

# SAP Customers Taking Rimini Street to S/4HANA

How 33 Rimini Street clients are optimizing  
their SAP strategy and systems

**Rimini Street**

# What if you could . . .

Maximize savings and minimize risk while accelerating innovation on your potential path to SAP S/4HANA

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Eliminate the planned end of support for SAP ECC as a roadblock in your SAP strategy

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Gain the flexibility and time to choose the next-generation system that best fits your needs

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Receive comprehensive support for all your SAP systems before and after a potential move to S/4HANA

SAP customers face difficult decisions with regard to their SAP application strategy. The pressure to begin a costly “rip and replace” implementation of S/4HANA is building. With a planned end of support deadline for ECC 6, SAP is making limited investment there in return for its seemingly expensive maintenance fees.

Most SAP customers will want to defer making an S/4HANA decision after evaluating its perceived high cost, low maturity and hard-to-find ROI. For others, it’s not if but when to move to S/4HANA. Some SAP customers, especially mid-size and new-to-SAP companies, may perceive value in an early deployment of S/4HANA today. Still others may say “no” to S/4HANA and find better value in migrating to more modern cloud applications from other software providers.

Rimini Street helps clients optimize their SAP strategy before, during and after a potential implementation of S/4HANA—no matter which scenario best fits their organization.



# Why Rimini Street is the smart path forward for SAP customers



## MASSIVE SAVINGS

Up to 90% savings on total support costs and ability to defer millions in S/4HANA costs.



## RISK MITIGATION

Avoid extreme risk of early S/4HANA deployment and retain future flexibility to choose best-fit solution.



## ENHANCED SUPPORT

Award-winning support from a named engineer for all your issues, including custom code and integrations.



## ACCELERATED INNOVATION

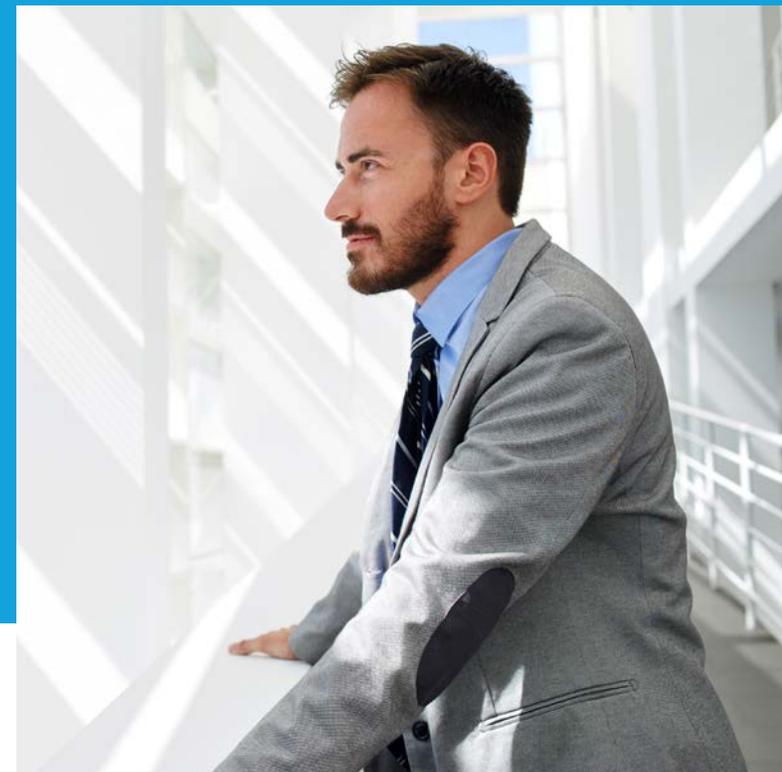
Faster time to innovation, with funding from savings, while S/4HANA matures.

## Join hundreds and hundreds of SAP customers taking Rimini Street

Whether your ultimate destination is S/4HANA, an alternative modern application, or you haven't settled on a future platform, Rimini Street is your smart path forward. Rimini Street supports clients on all major releases of SAP including S/4HANA, as well as clients planning an eventual "rip and replace" implementation of S/4HANA in the future after a smooth transition back to SAP.

Rimini Street enables clients who aren't ready for S/4HANA to mitigate the cost and risk of S/4HANA by deferring a final decision until a tangible ROI emerges. In the meantime, they can enjoy premium support with significant savings available to fund immediate innovation that can drive competitive advantage.

This document highlights just a few examples of SAP clients taking Rimini Street as their smart path forward, including some who have already enjoyed the benefits of Rimini Street and seamlessly returned back to SAP for their next-generation system. We hope these examples help you understand how other organizations like yours are optimizing their SAP system and strategies with Rimini Street.



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# CF Industries

*Continue to run existing ECC 6 platform while successfully subscribing to S/4HANA Cloud*

CF Industries was spending \$30 million annually on IT, and wanted to look for ways to reduce ongoing operations and enhancement costs.

CF Industries moved to Rimini Street in 2016 to reduce the costs of its SAP support operations and get a dedicated support team that understands the company's IT framework and business needs.

