

Atos
Worldwide IT Partner



Digital journey with Atos

SAP Forum Bulgaria 2016

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— Agenda

1 About Atos

2 Digital Transformation

3 SAP S/4HANA retail innovations

4 Atos as a digital transformer

1

About Atos

About Atos

Atos is a leader in digital services delivering Systems Integration services, Consulting, Managed Services & BPO, Cloud operations, Big Data & Cyber-security solutions as well as e-payments and transactional services.

€12

Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline. Atos is a Societas europaea (SE).

100,000

business
technologists
circa

Atos is the Worldwide Information Technology Partner for the Olympic & Paralympic Games

72

countries
around
the world

One-stop-shop for your SAP environment

SAP Implementation Services	Application Management of SAP solutions	Managed Services for SAP Solutions
<ul style="list-style-type: none">▶ Atos' engine for innovation▶ Transform business models, processes and information systems▶ Business innovation, operational excellence and IT leadership▶ Project-based services to develop, integrate and deploy business applications (custom, packaged or SaaS)▶ 1.000.000+ end-users supported by 10.000+ implementations in 100+ countries	<ul style="list-style-type: none">▶ Reduce application management costs by up to 30-50%▶ Improve service quality and reduce risk, balancing workforce flexibility with resilience▶ Proven structured transition management methodology▶ Providing SAP application management services to almost 1 million end-users▶ Grow revenues by sharpening focus and re-orienting resources on your core mission▶ Global SAP Application Management Provider	<ul style="list-style-type: none">▶ Global SAP Hosting Provider with certified centers in EMEA, Americas and APAC▶ Global SAP Cloud Services Provider▶ Positioned by Gartner, Inc. in the leaders quadrant of the "Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Europe 2014"▶ 130,000 managed server instances in 13 global data centers and 80 local/regional data centers

2

Digital Transformation

Digital will be highly disruptive to most industries, affecting not only revenue and cost structures but also shaking up the core business and operating models



**Digital
Transformation**



**Disruptive
Technologies**



**Changing
Workforce**

Digital Disruption will be cheaper, stronger and faster

Customer expectations transforming in the speed of light

Changing consumer expectations and rising threat of online pure players
more channels, more choice

Connected Shoppers are demanding more contextual and targeted digital services and a seamless experience

Technology to drive consumer engagement

- To meet rising customer demands, retailers need to transform business models, processes, and technology
- Urgent need to redefine the role of the store
 - utilize technology as lever of growth
 - leverage digital in store to transform experience
 - new types of value propositions

Positioning the store as a true asset



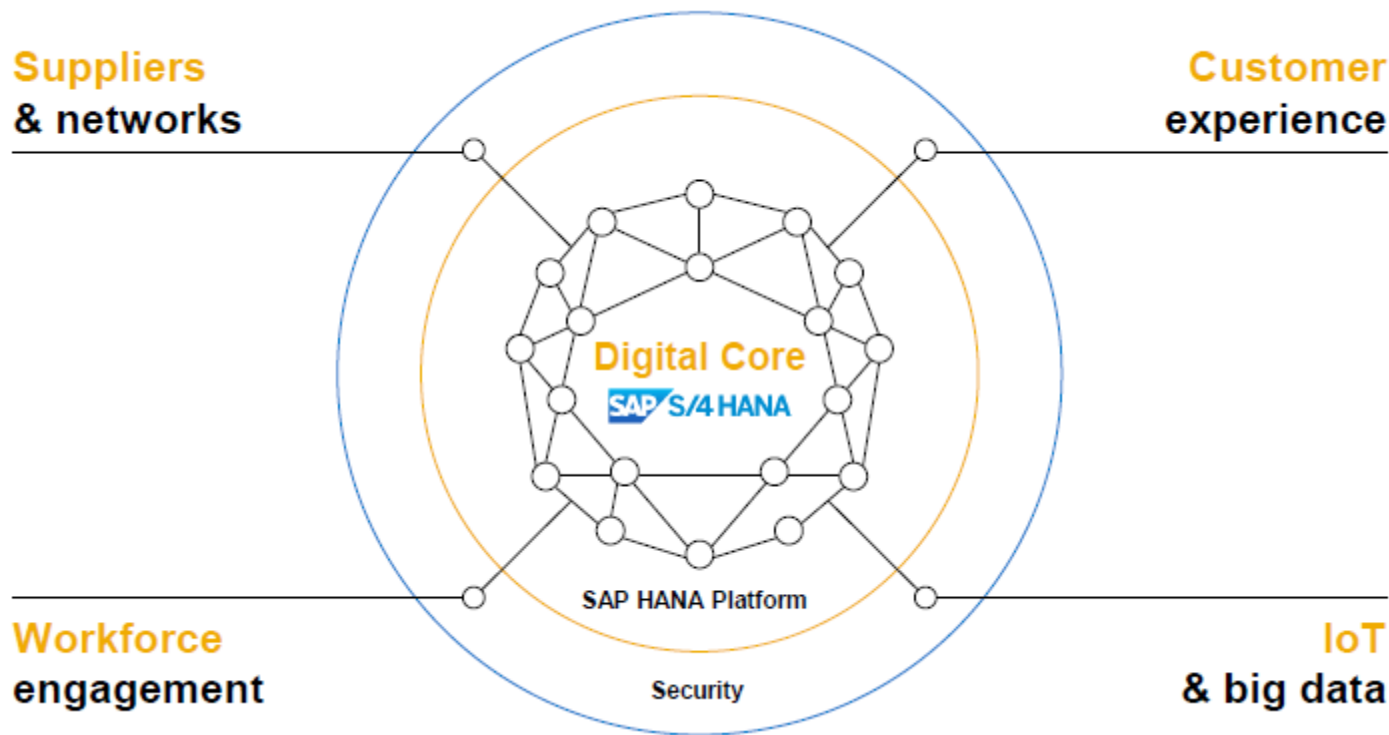
Our Digital Retail shop at Atos Headquarters in Paris/Bezons



