



**Case Study**

**Diversified Conglomerate**

**Harnessing the  
Power of SAP  
S/4HANA & SAC for  
Business Insights**



# Streamlining Efficiency with **SHIFT** | Analytics Revolution with **SAP SAC**

Client embarked on a transformation journey to gain a competitive edge. InfraBeat played a pivotal role in this transformation by leveraging SHIFT, a SAP Certified Partner Packaged Solution for S/4HANA Conversion, and SAP SAC.

## Client

A 125-year-old diversified conglomerate with over 2000 employees and operations in various industries.



**USD 500 M**  
Turnover

Serving Customers Across  
**50 Countries**

**7**  
Business Verticals

**2,000+**  
Workforce

## Challenges

- Data migration, process reengineering, and user acceptance during ECC conversion to SAP S/4HANA.
- Automation of Monthly Financial KPI's and Sales KPI's while transitioning to S/4HANA.
- Data redundancy and integrity issues with the previous QlikView-based dashboards.
- Data extraction scripts and frequent modifications due to configuration changes in the source systems.

## InfraBeat Solution

- Client chose to implement S/4HANA and SAP Analytics Cloud after evaluating multiple architecture and platform options.
- Leveraged "SHIFT" - SAP Certified Partner Packaged Solution for S/4HANA Conversion

## Business Benefits Delivered

- Implementation of SAP Analytics Cloud provided a 360-degree view of the business.
- Improved overall system performance and availability.
- On-demand capacity and enhanced SAP Data Services job performance, increased by over 90%.
- Real-time analytics over S/4HANA.
- Near-zero data redundancy.
- One single platform for Planning, Analytics, and Predictive capabilities.
- Financial Analytics Book with high-level KPIs and drill-down ability to monitor departmental performance.

## Key Achievements



### Finance

- Encouraged collaborative business planning by combining operational plans with financial targets.



### Marketing

- Created more effective marketing plans aligned with business goals.
- Forecasted the impact of campaigns on sales and optimized their effectiveness.
- Accurately tracked the results.



### Development of 70 KPIs

- Noteworthy achievement in developing 70 KPIs related to Finance and Sales.



### Distribution

- Developed new sales plans and strategies.
- Tracked results in each channel and set targets along the way.
- Utilized advanced data visualization tools for real-time measurement.

By leveraging **S/4HANA** and **SAP Analytics Cloud**, Client achieved automation, optimization, and efficiency in their financial and sales analytics processes. The implementation resulted in significant business benefits, including improved performance, real-time insights, and streamlined planning and reporting.

