



DRIVING DIGITAL
TRANSFORMATION

SAP

BY

ORBIS



ONE-STOP SHOPPING

ONE-STOP SHOPPING BY ORBIS

Consulting on SAP solutions has been part of ORBIS's DNA for over 35 years. We combine the expertise acquired from our **long-standing partnership with SAP** with our **constantly growing portfolio** and thus cover almost all SAP solutions.

Our strength lies in the **integrated digitalization and automation** of business processes. That way, we assist our customers in the long term with building on their competitive strength along the four **core processes**:

- **RECRUIT TO RETIRE**
- **LEAD TO CASH**
- **SOURCE TO PAY**
- **DESIGN TO OPERATE**

Our **very own integrated solutions** – developed with the principles of *innovation, integration* and *efficiency* in mind – complement SAP technologies and help you to become a **complete, digital company**.

WE ARE MORE THAN CONSULTANTS – ORBIS IS YOUR DIGITAL COMPANION!

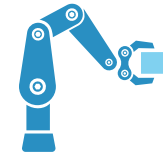


SAP
BY
ORBIS

SAP BY ORBIS



Consistent
end-to-end
process consulting



Over 35 years of
extensive
industry expertise



Fully
SAP-integrated
solutions and add-ons



2,000+ customer
projects with more
than 500 customers



International
project work –
sites worldwide



RISE with SAP
Expertise and
GROW with SAP partners



You can also find our SAP by ORBIS facts at a glance in our
profile video



TRANSFORM YOUR BUSINESS PROCESSES AT THE CUTTING EDGE



RISE with SAP

S/4HANA Private Cloud

Tailored-to-fit cloud ERP that adapts to your company's **individual** transformation.

- High degree of customization
- Provision of secure, high-performance and reliable cloud services in our very own data center

Are you already using an SAP solution and would like to take your ERP to a whole new level? Would you like to take existing processes with you and customize your ERP in the cloud?

Then **RISE with SAP** is the perfect product for you!



GROW with SAP

S/4HANA Public Cloud

Ready-to-run cloud ERP with the latest industry-specific **best practices** and continuous innovations

- High degree of standardization
- Ready-to-use cloud ERP with continuous innovations due to new releases

Are you not using ERP yet, or would you like to switch to SAP? Are you interested in standardized processes, and would like to use the system immediately by applying best practices in the public cloud?

Then **GROW with SAP** is the perfect product for you!



Your digital transformation is as **unique** as you are. We will guide you safely on your digital transformation journey! Whether it's on-prem or in the cloud, we support you with your individual **transformation!**

"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."

Head of IT, Roth Services GmbH





In a world full of highly complex IT landscapes, a wide range of applications and different sources of data, companies are facing huge challenges nowadays. What's the solution? **SAP Business Technology Platform (SAP BTP)** – a key component for **flexible action** and **sustainable growth** in times of rapid digital innovation.

INCREASE INNOVATION AND INDIVIDUALITY IN YOUR COMPANY!

APP DEVELOPMENT AND AUTOMATION

Would you like to expand your existing SAP system landscape in an intuitive, standardized development environment without creating standalone solutions? That's not a problem with SAP BTP and the integrated **low-code** and **pro-code tools**! Additional **SAP Build Process Automations** help your company to become more efficient.

ADVANCED PLANNING AND ANALYTICS

Enhance the efficiency of your corporate planning with **SAP Integrated Business Planning (SAP IBP)** and **SAP xP&A**. Integrated functions offer precise forecasts, strategic decisions and data-driven success. Increase the agility of your processes and achieve outstanding performance.