As a result, the firm has slashed its annual maintenance costs by 79 percent compared to the previous SAP price tag. This equates to more than \$25 million in total savings. Among the gains: a 50 percent reduction in annual SAP maintenance fees and the ability to avoid five major upgrades over the next decade.

CF Industries needed to advance from an aging SAP ERP framework to a more agile and flexible platform that could handle digital requirements and believed S/4HANA (Public) Cloud would give it a fresh start and a platform for growth.

If all goes well, it plans to expand their S/4HANA Cloud footprint into logistics and plant maintenance.

## CLIENT FACTS:

Transformed itself from a member-owned cooperative to a global manufacturer and distributor of nitrogen fertilizer and other nitrogen products.



**HEADQUARTERS:** Deerfield, IL



**REVENUE:** \$3.4 Billion



**INDUSTRY:** Manufacturing and Distribution



**EMPLOYEES:** 2,900

## APPLICATIONS AND TECHNOLOGY:

- ECC 6, Enhancement Pack 4
- SAP Business Warehouse
- Microsoft SQL Server

## RETURN TO VENDOR:

- Successfully subscribed to S/4HANA Cloud from SAP while continuing to be supported by Rimini Street
- "I told [SAP]: 'I would like you to treat me as a new customer. It took a while, but ultimately they did.'"

## CONSIDERATIONS:

- Significantly reduced support costs for SAP solutions by 79 percent with Rimini Street
- Freed up 3.5 full-time-employees for new IT projects
- Gained significant leverage using Rimini Street support to subscribe to S/4HANA Cloud

“This serves as at least a three-year bridge, during which time we can evaluate things and select the right path.”

— Tom Grooms,  
CIO, CF Industries



# \$25 MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

“We could take the money we saved and reinvest it in new systems—while receiving a higher level of support.”



SEAMLESSLY RETURNED TO SAP FOR S/4HANA OR OTHER NEW APPLICATIONS

# Propex

## Global geotextile manufacturer moves to Rimini Street support for SAP . . . twice

In 2010, in an effort to cut its escalating SAP maintenance costs, Propex switched to Rimini Street Support. According to Propex Director of IT David Eady, "It was really a pretty easy decision, going with Rimini Street. Nobody else we looked at was at the same caliber."

In 2013 Propex moved back to SAP's support program, as part of a strategic, global SAP expansion initiative. Then later, Propex made the decision to return to Rimini Street for support of the company's SAP ECC 6 instances in the U.S. and Germany.

Propex returned to Rimini Street to regain greater flexibility and control over its SAP software roadmap, while also benefitting from improved, premium-level service and significantly reduced total support costs. "The decision to return to Rimini Street support from SAP was an easy one to make because we had grown accustomed to Rimini Street's significantly more responsive support model," says Eady.

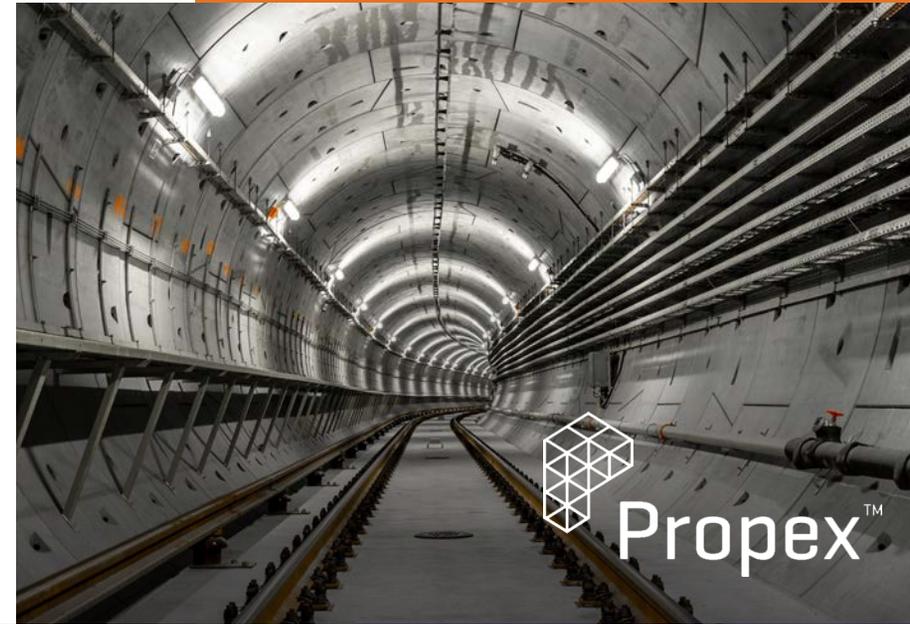
Propex also did not see a compelling reason to stay with SAP and reimplement the S/4HANA solution, at least for now. But Propex has already demonstrated the move back to SAP can be seamless and attractive for companies that make that choice.

### CLIENT FACTS:

Billions of people depend on Propex's portfolio of engineered products. Its synthetic fibers and fabrics help build key infrastructure across the globe.

“It was really a pretty easy decision, going with Rimini Street. Nobody else we looked at was at the same caliber.”