3

SAP S/4HANA retail innovations

SAP vision: enable companies to transform customer engagement and inspire associates through digital transformation



SAP S/4HANA recent innovation highlights for retail



- ▶ **Marketing and Merchandising**
 - Harmonization of “article” and “material”
 - Unified concept of site and business partner
- ▶ **Procurement and Private Label**
 - Increased efficiency in the procure-to-pay processes,
- ▶ **Supply Chain**
 - Simplified data model
 - Enhancement of standard price utilizing material ledger
 - New available-to-promise (ATP) algorithm
- ▶ **Omni commerce Customer Experience**
 - Enablement of monitoring of end-to-end order-to-cash process

SAP S/4HANA planned and future innovations for retail

Planned innovation

- ▶ **Setting the Foundation, Simplification, and Visual Harmonization**
 - Simplified master data – articles and business partners
 - Retail as a function
 - Retail adaptations to line-of-business (LoB) simplifications
 - Introduction of harmonized concepts for things like season, distribution curves, value added services
 - Visually harmonized UIs for key roles using SAP Fiori
 - Usage of LoB generic innovations – IM, Valuation, SD
- ▶ **Marketing and Merchandising**
 - Retail pricing and promotion processing under SAP S4/HANA
 - Integration of SAP Customer Activity Repository
- ▶ **Supply Chain**
 - Allocation and merchandise distribution and enhanced replenishment for stores
- ▶ **Omni commerce Customer Experience**
 - Enhancing of store operations

