



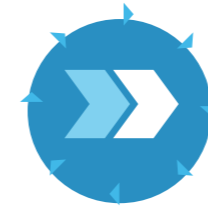
Your success  
evolution begins  
with ORBIS

SAP

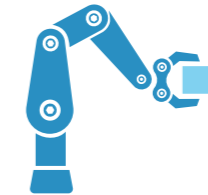
# SAP by ORBIS

Every company faces different challenges. We help you to **cope with SAP systems** and our very own solutions integrated in SAP by implementing them! Become more **digital, competitive** and **innovative** with ORBIS!

## SAP consulting from a single source:



Continuous  
process consulting



Over 30 years of  
extensive industry  
expertise



Fully SAP-integrated  
solutions and add-ons



1,500+ customer projects  
with more than  
500 customers



International  
project work  
at eight sites



SAP  
Managed Services



# SAP S/4HANA



## SAP S/4HANA – what path will you choose?



### On-prem

- ✓ A high level of flexibility and a wide range of functions due to internal, individual adaptations
- ✓ A real-time ERP suite for SMEs
- ✓ Fast decision-making due to analysis functions incorporating machine learning and AI



### RISE with SAP (cloud)

- ✓ SaaS and 'pay per use' principle
- ✓ Continuous innovations due to new releases
- ✓ Relieving the strain on internal resources by outsourcing the technology



Are you on the brink of an S/4HANA migration?

With the ORBIS **Discovery Workshop**, we join forces with you to create your personal roadmap to make your migration a safe one. **Will you opt for a greenfield, brownfield, or selective data transition?**

We will find the migration scenario that's right for you!

The answer to the digital challenge you're facing!  
The next-generation **ERP system** – developed on the powerful SAP HANA technology – enables you to perform complex queries and analyses in **real time**. Whether you opt for an on-prem or cloud solution – ORBIS accompanies you on your S/4HANA journey every step of the way.



"As part of our digitalization strategy, we completed the migration to SAP S/4HANA swiftly, securely and below budget thanks to active support and consulting from ORBIS and the lean conversion approach. The new ERP suite forms an important building block on our journey towards becoming an intelligent enterprise."

*Marcel Schieferdecker, IT Director*

**SCHUNK** 



**SAP Customer Experience:** an integrated solution for your business unit. You'd like to offer your **customers experiences** that make them more successful. We make sure that things are made **simple** too.



## Customer Experience – the easy way



### Marketing

Personalization, timing and relevance all play a key role in marketing. Which customer responds to what? Simply use the **data** that you have acquired. **Personalized real-time marketing** may seem like rocket science. But it doesn't have to be for you!



### Sales

Making processes digital and scalable, increasing revenue in the long term, **retaining customers** and displaying all of the Sales department's data and activities in a **central CRM system** are all typical challenges faced in a modern Sales department!



### Commerce

A successful commerce strategy requires consistent and personalized communication – on all channels! Allow your customers to have **personalized experiences** with practical **omni-channel fulfillment!**



### Service

Are you receiving service inquiries from all sides? Send them our way! Anybody who processes a service inquiry will find that **all the customer data** is immediately available so the **right answers** to all the questions can be found **quickly**.

“By implementing the SAP Sales Cloud solution from the SAP Customer Experience (CX) Suite, we have already made a tremendous amount of progress with sales processes in the Industrial business unit.”

*Alexander Donat, Operations Manager*

**STABILUS**



# SAP SCM



## Digital supply chain management



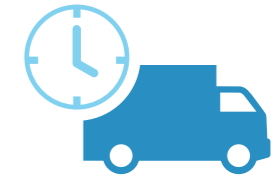
### Supply chain planning

Process transparency at all levels, a high level of efficiency and planning accuracy play a major role in production. **Demand planning** and **sales and operations planning** is the key to success!



### Demand-driven material requirements planning

With increasing digitalization, **materials scheduling** is becoming particularly difficult. Dive into the new normal of planning material requirements and significantly increase your supply chain performance!



### Detailed production planning

Say goodbye to intransparent and unrealistic illustrations in manufacturing. Create a **feasible detailed production plan** with little effort and thus cut inventory costs and increase on-time delivery!

Would you like to integrate all your business activities – from sales and material requirements planning, to production planning and shipping to customers – into a single **seamless process**? SAP SCM and ORBIS efficiently support you in **optimizing your supply chain!**



“The fact that SAP Integrated Business Planning can consolidate the various individual plans into a single, coordinated and procurement-related preliminary plan – the demand plan – with little effort is genuine added value. This is simply impossible in the SAP ERP standard.”

*Peter Baus, Head of Business Process Optimization*



# SAP BUSINESS ANALYTICS

## Data and analytics



### Analyses throughout the entire company

Based on business intelligence, artificial intelligence and machine learning, Business Analytics enables you to analyze **past and present data** and to forecast **future** scenarios.