INTEGRATION

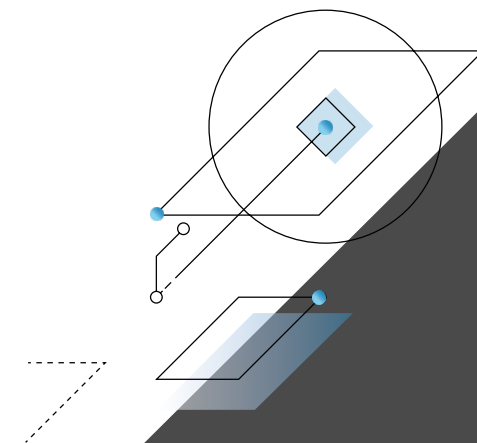
BTP's **Integration Suite** provides you with a wide range of **connectors, adapters** and **APIs**. So applications, data and processes (in the cloud, on-prem and in third-party provider landscapes) can be seamlessly combined within your company.

ARTIFICIAL INTELLIGENCE

SAP Business AI integrates AI into SAP solutions, automates business processes and allows you to make decisions based on data. You benefit from **more efficient workflows**, more precise analyses and **optimized business results** due to smart use of data.

DATA & ANALYTICS

The Data and Analytics area offers powerful tools and functions for effective data management, analytics and use. The **BTP Data & Analytics Services** include solutions for data integration, analytics, visualization and reporting, and help you to make better decisions!





AI is everywhere – artificial intelligence will affect every division of your company in future. It will fundamentally **revolutionize business processes**, provide a decisive **competitive factor** and may also lead to an impressive **increase in productivity** and **cut costs**.

UNLOCKING THE POWER OF SAP BUSINESS AI

Whether it's automating and carrying out simple tasks or identifying process improvements and optimizations, **SAP Business AI** is **relevant, reliable and responsible**, and delivers genuine business results! Implement smart business processes with the help of AI to turn your smart and sustainable company into a reality.

JOULE – THE AI ASSISTANT FOR YOUR COMPANY

Joule – SAP's AI co-pilot – is a generative AI assistant that offers you support in many SAP applications and revolutionizes your work. Joule is embedded in SAP's cloud portfolio.

Benefit from:

- Faster work due to accelerated processes
- Smarter insights on demand
- Better business results due to simple content generation
- Complete control over decision-making and protection of your data in a secure environment

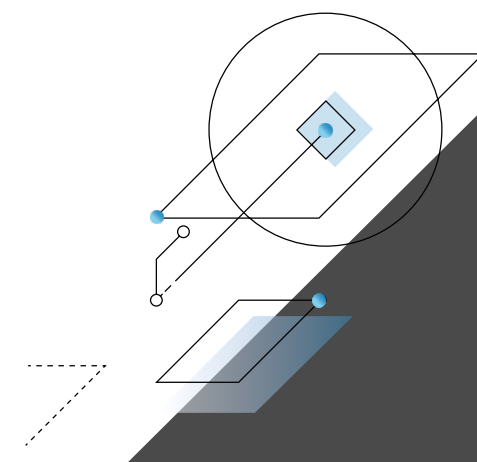
AI FOUNDATION WITHIN SAP BTP

With AI Foundation, SAP is offering an all-in-one AI toolkit that can be used to meet specific requirements with **SAP BTP** as a platform for expanding the functionality for SAP business processes. These include ready-to-use cloud-based AI services, generative AI management, AI workload management, tools for business data, and access to foundation models.

However, SAP is also pushing ecosystem partnerships and integrations with other major AI market players to deliver the best possible benefits to its customers.

EMBEDDED AI FUNCTIONS IN THE SAP PORTFOLIO

SAP has introduced a wide range of AI-supported scenarios that are integrated into core business processes such as **finance, supply chain, procurement, marketing, sales, service, HR and IT**.





SAP Customer Experience: an integrated solution for your company's divisions. Would you like to offer your **customers experiences** that make them more successful?
We make sure that doing so becomes **simple** too.

CUSTOMER EXPERIENCE – THE EASY WAY

MARKETING

Personalization, timing and relevance all play a key role in marketing. Which customer responds to what? If you've ever worked with **SAP Emarsys Customer Engagement** and **SAP Customer Data Platform**, you'll know you can always keep an eye on what your target group is interested in! With our training and event management solution **ORBIS TEM**, which can be seamlessly integrated into the existing CX system landscape, you can also enrich your 360° customer view with event-related data!

