



ORBIS: MANUFACTURING  
& LOGISTICS for GROW  
with SAP



**SAP®** Qualified  
Partner-Packaged Solution

# ORBIS: MANUFACTURING & LOGISTICS for GROW with SAP



# The challenges you face are what drive us to innovate



Nowadays, the manufacturing industry has to respond quickly and flexibly to customer requests, and is in the midst of a dynamic and digital transformation. Global trends such as **advancing globalization**, the constant threat of **cybercrime**, financial **uncertainties** and unpredictable **fluctuations in demand** are placing companies under an increasing amount of pressure. The increasing complexity of **supply chains**, **price pressure**, **capital tied up in stock** and **resource problems**, exacerbated by **outdated** and **non-integrated IT systems** or many different contractual partners, only make these challenges even tougher.

So companies are faced with the pressing task of developing efficient **growth strategies** and adapting to new requirements. A **modern cloud ERP solution** is essential to meeting these challenges. SAP has launched the new GROW with SAP bundle – an offer that includes the **S/4HANA Public Edition** at its core, best practices, services for faster implementation, an active user community and exclusive learning opportunities.

GROW with SAP also paves the way for your limitless growth!

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#GROW with SAP  
#GROW with SAP







# Why choose SAP S/4HANA Cloud?



## Continuous innovation

Stay up to date at all times with the latest upgrades, which are fully managed by SAP! Experience continuous innovation and maximum flexibility with minimum operating costs!



## Insights and artificial intelligence

Use real-time analyses and the latest technologies such as integrated artificial intelligence, machine learning and robot-controlled process automation.



## Embedded best practices and preconfigured processes

Benefit from a high degree of standardization by providing end-to-end business processes with industry best practices and integrated localization that can be used worldwide.



## Security, compliance and scalability

Sit back and relax! With SaaS provisioning, SAP handles the technical operation, system maintenance, upgrades and data protection.



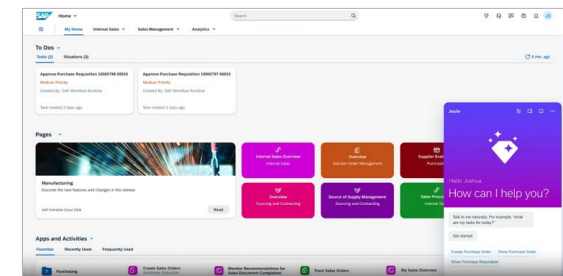
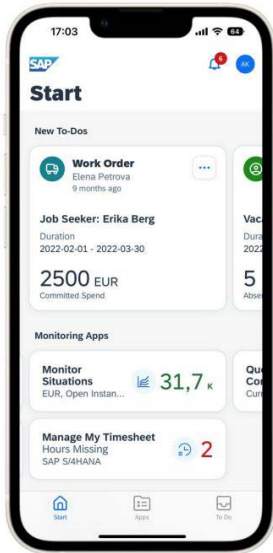
## Openness and expandability

Expand your options with ready-to-use APIs, side-by-side extensions and ABAP extensions according to the "Keep the core clean" principle.



## High user experience

With SAP Fiori, you benefit from an intuitive and user-friendly interface that minimizes training and familiarization time. You also have access to the ERP solution anywhere and at any time, whether you're in a single location or on the move.





# Maximize your growth potential with GROW with SAP and SAP S/4HANA Public Edition



- ✓ **GROW with SAP** with the S/4HANA Public Edition as a ready-to-use cloud ERP with preconfigured industry processes
- ✓ **Business Technology Platform (BTP)** for add-ons, proprietary developments and integrations
- ✓ **SAP Cloud ALM** as a project management tool for implementation, further system administration and testing (application lifecycle management)
- ✓ Central system configuration with **SAP Central Business Configuration (CBC)**
- ✓ Individual **learning and training** offers as a self-service
- ✓ Access to the active **SAP community of experts** between SAP experts, partners and customers

**GROW  
WITH  
SAP**

Partner



# ORBIS GROW package – scope



With our sector-specific solution, you receive a preconfigured cloud ERP solution with tried-and-tested processes that will make you fit for the future!

Faster, more individual and more intuitive with our **ORBIS: MANUFACTURING & LOGISTICS for GROW with SAP** package.

Our package covers the following processes:

## DISTRIBUTION (ORDER-TO-CASH)

- Warehouse sales
- Customer order processing
- Quotation processing
- Availability check

## MATERIALS MANAGEMENT (PROCURE-TO-PAY)

- Procurement
- Inventory management
- Central purchasing

## PRODUCTION PLANNING (PLAN-TO-PRODUCE)

- Stock production (make to stock)
- Make-to-order production
- Material requirements planning
- Capacity planning

## FINANCE AND CONTROLLING (RECORD-TO-REPORT)

- Accounting and financial statements
- Financial accounting and asset accounting
- Cost center accounting
- Cost unit accounting
- Contribution margin accounting





# Scope of services



## KICKSTART PACKAGE

- GROW with SAP with S/4HANA Public Cloud
- SAP Best Practice within the scope of the solution for the discrete manufacturing industry
- Mapping your end-to-end processes in a standardized environment
- A futureproof and scalable integration platform with SAP Business Technology Platform
- Project duration from 20 weeks
- From 15 full user equivalents (FUEs)

Implementation from |  
**€225,000**



# Accelerators I



In addition to our Kickstart package, you can also choose from four additional expansion packages – our Accelerators:

