelerate innovation.

Our domain experts are focused on business processes, enterprise applications, and business transformation. The team seamlessly integrates with the client organization to ensure a smooth implementation, prompt rollout, reliable production support and maintenance, and low-risk upgrade.



### Client-Centric Consulting

#### Expertise

- SAP® landscape
- Change management
- Program management
- Business functions across industries

#### Enablers

- Partner networks
- Rapid-deployment solutions
- Preconfigured industry solutions
- Patented frameworks and methods
- Process repositories and reusable artifacts

#### Strategic Initiatives

- Platform-based offerings
- Extended services
- Managed and shared services
- ITIL-based integrated services
- Nonlinear pricing models

#### Accelerated Innovation

**Infosys growth and success in market**

## Currency of metrics

The Infosys SAP practice adopts an implementation approach that realizes lasting business value. Our Business Value Articulation framework measures value gained by implementing new processes supported by SAP software or upgrading functions.

It makes a compelling business case, identifies areas of high return on investment, and prioritizes SAP initiatives, including enterprise resource planning (ERP) packages.

The Infosys IMPACT™ Framework, a core business transformation framework, and Value Realization Method (VRM™), a methodology to find, design and capture

value, drive our SAP consulting and implementation services. The quantification of benefits enables continuous monitoring of business value. The Infosys process design for SAP software-enabled business transformation programs helps users gain a better understanding of the specific capabilities of new solutions.

## The Infosys SAP software footprint

SAP SOFTWARE	Analytics	<div>OFFERINGS</div> <ul style="list-style-type: none"> <li>• SAP Business Intelligence (BI) platform</li> <li>• SAP solutions for information management (IM)</li> <li>• SAP solutions for enterprise performance management (EPM)</li> <li>• SAP solutions for governance, risk, and compliance (GRC)</li> </ul>	<div>TAKEAWAYS</div> <p><i>"Infosys' SAP implementation approach is highly specialized and in lockstep with industry best practices. Compliance is assured during every phase of the implementation or upgrade, providing enterprises with ample opportunity to review or realign internal controls to enable better business practices. The end result of this collaborative approach is a reduced year-over-year compliance cost and improved control mechanisms."</i></p> <p>- Mauro Romano, Internal Controlling Officer, ABB</p>
	Business application	<ul style="list-style-type: none"> <li>• SAP Customer Relationship Management (SAP CRM)</li> <li>• SAP ERP</li> <li>• SAP Risk Management</li> <li>• SAP ERP Human Capital Management (SAP ERP HCM)</li> <li>• Procurement</li> <li>• SAP Supplier Relationship Management (SAP SRM)</li> <li>• SAP Supply Chain Management (SAP SCM)</li> </ul>	<p><i>The Infosys SAP solution integrated disparate IT systems and processes to create a seamless supply chain that addressed regulatory requirements at DaimlerChrysler</i></p>
	Industry	<ul style="list-style-type: none"> <li>• Energy, Utilities, Communications &amp; Services</li> <li>• Financials Services including Cards &amp; Payments</li> <li>• Healthcare, Insurance and Life Sciences</li> <li>• Manufacturing</li> <li>• Retail, CPG &amp; Logistics</li> </ul>	<p><i>"I can tell that it's really important to them (Infosys) that they don't leave until they've ensured that we're getting the value that we need to out of the implementation."</i></p> <p>- Matthew Cordner, Director, Business Process Integration, Bell Helicopter</p>
	Technology	<ul style="list-style-type: none"> <li>• In-memory computing (SAP HANA®)</li> <li>• Cloud computing</li> <li>• Mobility</li> <li>• SAP Retail Execution</li> <li>• RFID</li> </ul>	<p><i>"We did not just mobilize a process, we changed the game. We have cut out one sales cycle, which has increased the sales team's efficiency and given them more time to sell. ... Infosys did a fabulous job as our systems integrator... Infosys delivered the platform and our clients loved the user interface."</i></p> <p>- Judy D'Onofrio, Information Security BU Lead for Food Service, Kraft Foods Group, on integrating SAP Mobile Platform and SAP Mobile Sales with the SAP CRM application</p>

## Ecosystem to drive innovation

The Infosys SAP practice focuses on achieving a richer user experience, faster user adoption, and better cost transparency – while showcasing emerging technologies. Our state-of-the-art Business Transformation (BT) Academy offers more than 50 SAP certifications and conducts technology and functional training programs. We leverage new growth drivers such as in-memory computing, mobility,

and cloud computing to enhance the SAP application and infrastructure landscape:

- Infosys Lodestone Clinical Trials Supply Management (CTSM) Add-on Suite
- Customized Commercial Off-the-Shelf (COTS) offerings
- Hybrid HTML5 applications
- Cloud-based mobility solutions
- SAP HANA® on the cloud

SAP consultants at Infosys have used our proprietary cloud ecosystem integration services portfolio for a proof of concept (POC) on NetApp and VMware technology to host SAP applications. Infosys is a global partner of the MIT Forum for Supply Chain Innovation. Infosys and the SAP Innovation Center are strategic sponsors of the Manufacturing Technology Advisory Board of the Forum.



## Cutting-edge technology

Infosys is an SAP global services partner. Our partnership with SAP helps us deliver business solutions that push the boundaries of technology. We collaborate with SAP as a:

- Technology partner for SAP Business Suite 7
- Preferred systems integrator for implementation of SAP NetWeaver Master Data Management
- Technology adoption partner for Duet software
- Preferred RFID implementation partner
- Ramp up partner for new releases of SAP software (SAP NetWeaver)

The SAP Integration and Certification Center has certified Infosys' RFID integration platform for alignment with SAP solutions and the ability to accelerate sales.

SAP and Infosys invest jointly to create solutions for the SAP HANA platform, mobility, business analytics, cloud, and platforms. Our engagements at marquee clients include release 3.0 of the SAP Retail Execution mobile app and a proof of concept for trade promotion management.

We collaborate with SAP in engagements on point solutions such as the SAP Trade

Promotion Management application, the SAP Customer Relationship Management (SAP CRM) application, the SAP IT Portfolio and Project Management rapid-deployment solution, SAP NetWeaver Process Integration (SAP NetWeaver PI) technology, and products such as SAP BusinessObjects solutions.

Infosys is a charter member of the Enterprise Services community. We contribute to the open forum by establishing centers of excellence to develop user-friendly interfaces at the business application level.





- Infosys is a Global Run SAP Partner
- SAP certifies our superior application management delivery services and service operations based on SAP technology.

For more information, contact [askus@infosys.com](mailto:askus@infosys.com)



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