COMMERCE

Despite complex B2B sales processes, customers want shopping experiences to be effortless and personalized across all channels. **SAP Commerce Cloud** offers exactly that – a **central e-commerce platform** that is both scalable and smart. With functions such as **spare parts management, self-service** and **real-time availability information**, it becomes a seamlessly integrated customer portal that gives customers quick access to all their transactions at any time.

SALES

Modern sales must be efficient and customer-focused! The **SAP Sales Cloud** – in conjunction with **SAP Configure Price Quote (CPQ)** and **SAP Intelligent Product Recommendation (IPR)** – provides sales staff with smart tools for effective CRM due to AI support throughout the entire process. With quick and clear insights. This not only improves the completion rate, but also the customer experience.

SERVICE

Are you receiving service requests from all sides? Send them our way! Anybody who processes a service request will find that all **customer data** is immediately available, so that, through the integration of AI, the **right answers** to all questions can be found quickly. With **SAP Service Cloud, the ORBIS service portal** and **SAP Field Service Management**, you can handle all customer service processes digitally and efficiently–yet still in a customer-focused manner.

„With the SAP Sales Cloud solution, we are incorporating greater transparency and efficiency into sales processes in the retail, industrial and automotive sectors. At the same time, it offers the necessary flexibility to map our complex individual process requirements.“

**Steffen Kleissler, Regional Sales Manager Industry & TechTex,
A&E Gütermann**



INTEGRATE YOUR PLANNING ACTIVITIES ALONG THE ENTIRE VALUE CHAIN

SUPPLY CHAIN PLANNING WITH SAP IBP

Process transparency throughout the entire company network, a high level of efficiency and planning accuracy play a major role in production. **Demand planning and sales and operations planning** are the keys 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 WITH SAP S/4HANA MANUFACTURING FOR PLANNING AND SCHEDULING

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**!

„With SAP IBP S&OP, we can now carry out sales and rough production planning quickly and efficiently with IT support. This is a significant step towards process digitalization with the help of the cloud and the optimization of the entire supply chain at the Uelzena Group.“

Bernd Täger, Head of Organization / IT, Uelzena





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!

MAKE BETTER DECISIONS IN REAL TIME

ANALYTICS 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. With the data warehouse solutions **BW/4HANA** and **Datasphere**, you can consolidate your company data effortlessly.

STATE-OF-THE-ART REPORTING AND PLANNING

Use **SAP Analytics Cloud (SAC)** on a standardized 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**.

„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 a wide-ranging support portfolio with process and project consulting – not to mention implementation of solutions using the backend technologies BW/4HANA and Datasphere, plus the frontend solutions BPC Planning, SAP Analytics Cloud and Business Objects.“

Christian Gieler, Manager IT BI&Analytics: Market & SelfService, ZF





WE'LL DEFINE YOUR ROUTE TO THE SMART FACTORY TOGETHER!

EFFICIENT & DIGITAL MANUFACTURING PROCESSES

Would you like to benefit from efficient production processes in the cloud?

With **SAP Digital Manufacturing (SAP DM)**, you can achieve improved product quality, flexibility and productivity in your production operations! Digitalize your production operations with **ORBIS MES** as an SAP-based manufacturing execution system.

IMPLEMENTING INTEROPERABILITY ON THE SHOPFLOOR

Create interoperable processes in production and logistics with our **ORBIS Distributed Shopfloor Processing (ORBIS DSP)** solution.

- Clear visualization of shop floor data, and access to it anywhere and at any time
- Simple expansion concepts for implementing customer-specific requirements
- Whether **in the cloud or on-prem**, we will find the best solution for you to digitalize your production operations!



Are you using SAP, and would you like to make your production processes more efficient? Then ORBIS is your perfect partner. Digitalize your **production operations** with **SAP Digital Manufacturing (DM)** or **ORBIS MES** and achieve end-to-end process integration and enhanced efficiency in your production activities and throughout all your operations.