1

## VARIANT PRODUCTION

- Analysis of your product variants
- Expert training for creating variant models according to the latest standards (AVC)
- Activation of additional, preconfigured end-to-end processes
- ORBIS VC know-how for over 30 years with many successful customer projects

from €30,000

2

## LOGISTICS (QSCAN)

- Activation of additional, preconfigured end-to-end processes
- Mobile warehouse app that uses RF scanning – the solution for quickly enhancing efficiency in the warehouse
  - Fully configurable
  - Relevant user data at a glance
  - Seamless integration into label printing software
  - Supports inbound and outbound operational processes

from €9,500





# Accelerators II



## 3

### PRODUCTION (QMES)

- A smart MES solution (Quinso MES, QMES for short) with out-of-the-box integration to S/4HANA Public Cloud
- Processing of production orders from the ERP
- Detailed production planning within the various production lines
- Control and planning of processes, production lines and machines
- Integrated batch management
- Smart dashboards for machine operators and management

**from €69,500**

## 4

### SHIPPING

- ORBIS Shipping Dashboard as an SaaS solution for visualizing the most important KPIs for processing deliveries at your shipping points
- Out-of-the-box implementation for integrating your SAP S/4HANA cloud system
- ORBIS Shipping Dashboard securely accesses your shipping data using the implementations and APIs we provide
- Custom layout and content setup using the dashboard configuration apps
- Offer of the Dashboard Extension Service to create custom implementations for your specific use cases

**€5000 one-off +  
€150/month**

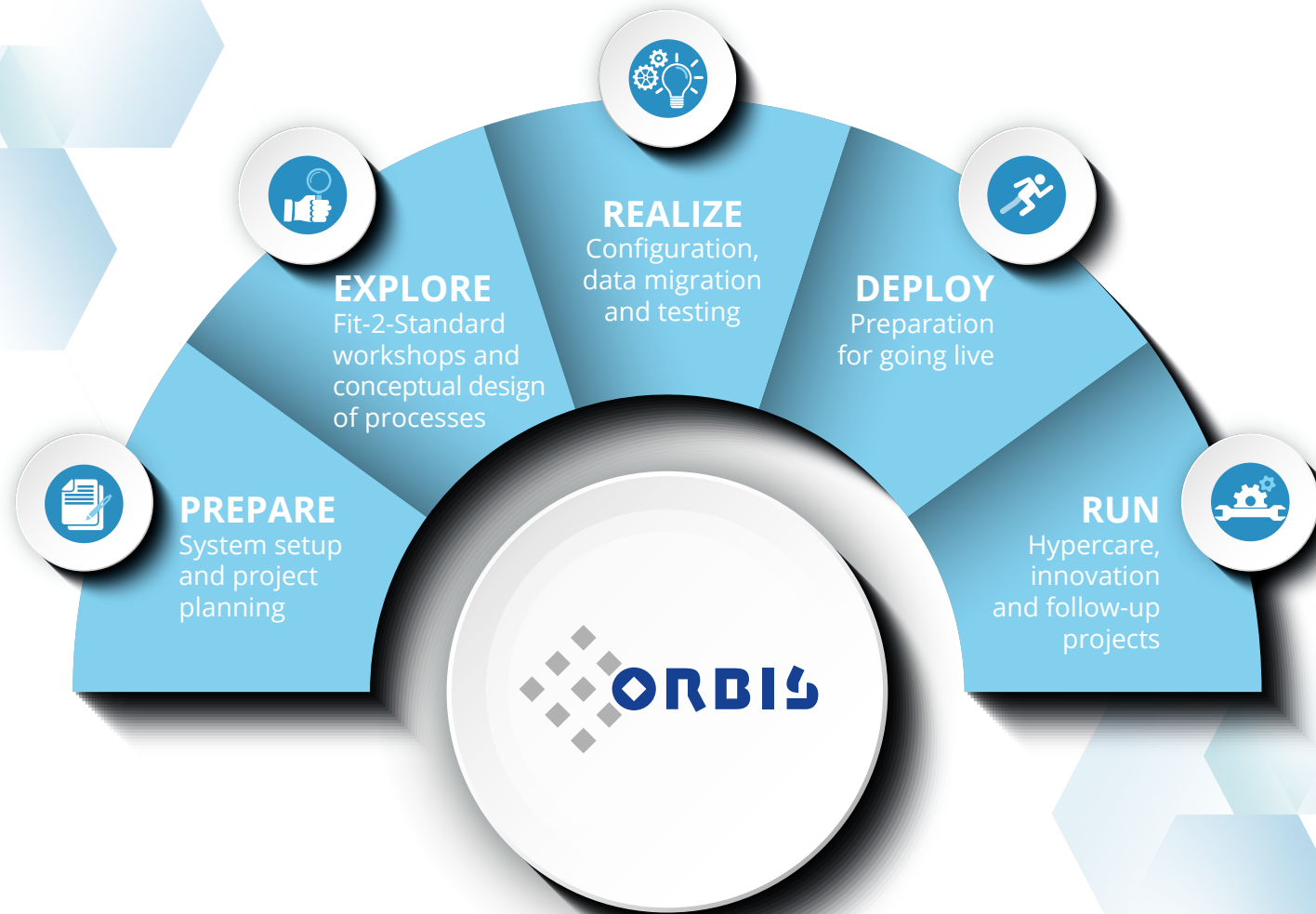




# What are the next steps for your project?



We accompany you through all the phases of your project and support you with our expertise.





# Why our package is just right for you:



- ✓ A package at a fixed price
- ✓ A package tailored to the process requirements of your industry
- ✓ SAP Cloud ERP with all the key benefits of an SaaS ERP solution
- ✓ Fast and guided implementation as part of GROW with SAP, with a fixed timeline
- ✓ Additional add-ons / integrations
- ✓ Futureproof ERP solution (scaling, compliance, AI, expandable)
- ✓ Over 30 years of extensive industry expertise from ORBIS

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# Do you have any questions?



We would be happy to answer any individual questions you have! We can adapt the packages to suit your requirements on request.

Feel free to contact us!

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