— David Eady,  
Director of IT, Propex



**HEADQUARTERS:** Chattanooga, Tennessee



**REVENUE:** \$ 750 Million



**INDUSTRY:** Manufacturing



**EMPLOYEES:** 2,000

### APPLICATIONS AND TECHNOLOGY:

- ECC 6
- Oracle Database

### S/4HANA STRATEGY:

- Sweat current ECC 6 deployments
- Assess future options, including S/4HANA, when ready

### CONSIDERATIONS:

- Significantly cut support costs
- Enjoy far more responsive service from experts
- Let S/4HANA mature over time
- Take proven path back to SAP, if and when ready

**\$51** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



SEAMLESSLY RETURNED TO SAP FOR S/4HANA OR OTHER NEW APPLICATIONS

# Incitec Pivot Ltd

## Client takes incremental approach to S/4HANA

Incitec Pivot has relied on its SAP applications for more than 20 years and became the first Australian company using SAP to move off vendor support and onto Rimini Street. Incitec Pivot's CIO Martin Janssen described the move to optimize costs and maximize ROI as, "It's not being cheap. It's getting the best value--that's why we're with Rimini Street."

Although SAP is Incitec Pivot's core system, Janssen and team have invested in new systems and solutions including CRM, ecommerce, HCM and logistics to augment their ECC platform. Doing so has allowed them to continue to innovate and stay ahead of the competition. All strategic projects, Janssen noted, were "funded through the savings we've achieved through Rimini Street."

More recently the company has begun to explore additional ERP options and has purchased S/4HANA licenses from SAP while continuing to use Rimini Street support. It intends to begin a controlled and incremental roll-out and evaluation of S/4HANA to determine fit and a business case while remaining committed to its existing ECC applications. Incitec Pivot will run the two ERP systems in parallel for the immediate future until the S/4HANA roadmap and strategy becomes clearer.

### CLIENT FACTS:

Incitec Pivot Ltd manufactures and supplies fertilizers and explosives, and provides mining services in 16 countries including Australia, the US, Mexico, Chile, Turkey and Indonesia.

“SAP is our most important system, it has been for 20 years. So keeping that system running well, keeping it healthy is really important.”

— Martin Janssen,  
CIO, Incitec Pivot Ltd



**HEADQUARTERS:** Southbank, Victoria, Australia



**REVENUE:** \$ 1.2 Billion



**INDUSTRY:** Chemical Manufacturing



**EMPLOYEES:** 5,064

### APPLICATIONS AND TECHNOLOGY:

- ECC 6 Enhancement Pack 6
- Business Objects
- SAP Solution Manager

### S/4HANA STRATEGY:

- Maintain existing ECC 6 applications as core system of record
- Rolling out S/4HANA gradually as product continues to evolve

### CONSIDERATIONS:

- Reduce ECC 6 application support costs
- Reinvest savings in new solutions
- Take incremental approach to S/4HANA

# \$9.3 MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



## Large State Power Authority

 **REVENUE:** \$2.6 Billion

### RETURN TO SAP DETAILS:

- Successfully purchased new ECC application release from SAP at a significant discount
- Returned to SAP support and maintenance with no back fees or penalties

### APPLICATIONS AND TECHNOLOGY:

ECC 6

Business Objects

SAP Business Planning  
and Consolidation

## Canadian Steel Producer

 **REVENUE:** \$875 Million

### RETURN TO SAP DETAILS:

- Global expansion plans necessitated a return to SAP for additional products
- Returned to SAP to purchase new products as well as support and maintenance with no penalties

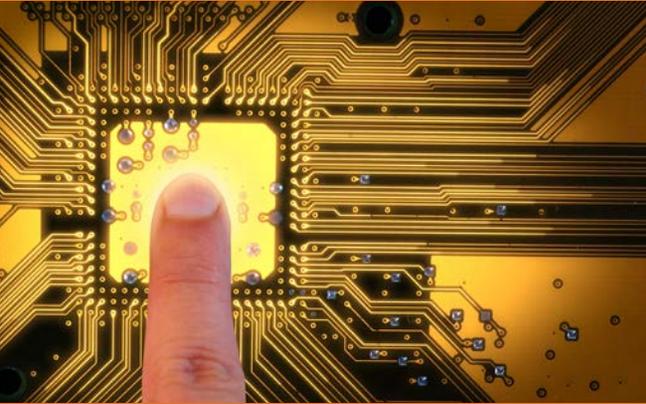
### APPLICATIONS AND TECHNOLOGY:

SAP R/3 4.7

Business Warehouse

SAP Netweaver





## Information Technology Manufacturer

 **REVENUE:** \$1 Billion

### RETURN TO SAP DETAILS:

- Successfully purchased new ECC application release from SAP at a significant discount
- Returned to SAP support and maintenance with no back fees or penalties