„Since ORBIS MES was introduced, both transparency and the degree of digitalization on the shop floor have increased significantly, allowing us to further optimize processes in Production and, at the same time, to take an important step on our journey towards the Smart Factory.“

Andreas Schäfer, Operations Director, Telegärtner Karl Gärtner GmbH



Automation, integration and **optimization of warehouse and logistics processes**: ORBIS offers you integrated support when it comes to modernizing your logistics operations. Be it efficient warehouse management – with the likes of **SAP EWM** – or optimum transportation handling.

EFFICIENT WAREHOUSE MANAGEMENT AND OPTIMIZED TRANSPORT PROCESSES

INTEGRATED PROCESS OPTIMIZATION OF INTRALOGISTICS

Smart warehouse management under SAP S/4HANA: with SAP EWM, SAP WM or SAP Stock Room Management for futureproof intralogistics.

SAP-based process automation with ORBIS Logistics: Our SAP-integrated logistics solutions support you from goods receipt to internal transport options and order-picking, through to goods issue.

OPTIMIZATION OF TRANSPORTATION PROCESSING

Futureproof your transportation logistics with **SAP Transportation Management (SAP TM)** to ensure enhanced efficiency, better control, and cost savings in the long term.

SAP Yard Logistics for optimum and efficient management of your yard processes.

SAP Business Network for Logistics as a digital platform for networking all the involved players along the supply chain.

„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**



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, SAP Enable Now) from SAP.

ORBIS PEOPLE COMBINES A COMPREHENSIVE HR SOLUTION AND PRODUCT PORTFOLIO

HR CORE FUNCTIONS & PAYROLL ACCOUNTING

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

- SAP HR solutions from a single source, with one contract
- Centralized maintenance of all relevant HR master data
- Simplification through automation of core processes

„SuccessFactors Story Reporting is a genuine asset. With the support of ORBIS People, we successfully increased the transparency of our recruitment processes. Data-supported decisions make it easier for operational HR employees to actively intervene and thus provide confidence in everyday business.“

Catherine Stapelkamp, Manager Global Talent Acquisition & Global Mobility, VAILLANT Group

MANAGED SERVICES

YOUR SAP OPERATIONS ARE SAFE IN OUR HANDS!

SAP BASIS AND APPLICATIONS SERVICES

With our **SAP Basis Services**, we support you with **maintenance** and **operational management** for stable and efficient SAP operations. By actively **managing** your **SAP applications**, we've got you covered. Benefit with us from end-to-end assistance in second / third level user support and a support hotline running up to 24/7!

SAP HOSTING AND CLOUD SERVICES

We support you in designing and migrating SAP operating environments to **MS Azure** – combining the flexibility and efficiency of a hyperscaler with our reliable services for SAP security, operation and maintenance. On request, we can also run the SAP solutions in the **Private Cloud** in our **own data centers** in high-security buildings with state-of-the-art technology or accompany you on your journey to the **SAP Private Cloud** with **RISE by ORBIS**.

SAP SYSTEM SECURITY SERVICES

SAP Security should always form part of companies' and SAP customers' **IT security strategy** if they are to significantly reduce the risk of security breaches. Due to our **SAP Authorizations and Security Services**, you benefit from comprehensive **risk and compliance management** that covers and links all levels and processes. Increase the security of your SAP environment with us!

SERVICE MANAGEMENT INFRASTRUCTURE

One service – **personal** and on **equal terms!** Our service managers guarantee consistent service quality at all times and are your contacts for all matters relating to our Managed Services. From comprehensive **monitoring** and **documentation** of all reports, to presenting **SLAs**, and even to **monthly service reports** and regular **review meetings** – you can rely on our service completely!



From **operating, monitoring** and **securing** your SAP systems, to incident processing in all SAP modules, and **system and process optimization** – we are by your side and provide you with comprehensive support so you can concentrate on your core business!