Future direction

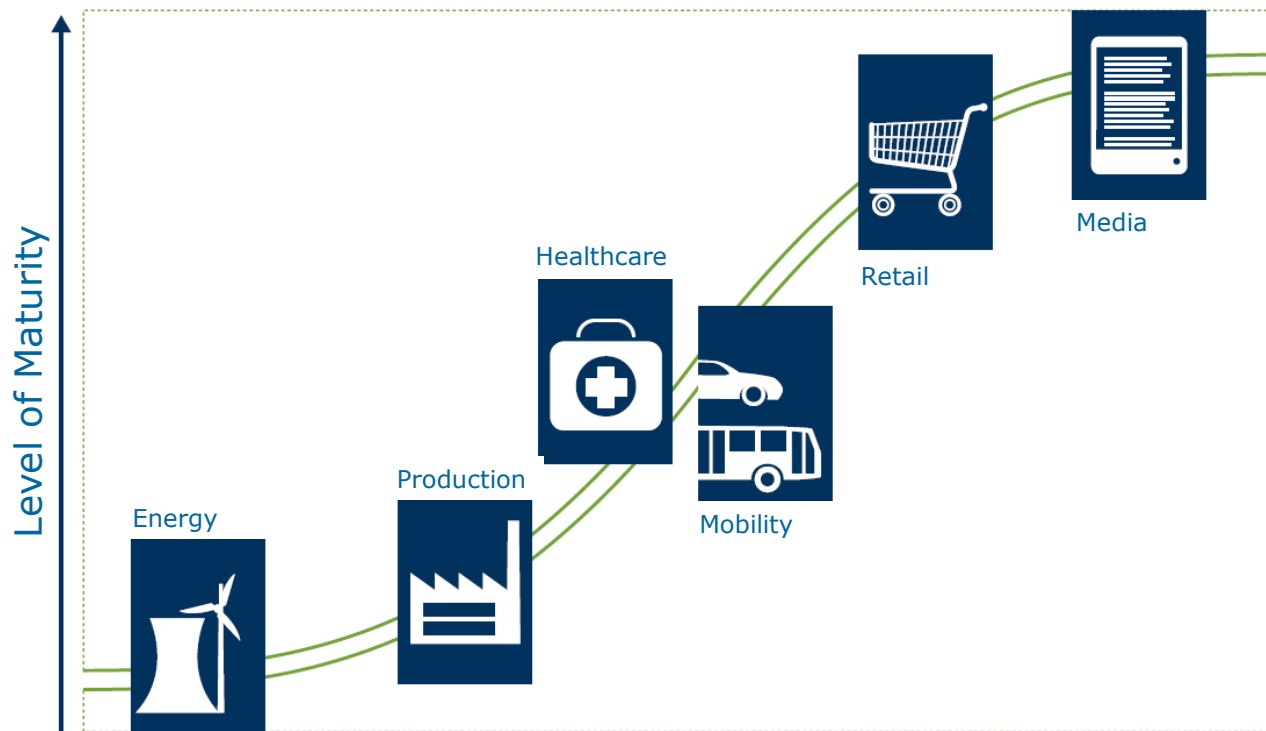
- ▶ **Enhancing the Foundation**
 - More flexibility in the switch for retail as a function
 - Further harmonization of retail and fashion –wholesale, manufacturing, master data
 - Cloud qualities
 - Enablement of other industry processes for retail
- ▶ **Marketing and Merchandising**
 - Enhancements generic articles and MD governance
 - Further renovation in assortment operations, retail pricing, markdown management, and promotions
- ▶ **Supply Chain**
 - eWM and transportation management integration
 - Returns management
 - Integration of allocation planning
- ▶ **Omni commerce Customer Experience**
 - Innovation in store operations for omni channel process support

4

Atos as a digital transformer

Level of maturity for Digital Transformation

Where can Atos help?



Source: Accenture

The Largest SAP HANA Project in the World

SIEMENS

Joe Kaeser, President and CEO of Siemens AG, said:

“This partnership forms one of the largest strategic relationships ever between a global engineering company and a global IT provider”.



SUCCESS IN ACTION

As part of a visionary move towards “Innovation Everywhere”, Atos is helping Siemens to deploy the **largest SAP HANA implementation in the world**, which will support over 100,000 Siemens personnel and will affect every business unit within the Group.

Delhaize Serbia

SAP IS Retail implementation

- ▶ Single version of the truth with unique master and transactional data with daily upload & data availability
- ▶ Accurate management & control of purchase terms & conditions
- ▶ Accurate price & promotion management and planning to increase sales / profitability
- ▶ Optimized supply chain & store processes in order to optimize stock levels (over / out of stocks) & improve service levels and efficiency
- ▶ Faster ability to cope with future IT environment needs
- ▶ Leverage scale of Delhaize group to reduce IT costs
- ▶ Standardisation of systems / processes among Delhaize subsidiaries



Ahold
Delhaize

Take home messages

- ▶ Embark “digital airplane” and start your digital journey
- ▶ Take the Lab approach:
 - Prototyping → Proof-of-Concepts → Pilots
- ▶ Or fly with consulting approach
 - Innovation workshops → Assessments → Consulting → Business Partnership
- ▶ Land safe in “digital world”
- ▶ **SAP offers tools for your digital transformation**
- ▶ **Atos is valuable partner for your digital journey**



An aerial view of two business professionals, a man and a woman, shaking hands. The man is on the left, wearing a blue suit, and the woman is on the right, wearing a grey suit. A white line connects the man's hand to a target icon consisting of three concentric circles. The background is dark with blue light trails at the bottom.

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Thank you

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