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## **SAP S/4 HANA Migration for Wholesale Distribution**

# SAP S/4 HANA DRIVING THE REVOLUTION FOR WHOLESALE DISTRIBUTOR BUSINESS

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**Let HANA take over your business Operations, step into a new world of revolution!**

SAP S/4 HANA is an ERP based on the HANA database platform. In this current time of crisis, companies need to continue making profits. Therefore, organizations are trying hard and relying on smart business management platforms like SAP S/4 HANA.

One key hurdle in the adoption process is transferring data from the existing platform to the HANA platform. This step is known as the migration process. This ensures that the new system can start working exactly from where the previous system stopped.





## MAKE THE MOST OF YOUR WHOLESALE DISTRIBUTION

- SAP S/4 HANA is used by wholesale businesses specializing in consumer goods to identify user preferences. SAP-based analytics system was used by a Dubai-based wholesale distributor to provide insights about the buying pattern of the consumers along with the current market trends. This allowed the distributor to refill their inventory with goods that would be best suited for the consumer and make the maximum profit in this way.

Also, it helped the distributor understand the competition in a better way and make policy reforms accordingly. With such functionalities and help from the analytics system, the provider provided an accurate forecast of the company's performance in the coming months, which helps the company change its processes accordingly to make a profit.

- SAP-based ERP was opted by a wholesale distributor of the regional market to help streamline the workflow of operations. The distributor had to deal with many things at once, like maintaining inventory, logistics, managing employees, and many more. Any mistake in these processes can result in unwanted delays and massive financial losses.

Having a smart ERP in place ensured there was very little chance of any human error. It also allowed proper task assignment along with monitoring the permanence of every employee. Automated processes allowed the provider to focus on core operations, ensuring that a lot of time was not wasted on doing things mechanically and there was time to manage other core operations.

- SAP S/4 HANA migration is used for the proper transfer of existing data and processes from the old platform to the new platform. This enabled a smooth transfer of a business as it moved from one platform to another. Transitioning of this sort ensured that the employees will not be having too much to learn to make use of its features.

Therefore, it was a steep learning curve for the employees if the migration process is not perfect and this can affect the productivity of the entire process. The migration system also allowed new features to get an upgrade every now and then from the existing system to the existing platform due to its cloud compatibility. This ensures the solution that is provided is always the best.



# SAP S/4 HANA IN ACTION!

- **Seamless transfer of data:** The SAP S/4 HANA solution can help wholesale businesses to transfer all existing data and models from the previous software to the new platform. This means that a wholesale business can now facilitate a smooth transition from one platform to another without leaving out any sort of gap in between.
- **Streamlined business process:** SAP S/4 HANA solution can help wholesale businesses streamlining different business processes to ensure improved efficiency. Most of the mechanical tasks can be automated with the SAP S/4 HANA solution as it can increase productivity while simultaneously reducing the chances of encountering any sort of human error.
- **Flexibility of data storage:** The SAP-based smart ERP also provides wholesale businesses with an effective and flexible manner of storing data. This enables the business to seamlessly use and access the data without any complication. Cloud storage replaces the need for costly equipment that was used by major enterprises.





# SAP S/4 HANA Migration helps improve operations of a wholesale distributor

## CASE STUDY:1

### ABOUT CUSTOMER

A multi-state spanned wholesale distributor who has been our client for their SAP S/4 HANA migration needs. The distributor caters to more than 50 different manufacturers and supplies those products to every major state. For this reason, they have to organize and maintain highly precise records of inventory and logistical details. As the business was growing, it became very difficult for the distributor to maintain such huge datasets using the existing ERP systems.

### PROJECT HIGHLIGHT

- Transferring all existing data and models to the new SAP S/4 HANA platform.
- Improving business processes for improved profitability
- Reduce the workload on the employees
- Allowing business growth via seamless migration procedures

### THE RESOLUTION

The wholesale distributorship business was able to make immense progress as per delivering on time and working efficiently was considered. As a result of this, they were able to make the most out of this pandemic situation by catering to everyone's demands on time.