### APPLICATIONS AND TECHNOLOGY:

ECC 6

SAP Max DB

## Printed Circuit Board Manufacturer

 **REVENUE:** \$160 Million

### RETURN TO SAP DETAILS:

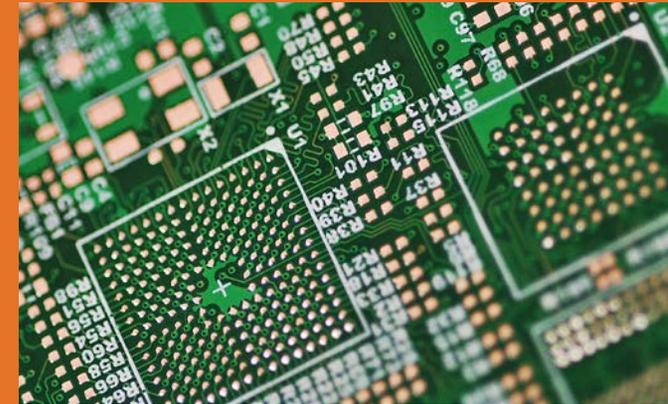
- Corporate acquisition required moving to a singular, global contract with vendor
- Seamless transition back to SAP support with no penalties

### APPLICATIONS AND TECHNOLOGY:

ECC 6

SAP Netweaver

Oracle Database





## Appliance and Tools Retailer

 **REVENUE:** \$592 Million

### RETURN TO SAP DETAILS:

- Purchased new mobile and CRM products from SAP
- SAP made a “very attractive” offer to return to SAP support with no back-maintenance fees required

### APPLICATIONS AND TECHNOLOGY:

R/3 4.7c

## Pharmaceutical Company

 **REVENUE:** Private

### RETURN TO SAP DETAILS:

- Needed to purchase and upgrade to ECC 6 release not previously available when transitioning to Rimini Street
- Successfully purchased new product and returned to SAP support with no penalties

### APPLICATIONS AND TECHNOLOGY:

R/3 4.7c





## Global Packaging Company



REVENUE: \$3.4 Billion

### RETURN TO SAP DETAILS:

- Acquired by private equity firm that moved all SAP agreements under a master agreement
- SAP offered significant discounts on all future SAP products as part of the transition back

### APPLICATIONS AND TECHNOLOGY:

R/3 4.7c

Business Warehouse

## Upscale Clothing Manufacturer



REVENUE: \$45 Million

### RETURN TO SAP DETAILS:

- Purchased new ECC applications from SAP after deciding to upgrade
- Seamless transaction with SAP

### APPLICATIONS AND TECHNOLOGY:

R/3 4.6

Business Warehouse





**\$50** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Cameco Corporation

 **REVENUE:** \$1.8 Billion

### S/4HANA STRATEGY:

Will continue to run ECC 6 in parallel with S/4HANA, and consider expansion of S/4HANA, down the line, as the business case is established. Selected Rimini Street for S/4HANA support based on expertise and knowledge of support staff across entire SAP technology stack.

### APPLICATIONS AND TECHNOLOGY:



## Metal processing equipment and machinery manufacturer

 **REVENUE:** \$2.8 Billion

### S/4HANA STRATEGY:

Use S/4HANA as a “greenfield” implementation to enable re-engineering and process simplification, and maintain existing ECC 6 system in parallel. Selected Rimini Street for S/4HANA support as projected cost savings can be used to fund future expansion.

### APPLICATIONS AND TECHNOLOGY:



(internally deployed):  
Finance, and  
Order Management



**\$210** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# Global Manufacturer

## Long-time SAP customer determines best path forward is innovating around core SAP system

This global manufacturer is a long-time SAP customer with two primary challenges: first, the company needed to reduce its operational spending to maximize profitability, and second, the company needed to redefine its next-generation ERP strategy to better support its business initiatives.

"We weren't realizing value for our maintenance dollars for ERP or our Db2 database," says the company's CIO. "SAP didn't appear to be investing any further in the core ECC product and everything seemed to be invested in their cloud services, including S/4HANA."

As the company actively planned its SAP strategy, S/4HANA initially appeared to be the next logical step. However, the CIO explains, "When we talked to SAP about S/4HANA, it was too expensive with an unclear roadmap — we just weren't able to jointly develop a business case to justify going to in-memory processing with HANA."

"By moving to Rimini Street, we saw an opportunity to save on maintenance, get a higher level of support and still reinvest our savings in new solutions without increasing our operational spend," the CIO says. "At the same time, we stopped looking to SAP for every answer and realized that our best path forward was to maintain our ECC core and add cloud applications around it. Innovating around SAP was the most viable, cost-effective strategy."

### CLIENT FACTS:

This global manufacturer is a leader in a wide range of industrial filtration products and manufactures for microelectronics production, breweries and more.