### State-of-the-art reporting and planning

Use **SAP Analytics Cloud (SAC)** on a uniform interface to analyze your current situation and prepare **ad-hoc reports** and **plans**. That way, you benefit from the familiar cloud functionalities!



### Sound decision making

The collected data means both Management and your employees always have the latest information to hand, allowing them to make **sound decisions in real time**.

Data volumes in companies are growing rapidly. If you are to make informed decisions, what you need is **clear, real-time data**. **Business Analytics** makes confusing data volumes a thing of the past!



“As part of our long-standing strategic partnership, ORBIS provides us with excellent support in implementing and further developing our BI strategy. ORBIS offers us wide-ranging support with process and project consulting – not to mention implementation of solutions using the backend technologies BW/4HANA and DWC, plus the frontend solutions BPC Planning, SAP Analytics Cloud and Business Objects.”

*Christian Gieler, IT BI & Analytics Manager: Market & Self Service*



# SMART FACTORY

## Smart Factory by ORBIS

### Digitalization of production

- ✓ **ORBIS MES** as a central building block, fully integrated in SAP ERP, SAP HCM and SAP BW
- ✓ A simple expansion concept for implementing customer-specific requirements
- ✓ Clear visualization of shop floor data, and access to it anywhere and at any time
- ✓ Implementation of Industry 4.0 in the cloud with SAP Digital Manufacturing Cloud

### Digitalization of intralogistics

- ✓ **ORBIS Logistics solutions** lead to greater transparency with respect to all internal logistics developments and processes
- ✓ Internal warehouse management under SAP S/4HANA with SAP EWM, SAP WM and SAP Stock Room Management
- ✓ Reduction in inventories and lead times due to better planning
- ✓ Flexible adaptation of solutions to your needs

Are you using SAP, and would you like to drive your **Smart Factory** project forward? Then ORBIS is your perfect partner. Digitalize your **logistics** and **production** operations with ORBIS SAP add-ons and turn end-to-end process integration and networking of all your resources in your digital factory into a reality.



“The appeal of ORBIS’s logistics apps came from the overall package. They cover the entire spectrum of logistics processes in SAP (MM, WM, EWM), including global support – not to mention the portfolio of templates with functions and masks that can be adapted to local requirements with extreme ease.”

*Bernd Saubach, Efficiency Manager and Global Process Expert  
(Production & Logistics/WM)*

  
**HOERBIGER**



# SAP HCM



## ORBIS People combines a comprehensive HR solution and product portfolio



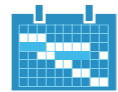
### HR core functions and payroll

Powerful HR information system, time accounting and more besides – with SuccessFactors and SAP HCM



### Support

Ongoing support for your HR applications and systems



### SAP Concur

Manage business travel processes and digitalize expense reimbursement



### SuccessFactors Talent

Solutions for recruitment, onboarding, training, performance management, assessment, compensation, and more besides

### The benefits at a glance:

- ✓ HR solutions from SAP from a single source with a single contract
- ✓ Central maintenance of all relevant personnel master data
- ✓ Simplification by automating core processes

ORBIS has expanded its **SAP Human Capital Management (HCM)** solution portfolio. The experienced team of experts at ORBIS People helps you both with the classic SAP HCM solutions and with the forward-looking cloud solutions (SAP SuccessFactors, SAP Concur, Qualtrics) from SAP.



“With ORBIS introduction of SAP SuccessFactors, not only can we speed up and control our processes; we also have a system that connects the different aspects of HR. For example, when collecting personnel data, we can build on the profile created as part of the application process. What’s more, our employees can access an HR kiosk where they can maintain their data themselves.”

*Dr. Sabine Stürmer, Head of Internal Services, ORBIS SE*







## Why choose **SAP by ORBIS**?

We don't just aim to automate individual business processes; rather, we've got our sights set on consistent digitalization.

We set ourselves apart with our many years of project experience and comprehensive industry knowledge.

We help you to implement automated processes and integrated systems along the entire value chain – from the front and back office to production and logistics.





We speed up your journey to success – together!

Are you looking for an empathetic **process consultant** – an experienced company who **understands their customers** and is an innovative **digitalization expert**? Then you've done the right thing by contacting ORBIS! We are familiar with the challenges you face: networking processes and systems, ensuring security, making proper decisions and planning efficiently, creating customer experiences, integrating personnel, modernizing platforms and technologies – or even the important topic of sustainability.

We help you to maintain your competitiveness and to sustainably improve processes. Our **very own integrated solutions** – developed with the principles of innovation, integration and efficiency in mind – complement **SAP technologies** and help you to turn a complete, digital enterprise into a reality. Your future is secure with us by your side!

We look forward to hearing from you!

Kind regards

*Your ORBIS*



# Your partner for **joint success!**

Feel free to contact us!

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