

# Smarter SAP

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Enterprise Content Management/Finland



## What Clients are saying about IBM's SAP Practice

IBM's in-depth knowledge of SAP and our industry, their implementation methodology and commitment to our overall success have made for a strong partnership.”

— *Thomas Northenscold, VP Administration, St. Jude Medical, Inc.*

Outstanding, the best consulting company I have worked with in twenty years of financial and systems experience. They work in a true partnership, meet all their commitments, meet all of our deadlines, keep within the established budget and do not nickel and dime us to death on minor details. They are as totally committed to the success of our project as the government. They have a large cadre of consultants with expertise in many areas, and in addition to our dedicated project team, will bring people to our project on a daily or weekly basis if that is what is needed for success.”

- *Thomas E. Garrison, Director, Financial Systems Division- Department of Homeland Security*

"IBM is a trusted and long-standing partner of Sara Lee, with deep experience in large, global programs. Through their worldwide Centers of Excellence, IBM has industry-specific competencies on a global scale and capabilities to secure qualified resources."

— *Theo de Kool, Exec VP and Chief Financial and Admin. Officer, Sara Lee*





Deep commitment to establishing and maintaining long-term “trusted partner” relationships with our clients

- Three decades of SAP experience
- The largest globally integrated SAP practice in the world
- Created hundreds of CoEs
- Focuses on continuous improvement
- Focuses on highest delivery quality
- Methods, Tools, and Processes
- Minimizes program risk
- Enables reduced cost of delivery
- Global operating model and governance
- Best-in-class tools to measure/monitor progress



# IBM SAP Pinnacle Awards 2013 Winner in three categories



## Run Together

### **Database and Technology / SAP HANA Co-innovation Partner of the Year:**

This award is designated to a partner who has demonstrated proactive and innovative technology adoption or expansion--and collaborated with SAP within Database, Technology and the SAP HANA offerings to develop new solutions that drive customer value and opportunity for SAP.

## Run Further

### **VAR/Reseller of the Year:**

Is awarded to the VAR/Reselling partner who, after meeting minimum requirement thresholds, had the highest increase in year-over-year software license revenue.

## Run Smarter

### **Service Expansion Award:**

Recognizes the SI/services partner who has demonstrated the largest commitment to growth in its services capacity – with SAP trained and certified consultants – in targeted growth markets and high-growth innovation areas.



# IBM SAP International Competency Center (ISICC)

Provide technical pre-sales solution support for SAP applications and technology with IBM hardware and software platforms.



- **On-Site Resources**
  - IBM hardware and software brand experts
  - Technology managers
  - Solutions sales
  - Project managers
- **Technology**
  - IBM and SAP projects
  - Benchmarking/Sizing tests
  - Redbooks and whitepapers
  - Tools
- **Executive briefings**
- **SAP Sizing Expertise**
  - Creation and ownership of worldwide sizing tools and processes
  - Support the IBM Techline resources
- **Technical Sales Support**
  - IBM Technical Sales
  - Business Partners
- **Third level support when necessary**

