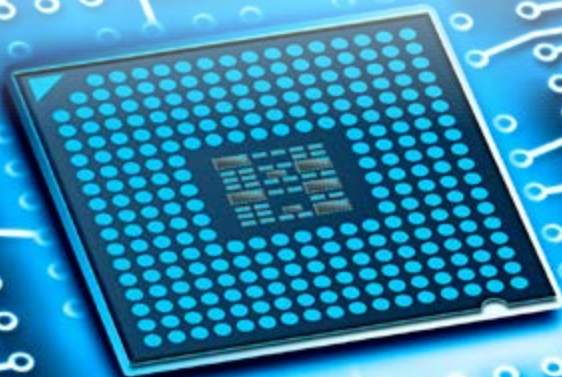

running simpler

in a digital economy

Driving the transformation to a real-time enterprise



Your business technologists. Powering progress

Atos

Embracing the digital world

The digital economy is developing rapidly worldwide. Driven by technology trends such as cloud computing, social media, mobile services, and the Internet of Things (IoT), it is changing the very nature of businesses, and how they work and interact with their customers.

To survive and excel in this environment companies have to transform themselves and become digital enterprises. They have to become agile and open, and able to operate in real time, with instant access to accurate information for decision making.

According to the Business Case for Managing Complexity, A Harvard Business Review report, 63% of executives want to simplify business operations. Yet, over the years, the legacy systems and processes they operate with have introduced complexity, slowing down the required openness and agility.

In this e-book we explore the challenges and opportunities facing senior executives and how SAP S/4HANA can help companies overcome them, both simplifying and accelerating how they operate.

We also look at how Atos can help you make the transition.



8%

The digital economy will reach EUR 3.2 trillion in the G-20 economies and already contributes up to eight per cent of GDP, powering growth and creating jobs.

Source: The importance of the digital economy, European Commission, 2015

\$11 trillion

The Internet of Things, the next wave of digital, has a total potential economic impact of \$3.9 trillion to \$11.1 trillion a year by 2025.

Source: Unlocking the potential of the Internet of Things, McKinsey

40%

of management time is wasted on non revenue-generating activity.

Source: Harvard Business Review

€237 billion

in annual profits are lost by the world's top 200 companies (10% of profits).

Source: Harvard Business Review

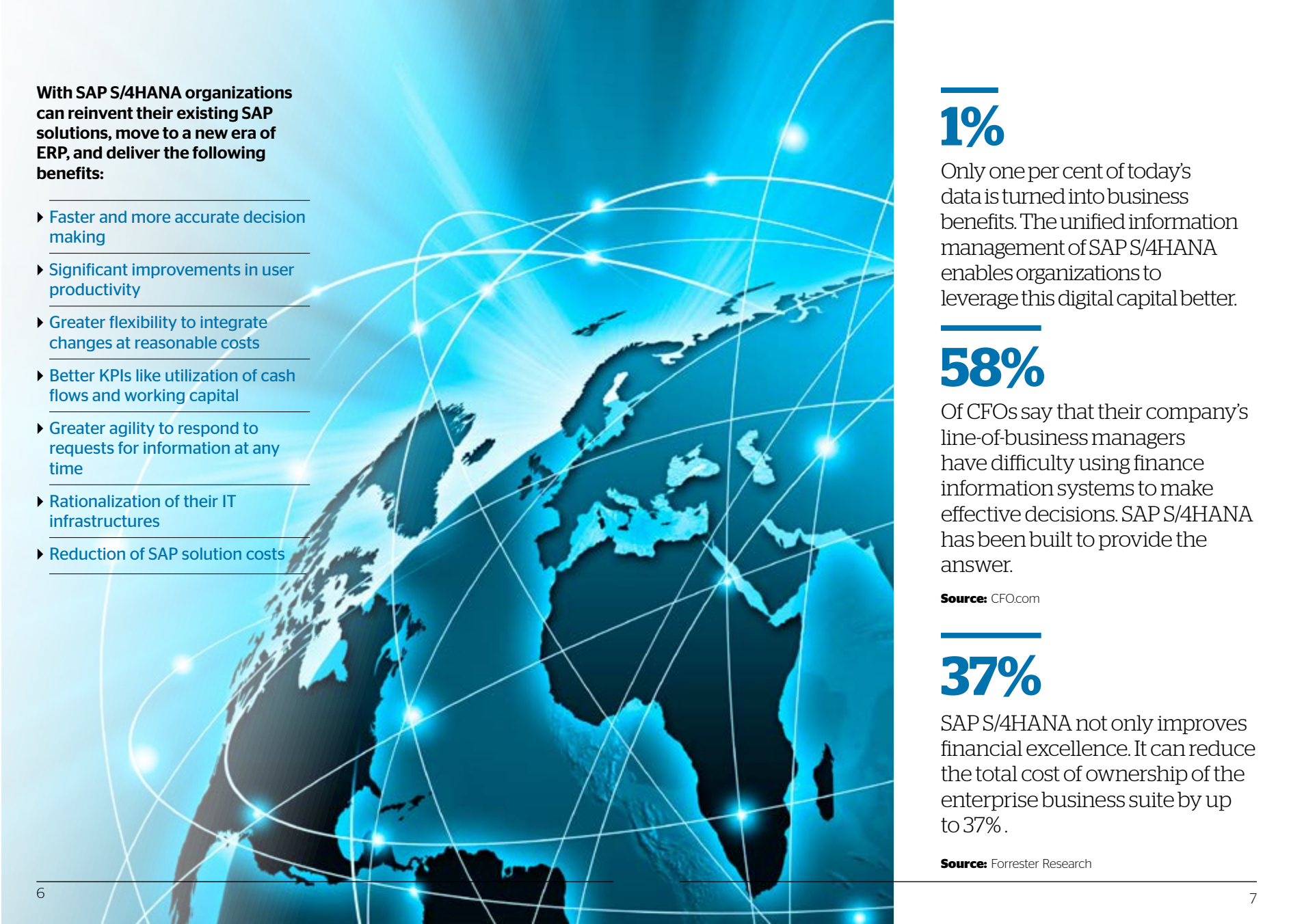
SAP S/4HANA: the foundation for digital business