„When we were planning to migrate our systems to S/4HANA, we looked for a service provider for managed SAP operations that had experience with migration projects. The cooperative relationship is very friendly, the services are scalable, and, even in the event of an unusual malfunction, such as a cyber attack on our other systems, we always received quick and competent assistance, even at the weekend.“

**Marion Kühl, Head of SAP VI&VA as a Service,
Gutenberg Rechenzentrum**





BUSINESS PERFORMANCE IS PROCESS PERFORMANCE

PROCESS ANALYSIS

Analyze your processes according to the desired depth and intensity. Where can **process performance be optimized**? Where can throughput times be shortened? Where does the automation rate need to be increased? Which process loops can you save? Become a value detective and unleash the **full potential of processes**.

PROCESS & JOURNEY MODELING

Redesign your processes, taking **genuine process performance** into account. Use innovation recommendations and simulate process changes in advance to make the right optimization decisions. Rethink **user experiences** and drive cross-process optimizations – make **silos** **thinking a thing of the past!**

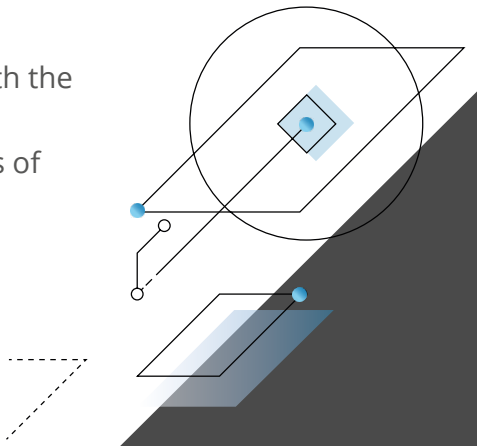
PROCESS GOVERNANCE WITH VALUE

Remove the fear of governance and set up your processes in a targeted manner for **business value generation**. This allows you to retain control over your processes and, at the same time, promote **continuous process improvement in the end-to-end process** – whether with targeted workflow management, automation or simply behavioral changes. **People, processes and technology at their best.**

With the **cloud-based SAP Signavio Process Transformation Suite**, many use cases are open to you. You flexibly determine the scope and pace.

- Take your **business process management** to the next level
- Manage your **S/4HANA transformation** effectively and efficiently with the **digital twin** – consign brownpaper workshops to history!
- Improve strategic key figures such as your **working capital** by means of targeted improvements in **Order-2-Cash or Procure-2-Pay**

Are you looking for a **smart solution** to focus on your processes and gradually optimize your business value? The **SAP Signavio Process Transformation Suite** makes managing your processes easy – and allows you to get the best out of your company.





SAP BY ORBIS

- We don't just aim to automate individual business processes. We've got our sights set on **consistent digitalization!**
- Our **many years of project experience** and **in-depth industry knowledge** make us a game changer.
- From front and back office to production and logistics, we incorporate **automated processes and integrated systems** into your entire value chain!
- Our SAP consulting expertise is ideally complemented by our own **SAP-integrated ORBIS solutions**, such as ORBIS PCC for smart product costing.
- We are **highly qualified** when it comes to SAP consulting. This is underlined by our current status in the **SAP Competency Framework**, which evaluates customer results and partner competencies.
- ORBIS is a focus partner of the **SAP Diamant Initiative for Partners 2024**. We are delighted to be recognized as a focus partner in the following areas:



Expert

SAP Business Technology Platform

Advanced

Intelligent Enterprise
GROW with SAP
RISE with SAP
Supply Chain Management
Human Capital Management
Customer Relationship Management