**HEADQUARTERS:** United States



**REVENUE:** \$2.8 Billion



**INDUSTRY:** Manufacturer



**EMPLOYEES:** 10,000

### APPLICATIONS AND TECHNOLOGY:

- ECC 6
- Business Warehouse, GRC
- IBM Db2

### S/4HANA STRATEGY:

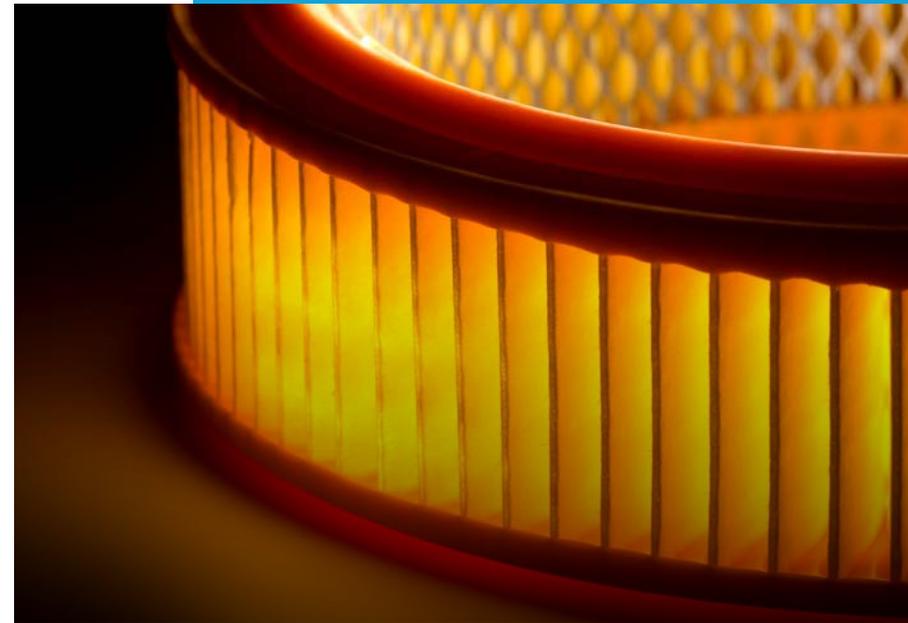
- Optimize costs and innovate around current ECC 6
- Consider S/4HANA and other systems in the future

### CONSIDERATIONS:

- Didn't see investment in ECC 6
- Customized ECC 6 meets business needs
- S/4HANA too expensive with no ROI – for now
- Deliver on business needs faster with hybrid IT

“For us, we no longer see SAP as the only solution, but as one of multiple options — and that’s working well for us.”

— CIO,  
Global Manufacturer



**\$15** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# Multnomah County

*County government defers cost of S/4HANA reimplementation until more mature*

Multnomah County continuously looks for ways to deliver the most value from its information technology spend. As a government entity, the organization must not only handle the business needs of its operational units, but also has a responsibility to securely maintain its systems to fulfill county requirements.

Multnomah County runs a highly customized version of SAP ECC 6 with Oracle databases. The county found SAP's vendor support inefficient and expensive. "There was a tremendous amount of inefficiency built into that support model because we would have to continuously repeat the context of the case, even though it had often been recorded into the ticket," says Bob Leek, CIO for Multnomah County.

"Plus, we were experiencing the push many ECC 6 customers face with SAP trying to move everyone to the S/4HANA platform. When some of the larger SAP customers also refused to pay for that reimplementation in exchange for an immature product, we knew that S/4HANA was not a road we wanted to go down.

"We seriously evaluate every taxpayer dollar we spend; optimizing costs is of paramount importance."

## CLIENT FACTS:

Covering just 465 square miles, Multnomah County is the smallest county in Oregon by area but is the largest by population, serving nearly 800,000 people.

“ Looking back, I’d make the switch to Rimini Street sooner if I could.

— Bob Leek, CIO, Multnomah County



**HEADQUARTERS:** Portland, Oregon



**REVENUE:** \$1.7 Billion



**INDUSTRY:** Public Sector



**EMPLOYEES:** Nearly 8,000

## APPLICATIONS AND TECHNOLOGY:

- ECC 6
- Oracle Database

## S/4HANA STRATEGY:

Customized ECC 6 system meets current and planned requirements. Will consider S/4HANA in 3-6 years

## CONSIDERATIONS:

- Customized ECC 6 meets business needs
- No value for reimplementation on immature S/4HANA
- New investments include cloud and security
- Talented people fuel digital success

**\$57** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# Superior Uniform Group

## Customized ECC 6 More Than Meets Needs While S/4HANA Does Not Yet Offer Comparable Functionality

Superior Uniform Group has operated using a series of SAP ECC versions for 18 years and has customized the SAP Apparel and Footwear Solution (AFS) module to meet business needs. There were very few support issues that needed to be logged with SAP, because seasoned internal SAP developers could solve most of them. But Superior's support costs were high and rising.

Mark Decker, CIO at Superior Uniform Group, explains, "We had a very large support contract that also included annual increases. The upgrades and enhancement packs weren't meaningful to us, we certainly weren't getting any applicable new functionality."

"ECC 6 is at the end of the road in terms of new features and capabilities," continues Decker, "but our ECC 6 release more than meets business requirements." Superior could not justify the significant cost, resources and time required to replatform to S/4HANA.

"There is no need for us to migrate to S/4HANA because it does not offer the comparable functionality that we customized into the current AFS system.

### CLIENT FACTS:

Superior Uniform Group is one of the foremost providers of uniforms and image apparel in the United States, with a unique business model that provides valued-added, service-based uniform programs and garments to a broad range of customers.