To help businesses transition to the digital age, SAP has introduced SAP S/4HANA. This next generation business suite has been specifically designed to combat complexity, streamline digital transformation, and provide the ultimate sophistication: simplicity.

SAP S/4HANA brings together Big Data analytics and applications on a single platform, to give business leaders an instant and harmonized view across all company operations. By providing a single version of the truth, SAP S/4HANA brings massive simplification and innovation to streamline processes and operations, and drive instant value across lines of business.

Built on the SAP HANA platform, which supports real-time transactions, reporting and analysis, the suite frees businesses from the technology limitations of the past, enabling users to gain instant insights at the most granular level, across all data and dimensions, and take immediate action.

Plus, advanced predictive analytics enable business leaders to better analyze trends, simulate the outcomes of strategic options, and optimize planning, so companies have the ability to adapt, innovate, and reinvent the future of their business. And all this comes with a reimagined, intuitive user experience.



With SAP S/4HANA organizations can reinvent their existing SAP solutions, move to a new era of ERP, and deliver the following benefits:

- ▶ Faster and more accurate decision making
- ▶ Significant improvements in user productivity
- ▶ Greater flexibility to integrate changes at reasonable costs
- ▶ Better KPIs like utilization of cash flows and working capital
- ▶ Greater agility to respond to requests for information at any time
- ▶ Rationalization of their IT infrastructures
- ▶ Reduction of SAP solution costs

1%

Only one per cent of today's data is turned into business benefits. The unified information management of SAP S/4HANA enables organizations to leverage this digital capital better.

58%

Of CFOs say that their company's line-of-business managers have difficulty using finance information systems to make effective decisions. SAP S/4HANA has been built to provide the answer.

Source: CFO.com

37%

SAP S/4HANA not only improves financial excellence. It can reduce the total cost of ownership of the enterprise business suite by up to 37%.

Source: Forrester Research

Achieving new financial excellence

The role of senior finance executives is changing in the digital era. Instead of simply keeping score, they are expected to deliver greater strategic value. That means providing the business with the intelligence it needs to plan and execute its strategy better.

SAP S/4HANA Finance, which is the finance application within SAP S/4HANA, has been specifically designed to give senior finance executives the tools they need to do this. With SAP S/4HANA Finance you can:

- ▶ **Close your books faster.** With a single version of the truth, streamlined closing processes, and better support for intra-period versus period end tasks, books can be closed in real time, at any time
- ▶ **Improve working capital.** Real-time analytics, embedded collection functions, direct connections to vendors and customers, and instant insight into cash and treasury positions help you improve cash flow and make better decisions
- ▶ **Plan more dynamically.** With business planning completely integrated into ERP, separate reporting systems are eliminated and planned and actual costs and revenue positions can be viewed in real time
- ▶ **Deliver greater insights.** Provide line of business executives with accurate, up-to-date dashboards of key performance indicators and self-service analytics on mobile devices wherever they are
- ▶ **Analyze alternative strategies.** Use predictive analytics to create what-if scenarios and evaluate the potential implications of various business strategies. Gain more flexibility and leverage a central finance implementation to absorb organizational changes due to mergers or acquisitions, or the setting up of shared services
- ▶ **Strengthen fraud prevention.** Adopt rule-based and predictive fraud prevention strategies based on transaction monitoring to identify and intervene in potentially fraudulent activity

The result is not just better day-to-day financial management. SAP S/4HANA Finance enables finance professionals to operate strategically and add clarity and value across the board for the entire company.

73%

of CFOs say longer term strategic planning and deeper collaboration with business units are needed. SAP S/4HANA Finance offers the simple answer.

10-40%

lower finance costs (as a % of revenue) by automating transactional processes and self-service.

20-30%

lower budgeting and forecasting costs (as a % of revenue) with rolling forecasts in time and frequency.

(Indicative figures - achievable improvements depend on individual starting position)

Learn More

See how SAP S/4HANA Finance can help you achieve financial excellence and deliver greater strategic value.