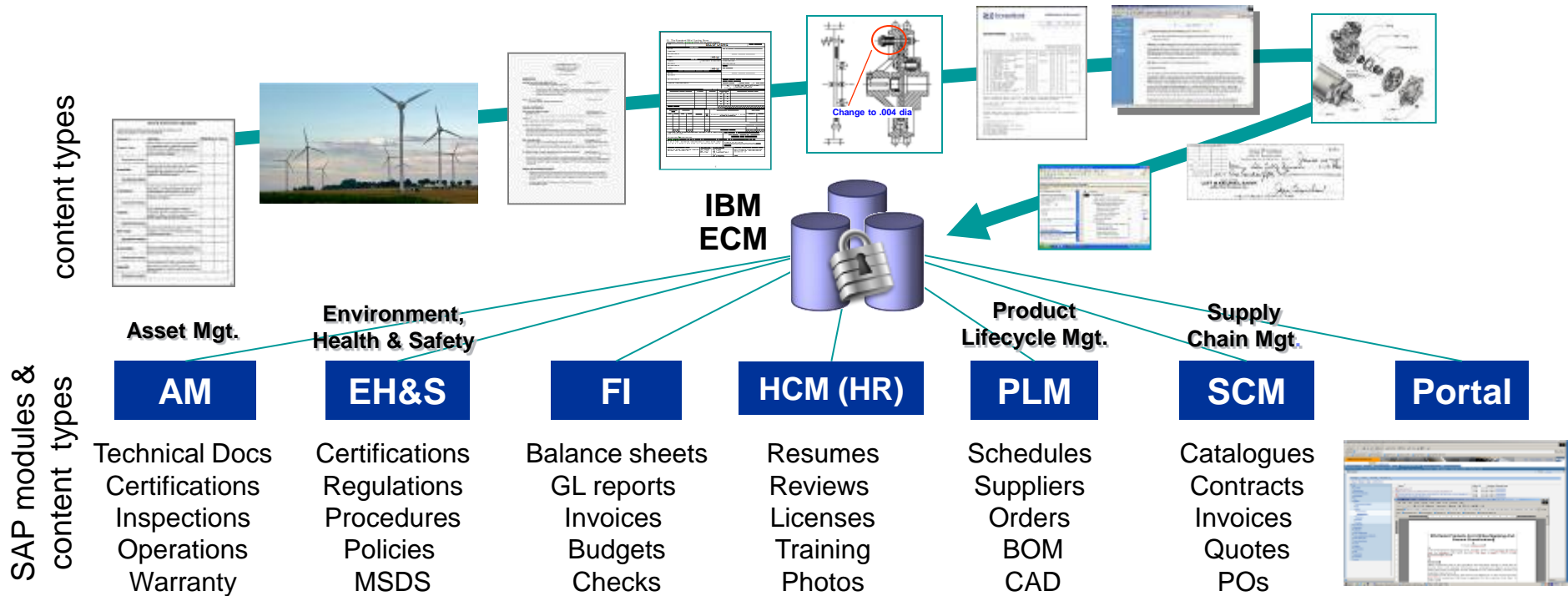
Founded by IBM and SAP in 1993, located at the SAP headquarters in Walldorf, Germany





# What IBM Smart SAP Archiving does in SAP terms

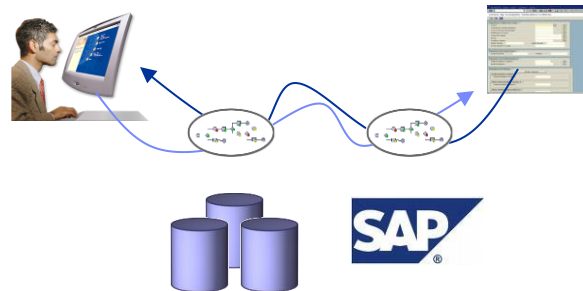
– for any ArchiveLink-enabled SAP module



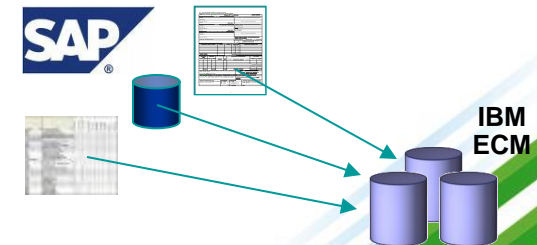
## a. Content-enabling: associate documents & transactions



## b. Complementary process management



## c. Archive & retrieve SAP-generated data, documents & reports



## IBM - #1 vendor in ECM by Gartner for the 2nd year in a row

- **IBM has undertaken steps to reduce complexity** and improve user friendliness for the business user with a new universal UI, Content Navigator. <sup>1</sup>
- **IBM continues to show vision** by focusing on solutions that traverse the product silos.. <sup>1</sup>
- **IBM's global presence and scale** enable it to support multinational enterprises...



sources:

<sup>1</sup> Gartner, Magic Quadrant for Enterprise Content Management, September 2013, ID:G00253757

I wish you very interesting Smarter SAP afternoon