“The funds we have liberated by moving support to Rimini Street are a great contribution back to the business.”

— Mark Decker,  
CIO, Superior Uniform Group



**HEADQUARTERS:** Seminole, Florida



**REVENUE:** \$265 Million



**INDUSTRY:** Apparel Manufacturer



**EMPLOYEES:** 1,600

### APPLICATIONS AND TECHNOLOGY:

- ECC 6
- Apparel and Footwear Solution
- Microsoft SQL Server

### S/4HANA STRATEGY:

- Customized ECC 6 system more than meets current requirements.
- Will consider S/4HANA against other systems in the future

### CONSIDERATIONS:

- 18-Year SAP customer
- Customized ECC 6 meets business needs
- Comparable functionality not available in S/4HANA
- Savings funneled into earnings per share

# \$35 MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# PBF Energy

## Fast-growing refiner frees up funds for innovation while S/4HANA matures

Founded in 2008, PBF Energy has grown into one of North America's largest independent oil refiners. PBF Energy upgraded to SAP ECC 6 EhP7 enterprise-wide in 2014, then acquired a second SAP instance the following year with the addition of the Louisiana refinery.

As a young and fast-growing organization, PBF relies on these applications to help the company run smoothly and make smart decisions quickly. PBF Director of Applications Yael Urman wanted to explore ways of reducing annual maintenance costs, while ensuring continuing stability of PBF's core SAP environment. Urman's goal is to support existing systems and enable the implementation of new systems and technologies as the business grows. Urman explains, "We now feel we are ready to add new functionalities and systems around our core SAP system."

Rimini Street's proven SAP practice and expertise supporting global SAP systems for Fortune 100 and Fortune 500 companies gave PBF the confidence it needed to switch to independent support and free up funds for innovation today. In addition, Urman says, "We very much like that we can talk to Rimini Street about SAP-related issues and get unbiased opinions and straightforward answers with no attempts on Rimini Street's part to make additional sales."

In addition, PBF wants to wait for S/4HANA to mature and let other companies implement S/4HANA before evaluating a reimplementation.

### CLIENT FACTS:

PBF Energy is a Fortune 500 independent refiner that supplies transportation fuel, heating oil, lubricants and other petroleum products to customers throughout the United States.

“ We are growing quickly. Switching to Rimini Street has helped us move resources from ongoing SAP maintenance to investments in systems and technology.”

— Yael Urman,  
Director of Applications, PBF Energy



**HEADQUARTERS:** Parsippany, New Jersey



**REVENUE:** \$ 13 billion



**INDUSTRY:** Oil and Gas



**EMPLOYEES:** 3,250

### APPLICATIONS AND TECHNOLOGY:

- ECC 6
- Business Objects
- GRC
- Oracle Database2

### S/4HANA STRATEGY:

- Optimize costs and free up funds for new technology around ECC 6 core
- Let other companies work through the early bugs of S/4HANA

### CONSIDERATIONS:

- Reduce maintenance costs to fund innovation
- Add new functionality around SAP core now
- Leverage years of Rimini Street engineers' experience
- Let other companies prove out S/4HANA over time

**\$5** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# RSA Insurance Group

## Multinational insurer protects SAP investments and plans for the future with Rimini Street

As part of a broad review of IT software platforms across RSA's UK operation, the company decided to investigate new options around the support program for its SAP applications. The existing technology was very robust and RSA Commercial Manager Sandra Phillips wanted to protect RSA's investment.

The goal for the organization was to reduce total cost of ownership (TCO) while ensuring uptime and business continuity of the entire SAP landscape in order to mitigate any risk for this business-critical application.

The team selected Rimini Street, a market leader that had successfully built an impressive blue-chip client base. RSA's customizations are supported and tailored tax, legal and regulatory updates are delivered by Rimini Street.

By moving to Rimini Street, RSA is not precluded from returning to SAP when an enhanced solution such as S/4 HANA may deliver business benefit. According to Phillips, "The significant savings we've achieved with third-party support has contributed to improved profitability, which in turn contributes to our ability to invest in new applications for the future and wider business initiatives. Rimini Street has been a game-changer for us."

### CLIENT FACTS:

RSA, one of the world's leading multinational quoted insurance groups, has been protecting customers from risk and uncertainty for more than 300 years.

“Rimini Street has been a game-changer for us.”

— Sandra Phillips,  
Commercial Manager,  
RSA Insurance Group



**HEADQUARTERS:** London, England



**REVENUE:** £6.3 billion GBP



**INDUSTRY:** Financial Services



**EMPLOYEES:** 13,500

### APPLICATIONS AND TECHNOLOGY:

- R/3 and ECC 6
- Oracle Database

### S/4HANA STRATEGY:

- Reduce SAP TCO
- Return to SAP when enhanced capabilities are available

### CONSIDERATIONS:

- Reduce SAP TCO
- Responsive support from expert engineers
- No current plans to upgrade to S/4HANA
- Invest savings in new applications

**\$70** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# \$15

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Atento – Global CRM BPO Service Provider

 REVENUE: \$1 BILLION

### S/4HANA STRATEGY:

Customized ECC 6 system meets current and planned requirements. Will consider S/4HANA alongside other future options over time.

