

# SAPIT Corporation

Solutions for Analytics, Process Automation,  
Industry 4.0 and Digital Transformation

# Mission Statement

“SAPIT provides Solutions for Analytics and Big Data, Process Automation and Improvement, Industry 4.0 and Digital Transformation that deliver sustained Business Value”

- Analytics to identify cost and revenue drivers, new opportunities and to unlock the power of Big Data to provide instant insights and meaningful, relevant information in real time
- Process Automation and Improvement, Performance Optimization and Best Practices to better serve leadership, employees and business partners while providing a superior experience to all stakeholders
- Industry 4.0, leveraging the Internet of Things (IoT/IIoT), delivering System Integrations to ensure data integrity and data consistency
- Digital Transformation / Business Transformation to innovate businesses and ensure long-term success leveraging cloud-based ERP (S/4), Artificial Intelligence and Machine Learning technology. DT adoption makes companies more agile, resilient, scalable and leads to lasting competitive advantages

# Objectives

- Serve companies running ERP package software in implementing and sustaining business applications that deliver value
- Develop roadmaps that ensure competitive advantages while minimizing the Total Cost of Ownership (TCO)
- Leverage Best Practices and implement lasting Business Process Improvements while being adaptable
- Develop world-class Analytics for decision support and early warning systems
- Align business and technology, innovate businesses, digitally transform businesses and anticipate future needs and market trends

# Company History

- Founded in 2011
- 10 new customers in the first two years
- Ariba Network supplier
- Service Areas
  - SAP S/4HANA On-Premise
  - SAP S/4HANA Cloud
  - S/4HANA Use Case
  - SAP ECC Sustainment and Continuous Improvement
  - Project Management, Project Health, QA
  - Business Process Improvement/Redesign
  - Artificial Intelligence, Robotic Process Automation, Machine Learning
  - Talent Acquisition
  - Staffing (leads, “A” players only)

# Synergies

## Our clients

- Small and Medium-sized Businesses (SMB) running a full scale ERP or S/4HANA core
- \$200M - \$5B annual worldwide revenue (typical)
- Leadership sees Business Value in ERP, supports Digital Transformation
- “CIO will talk to us”

## Our partners

- Have direct clients (SAP installation customers)
- Have a “win-win” philosophy
- Have business development power with SMB
- Need talent they don’t have readily available

## Our talent

- 15-20 years professional work experience (typical)
- Multiple rounds of interviews; reference checks

# Core Competencies

- Value Chain Processes (Logistics)
  - Procure-to-Pay (MM)
  - Quote-to-Cash (SD) w/ Revenue Recognition
  - Make-to-Deliver, Forecast-to-Stock (PP)
  - Customer Service and Maintenance (CS/PM/SM)
  - Logistics (TM), Warehouse Management (eWM, WM) and Batch Management
- Finance (FI-AA, -AP, -AR, -GL, CO-PA, -PC, EC-PCA)
  - Revenue Accounting and Reporting (SAP RAR)
- Project delivery and related services
  - Project Management (e.g. SAP Activate, ASAP)
  - Business Process Excellence, Change Management, Training, Testing
  - Legal Compliance, Foreign Trade, Global Commerce, Tax, Statutory Reporting, Governance, Risk Management
  - Global Templates, Group-wide Standards, Intercompany processes
  - SWOT and RACI analysis, Fit-Gap analysis
  - Subcontractor and resource management
  - RFP creation and evaluation
  - Project Audits and resets

# Standards

- Core Principles
  - “We treat others the way we wish to be treated”
  - “We say what we do, and we do what we say”
- Code of Conduct and Consulting Ethics adopted from Big Five accounting firms
  - Deliver as promised
  - Quality results
  - On time and on budget
  - Documentation
  - Share knowledge, leverage talent
  - Transfer ownership to the client
  - Empower the client
- Written company policies

# Questions?

Thank you for letting us introduce SAPIT !

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SAPIT is a “C” Corporation registered in the State of California, a firm specializing in aligning business and technology.