Watch the 2-minute video >>






Ensuring a smooth transition to SAP S/4HANA Finance

SAP S/4HANA Finance offers companies many benefits. The leading companies that have adopted it have already achieved impressive results.

For corporations, the question is what is the most expedient and safest way to leverage its potential?

At Atos we can help you evaluate and decide which are the best opportunities for your company, and build a sound business case.

We can help you:

-  **EXPLORE** the power of SAP S/4HANA with our demonstration centers and Business Technology Innovation Centers
-  **IDENTIFY** the best SAP S/4HANA strategy with our workshops and consulting services
-  **DISCOVER** what SAP S/4HANA can do for you through our HANA Laboratory and proof of concept services
-  **EXPERIENCE** SAP S/4HANA with Atos to get the best total cost of ownership and reliability on the market
-  **DEPLOY** SAP S/4HANA easily with our bullion appliance, hosting or cloud services

In addition, to help speed your implementation, our SAP S/4HANA Finance experts have built advanced tools and accelerated delivery models that shorten deployment times by taking an industrialized approach and deliver incremental value at every stage of the project.

“The project is an essential enabler for the new Siemens business vision, providing the environment in which we can innovate to the benefit of our business. Atos, as our longstanding IT partner, is perfectly positioned to help us make the transition from SAP ERP to SAP HANA.”

Norbert Kleinjohann, CIO, Siemens

[Read the press release >>](#)

50-60%

improvement in cross-entity transparency

1000x

faster reporting

65%

faster financial close process

(Indicative figures - achievable improvements depend on individual starting position)

Why Atos?

At Atos we have successfully delivered SAP HANA and SAP S/4HANA solutions for some of the largest major multinational SAP customers in many industries, and we manage the largest SAP HANA project in the world. We are also the biggest reseller of SAP software. As a result, we provide a unique value proposition for our customers, which includes:

Unique end-to-end SAP HANA and SAP S/4HANA capabilities

- ▶ 11,000 SAP experts in 72 countries
- ▶ A global SAP S/4HANA and SAP HANA Center of Excellence
- ▶ An enterprise to enterprise portfolio of services including strategy, design, build, migration, and operation of SAP S/4HANA and SAP HANA applications

Exclusive SAP HANA and SAP S/4HANA tools and accelerators

- ▶ Atos SAP S/4HANA Value Engineering Framework
- ▶ Unique SAP S/4HANA tools and accelerators
- ▶ Industrialized SAP S/4HANA Migration Factory

Flexible SAP HANA hosting and cloud services

- ▶ Atos Managed Services hosting and outsourcing services
- ▶ Private cloud solutions that optimize IT cost and capital expenditure through flexible pricing models
- ▶ With an optimized licensing strategy of SAP Software, Atos is one of the biggest SAP Software resellers worldwide making us a one-stop shop of SAP customers

Leading SAP HANA appliance and tailored data center infrastructure

- ▶ bullion: Designed and manufactured by Atos as the most advanced platform for ultimate scalability, flexibility, and resilience with SAP S/4HANA and SAP HANA
- ▶ Partnering with key alliances partners like EMC, the most appropriate infrastructure can be customized to your needs

SAP Awards

- ▶ SAP D&T Partner Award DACH
- ▶ SAP Best Innovation Award APJ
- ▶ SAP Best Innovation Award NL
- ▶ SAP Co-innovation Pinnacle Award
- ▶ Pinnacle 2015 award for Exponential growth
- ▶ SAP Global Partner
- ▶ SAP Platinum Partner

SAP Certifications

- ▶ SAP HANA hosting
- ▶ SAP HANA operations
- ▶ SAP HANA application management services
- ▶ SAP HANA cloud services
- ▶ SAP Certified Hardware for SAP HANA



Next steps

Now that you have an understanding of SAP S/4HANA and how it can empower you on your journey of digital transformation, why not talk to the people who know best and spend some time discussing your particular situation with us? It's always the best place to start, so that we can get an understanding of your unique needs and explore how we can help you transform your customers' experiences, deliver operational excellence, increase trust and compliance, and reinvent your business.

Simply use one of the methods opposite to get in touch and we'll arrange an introductory meeting.



Keep in touch with us:

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About Atos

Atos SE (Societas Europaea) is a leader in digital services with 2014 pro forma annual revenue of circa € 11 billion and 93,000 employees in 72 countries. Serving a global client base, the Group provides Consulting & Systems Integration services, Managed Services & BPO, Cloud operations, Big Data & Cyber-security solutions, as well as transactional services through Worldline, the European leader in the payments and transactional services industry. With its deep technology expertise and industry knowledge, the Group works with clients across different business sectors: Defense, Financial Services, Health, Manufacturing, Media, Utilities, Public sector, Retail, Telecommunications, and Transportation.

Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, and Worldline.

For more information, contact: <mailto:dialogue@atos.net>

About SAP

As market leader in enterprise application software, SAP helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device - SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 253,500 customers to operate profitably, adapt continuously, and grow sustainably.

For more information, visit www.sap.com

For more information, contact

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