### ACCELERATED INNOVATIONS:

Focusing investments into newly created business unit Atento Digital.

### APPLICATIONS AND TECHNOLOGY:

ECC 6

Microsoft SQL Server

“We did not see the business benefit of an expensive replatforming to SAP S/4HANA.”

– Rogério Ribeiro,  
CIO, Atento

## Rodobens – Financial Services

 REVENUE: \$ 300 MILLION

### S/4HANA STRATEGY:

Customized ECC 6 system meets current and planned requirements. Will consider S/4HANA in 3-6 years.

### ACCELERATED INNOVATIONS:

Omni-channel CRM solution portfolio.

### APPLICATIONS AND TECHNOLOGY:

ECC 6

Microsoft SQL Server

“We are very satisfied with our current, stable SAP system, and at this time have no intention of upgrading to S/4HANA.”

– Marcos Adam,  
CIO, Rodobens



# \$44

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# \$50

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Consumer Packaged Goods



REVENUE: \$2 Billion

### S/4HANA STRATEGY:

Unhappy with SAP support and overall SAP TCO. See S/4HANA as the future of SAP, but not mature enough yet. Will reassess S/4HANA over time.

### ACCELERATED INNOVATIONS:

- HANA-based BI system including real-time profitability analysis
- Big data, IoT and ML for real-time predictive analysis on Azure Cloud

### APPLICATIONS AND TECHNOLOGY:

IBM DB2

ECC 6, Enhancement Pack 6

HANA Database

Business Objects

## Fortune 500 Electronics Retailer



REVENUE: \$39 Billion

### S/4HANA STRATEGY:

View SAP as strategic application provider. S/4HANA determines to be immature with too many open issues. Unable to calculate meaningful ROI and higher performance claims not enough. Will reassess S/4 when more mature and proven.

### ACCELERATED INNOVATIONS:

- In-store digital experience
- CX improvements to drive engagement and loyalty

### APPLICATIONS AND TECHNOLOGY:

ECC 6, Enhancement Pack 4

SAP CRM

SAP Point of Sale



# \$210

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# \$300

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Paper Products Manufacturer



REVENUE: \$5 Billion

### S/4HANA STRATEGY:

Sees its SAP deployment as very stable and functional. Consolidating all other systems into SAP platform. Views SAP as strategic application provider, and sees the potential of HANA and S/4HANA, but at this point does not see compelling reason to deploy. Will reassess S/4HANA over time.

### ACCELERATED INNOVATIONS:

CX enhancements to award-winning supply chain visibility tool

### APPLICATIONS AND TECHNOLOGY:

R/3 4.6 and 4.7, ECC 6

SAP SCM

## Global Information Services Conglomerate



REVENUE: \$1 Billion

### S/4HANA STRATEGY:

Developed five-year plan to optimize current ECC 6 applications. Wait for cloud applications to mature, including S/4HANA. Assess cloud options in five-years.

### ACCELERATED INNOVATIONS:

- Deploy tiered ERP strategy with ring fence applications
- Data-driven business intelligence for sales force effectiveness

### APPLICATIONS AND TECHNOLOGY:

ECC 6

Business Objects

IBM DB2

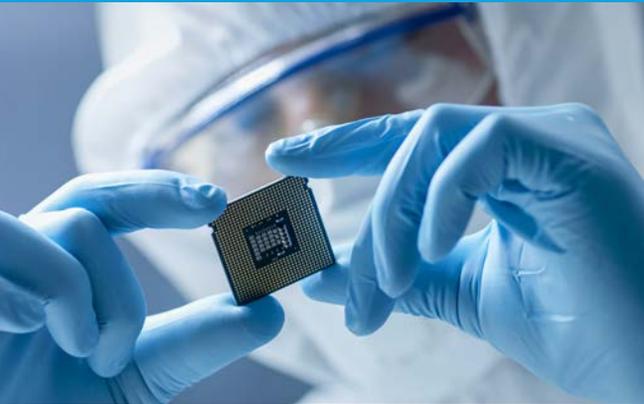
Microsoft SQLServer



# \$82

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# \$238

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Fortune 500 Electronics Manufacturer



**REVENUE:** \$25 Billion

### S/4HANA STRATEGY:

Optimizing SAP as system of record at lower cost. Swapping out some modules for improved cloud options, and assessing best-fit future system when ready, including S/4HANA as well as other options.

### ACCELERATED INNOVATIONS:

IoT industry solutions.

### APPLICATIONS AND TECHNOLOGY:

ECC 5 and 6

Oracle Database

## Industrial Equipment Manufacturer



**REVENUE:** \$2 Billion

### S/4HANA STRATEGY:

Customized ECC system more than meets current and future needs. Adding cloud innovations around SAP core, and plans to evaluate S/4HANA when more mature and cost-effective.