### KEY BENEFITS

- Large data storage capability in SAP HANA database

- Improved work efficiency
- Less scope for human errors
- Improved employee task management due to smart ERP systems

### TOP BENEFITS

- Data handling efficiency: Increased by 50%
- Cost of Operations: Reduced by 18%
- Decision-making speed: Increased by 2 times

### PRE MIGRATION ARCHITECTURE

- On-premise database system which lagged while computing large amounts of data.
- Costly hardware was installed for data storage and computational purposes
- Absence of any proper analytical software that will provide proper business insights.

### KEY CHALLENGES

- Transferring all the existing data & processes into the latest SAP S/4 HANA platform.
- Cost-effective storage solutions.
- Productive use of human resources.

### ACHIEVEMENTS

- Proper transfer of all data into the new SAP S/4 HANA platform
- Automatization of all critical business processes



# SAP S/4 HANA Migration increases nationwide reach of wholesale distributor amidst ongoing pandemic

## CASE STUDY:2

### ABOUT CUSTOMER

Our latest client was a nationwide supplier of perishable goods who required our assistance to migrate to the latest SAP S/4 HANA platform. With the ongoing pandemic, the demand for those goods was increasing, but the distributor was not able to cope up with the changes. So, they needed to upgrade to a business management platform that can automate the mechanical processes.

### PROJECT HIGHLIGHT

- Seamless migration of the existing resources to the new platform.
- Increase efficiency by reducing the chances of any error.
- Providing proper computational power for tackling the sudden rise in demand.

### THE RESOLUTION

Since the wholesale distributor was involved in perishable goods distributorship there was a large rise in demand. With the help of SAP S/4 HANA, they are able to tackle such high demands. The migration also helped them in serving their customers better and thus in creating a long-lasting customer relationship.

### KEY BENEFITS

- Faster decision-making processes due to better insight
- Less human errors

- Better customer relationship

### TOP BENEFITS

- Faster supplies: Speed increased 1.4 times
- Cost of Operations: Reduced by 20%
- Better customer relations: Customer acquisition increased by 1.2 times

### PRE MIGRATION ARCHITECTURE

- Costly and inefficient hardware-software were being used
- Lack of management due to increased demands
- Employees are not able to use the existing systems due to their outdated features

### KEY CHALLENGES

- Proper migration of the entire existing system without data loss
- Teaching the employees about the new features and usability of SAP S/4 HANA
- Using a proper data storage and retrieval procedure

### ACHIEVEMENTS

- Faster decision making due to access to meaningful insights
- Lesser work power required to automate the newer interface
- Better situation handling ability of the distributor in urgent situations





# Wholesale distributor avails SAP S/4 HANA migration services to grow business

## CASE STUDY:3

### ABOUT CUSTOMER

Our latest client availed of our SAP S/4 HANA migration services to facilitate enhanced growth of their wholesale distribution business. Previously, they were unable to streamline their processes effectively, resulting in ineffective operations. This inability further led to high costs and low profits for the firm.

### PROJECT HIGHLIGHT

- Facilitating effective business processes
- Reducing operational costs
- Minimizing human errors

### THE RESOLUTION

This client was successful in moving all the existing data and processes to the new platform without encountering any complications. The SAP S/4 HANA aided reduction of overhead costs drastically. An efficient workflow was also generated that made the wholesale distributorship a profitable business.

### KEY BENEFITS

- Streamlined workflow processes
- Proper transfer of existing processes
- Reduced human efforts

### TOP BENEFITS

- Work efficiency increased by 30%
- Cost of Operations reduced by 22%
- Profitability increased by 40%

### PRE MIGRATION ARCHITECTURE

- Outdated hardware system
- Lack of proper systematic approach
- HR devoted to streamlining processes
- Inefficient on-premise data storage system

### KEY CHALLENGES

- Streamlining critical business processes for efficiency
- Facilitating seamless migration to the new platform
- Reducing the operational cost of the business

### ACHIEVEMENTS

- Increased business profit due to reduced overhead costs
- Increased productivity due to more employee availability



## CONCLUSION

Wholesale distribution companies irrespective of the industry they belong to generally have to deal with a lot of data. It is not very easy to manage huge volumes of data which is why they need advanced business management platforms like SAP S/4 HANA. The SAP HANA migration process helps these wholesale distribution companies to migrate from the existing platform to the new SAP S/4 HANA platform. This comprehensive migration process ensures a complete transfer of data from one platform to another so that business data and processes can be seamlessly integrated to ensure that there is no gap left out in the overall performance of the business.



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