DIAMANT-INITIATIVE FÜR PARTNER

FOKUSPARTNER 2024

Discrete Manufacturing & Automotive



DIAMANT-INITIATIVE FÜR PARTNER

FOKUSPARTNER 2024

Customer Experience



DIAMANT-INITIATIVE FÜR PARTNER

FOKUSPARTNER 2024

Digital Supply Chain



DIAMANT-INITIATIVE FÜR PARTNER

FOKUSPARTNER 2024

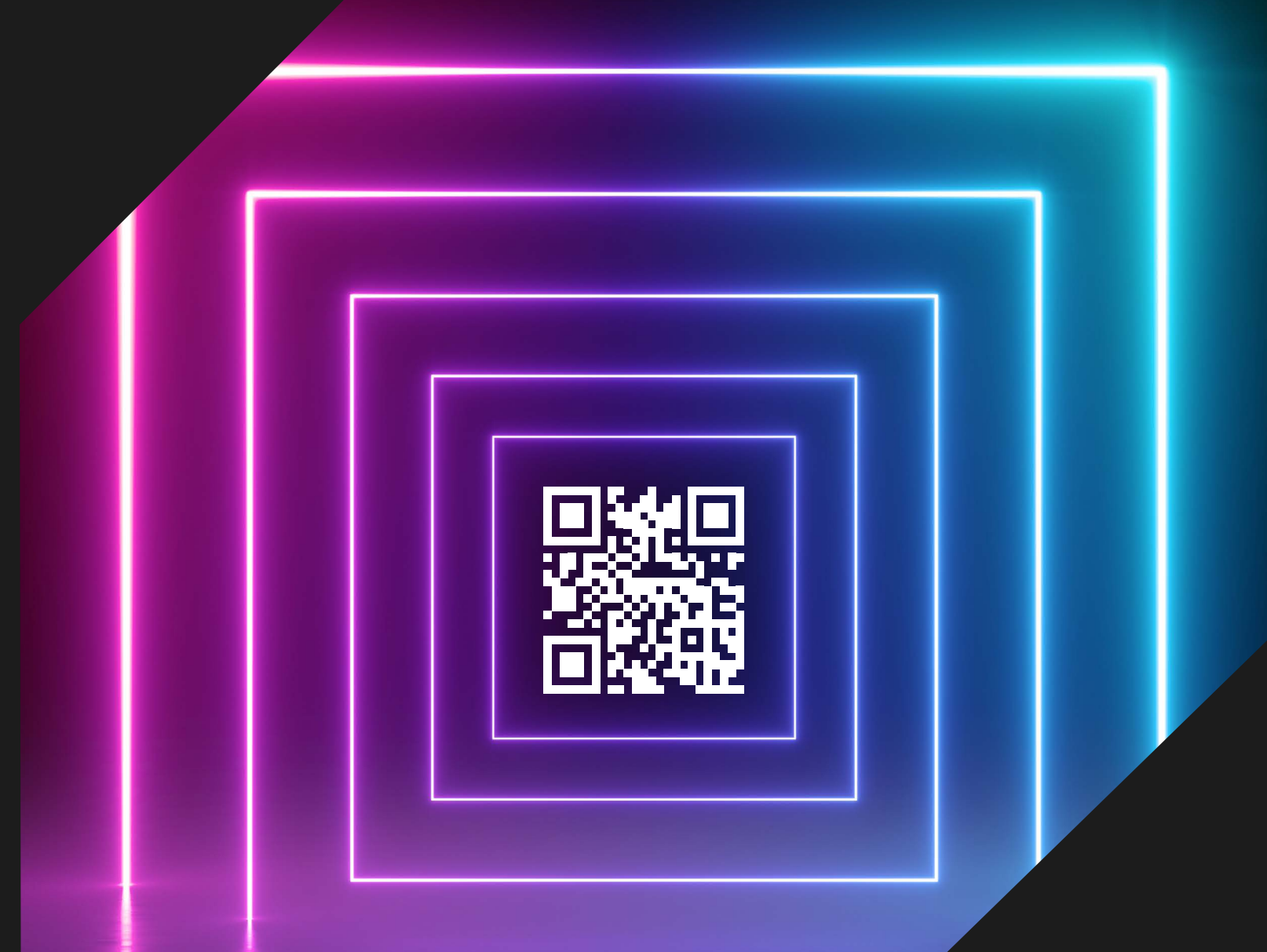
Human Experience Management



**DO YOU
ALREADY
KNOW OUR
ORBIS
BLOG?**

TREND TOPICS
& BEST PRACTICES
FROM ORBIS
EXPERTS

#GROW WITH SAP #SAP HCM
#RISE WITH SAP #SAP CX



**One click for new impulses &
perspectives**

...AND MUCH MORE!



SAP
BY
ORBIS

DRIVING DIGITAL
TRANSFORMATION -
TOGETHER.

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