### ACCELERATED INNOVATIONS:

Investing in business process efficiencies and new industrial product technologies to drive increased revenue

### APPLICATIONS AND TECHNOLOGY:

ECC 6

SAP BI, GRC



# \$160

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



# \$37

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Mid-Size Industrial Manufacturer



REVENUE: \$200 Million

### S/4HANA STRATEGY:

Determined no near-term value in HANA or S/4HANA. Shifting maintenance costs to innovation, and will defer S/4HANA decision until much more cost-effective.

### ACCELERATED INNOVATIONS:

Reinventing customer-delivered products to be lower cost with more capabilities to stay ahead of the competition.

### APPLICATIONS AND TECHNOLOGY:

ECC 6

Oracle Database

## Candy and Confection Manufacturer



REVENUE: Private

### S/4HANA STRATEGY:

Customized SAP meets current requirements. Strategic IT plan includes evaluation of cloud-based systems over time. Will consider S/4HANA Cloud as part of competitive evaluation.

### ACCELERATED INNOVATIONS:

- Manufacturing automation to increase efficiency
- Social media initiatives that are driving higher consumer engagement

### APPLICATIONS AND TECHNOLOGY:

ECC 6, Enhancement Pack 5

Business Objects

Microsoft SQL Server



# \$21

MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



**\$160** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Global Engineering and Construction Services

**REVENUE:** \$4 Billion

### S/4HANA STRATEGY:

SAP is a vital system, but cost containment is important. Upgrading to ECC 6 is current priority, and waiting for S/4HANA to mature over next five years at a minimum. Plan to evaluate multiple future options, not just S/4HANA.

### ACCELERATED INNOVATIONS:

- Concur for travel and expense management
- Deltek for industry-specific ERP solutions ahead of the competition

### APPLICATIONS AND TECHNOLOGY:

R/3 4.7

SAP SRM, BW, GRC

## Construction and Mining Services

**REVENUE:** \$17 Billion

### S/4HANA STRATEGY:

SAP is strategic system of record. S/4HANA far too costly to deploy given customizations. Optimize SAP costs now and assess next-generation system in 5-10 years, including S/4HANA and competitive options.

### ACCELERATED INNOVATIONS:

- Mobility solutions for field team members
- 3D modeling technology

### APPLICATIONS AND TECHNOLOGY:

ECC 6, Enhancement Pack 7

CRM, GRC, SRM, BW

Business Objects

Oracle Database



**\$395** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



**\$26** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## Brazilian Clothing Retailer

 **REVENUE:** \$2 Billion

### S/4HANA STRATEGY:

Customized ECC 6 system meets current and planned requirements, and will consider S/4HANA in 3-6 years

### ACCELERATED INNOVATIONS:

- 79 new physical retail store locations
- Advanced supply chain improvements to support short fashion time to market

### APPLICATIONS AND TECHNOLOGY:

ECC 6

## European Energy and Telecommunications Utility

 **REVENUE:** \$ 38 Billion

### S/4HANA STRATEGY:

No plans to move-away from current ECC platform. .

### ACCELERATED INNOVATIONS:

- IoT smart sensors and meters
- Data management platform as new revenue opportunity

### APPLICATIONS AND TECHNOLOGY:

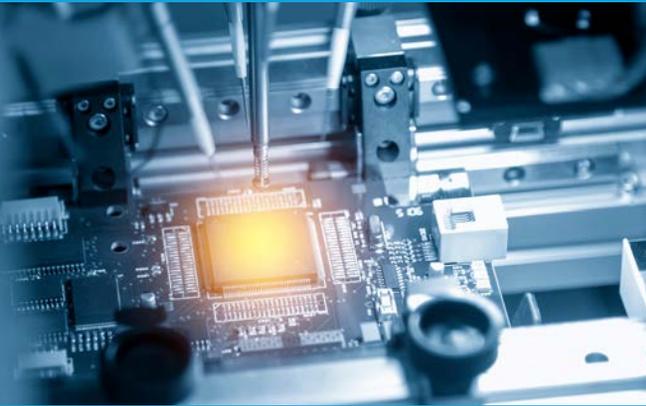
ECC 6, Enhancement Pack 7

Oracle Database



**\$103** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET



**\$192** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

## European Consumer Electronics Manufacturer

**REVENUE:** \$8 Billion

### S/4HANA STRATEGY:

Concerned about stability of S/4HANA platform. Deferring further assessment until S/4HANA is mature and proven.

### ACCELERATED INNOVATIONS:

- Investing in cybersecurity infrastructure company-wide
- Advanced IoT in partnership with business units

### APPLICATIONS AND TECHNOLOGY:

R/3 4.7

## Southeast Asia Pharmaceutical Company

**REVENUE:** \$ 600 Million

### S/4HANA STRATEGY:

Determined no ROI for upgrade. Remain on current system through at least 2020 and then reevaluate future system options. Assess cloud options for systems of engagement around SAP core.

### ACCELERATED INNOVATIONS:

Deploying cloud-based ERP solutions for distribution partners.

### APPLICATIONS AND TECHNOLOGY:

ECC 5

CRM, SCM, SRM, BW

Business Objects



**\$68** MILLION

PROJECTED 7-YEAR SAVINGS WITH RIMINI STREET

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