



**NAVISITE**

# Navisite's SAP Services

April 2021

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# We Dominate the Mid-Market

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Laser focused on guiding mid-market companies through their digital transformation:

- Investing early and with the most dollars in Intelligent Technologies
- Providing a platform to grow without technology constraints
- Enabling rejuvenation and innovation with our industry solutions and certified programs
- Advising through the combination of our deep industry and technology expertise





## Recent Accolades from SAP

### SAP's Franchise of Choice in the Mid-Market

- Engaged more new SAP projects in 2020 than any other SAP Partner
- Drove more SAP cloud spending in 2020 than any other SAP Partner

### SAP North America Partner Excellence Award 2021

- Highest Cloud Revenue and Net New Wins in the Mid-Market

# Recognition from SAP



**2021**

**SAP North America Award  
for Partner Excellence**  
Highest Cloud Revenue and  
Net-New Names

**2020**

**SAP Pinnacle Award Finalist**  
Cloud Partner of the Year-  
Small and Midsize Companies

**2019**

**SAP North America Award  
for Partner Excellence**  
SAP Platform Solutions

**2018**

**SAP Pinnacle  
Award Finalist**  
Partner of the Year: SAP  
Analytics Cloud

**2018**

**SAP Pinnacle Award Finalist**  
Partner of the Year: SAP  
S/4HANA–Small and Midsize  
Companies

**2017**

**SAP Pinnacle Award Finalist**  
Partner of the Year: SAP  
S/4HANA – Cloud Category

# Our Relevant Certifications



**SAP Partnership**  
Implementation  
Development  
Value Added Reseller

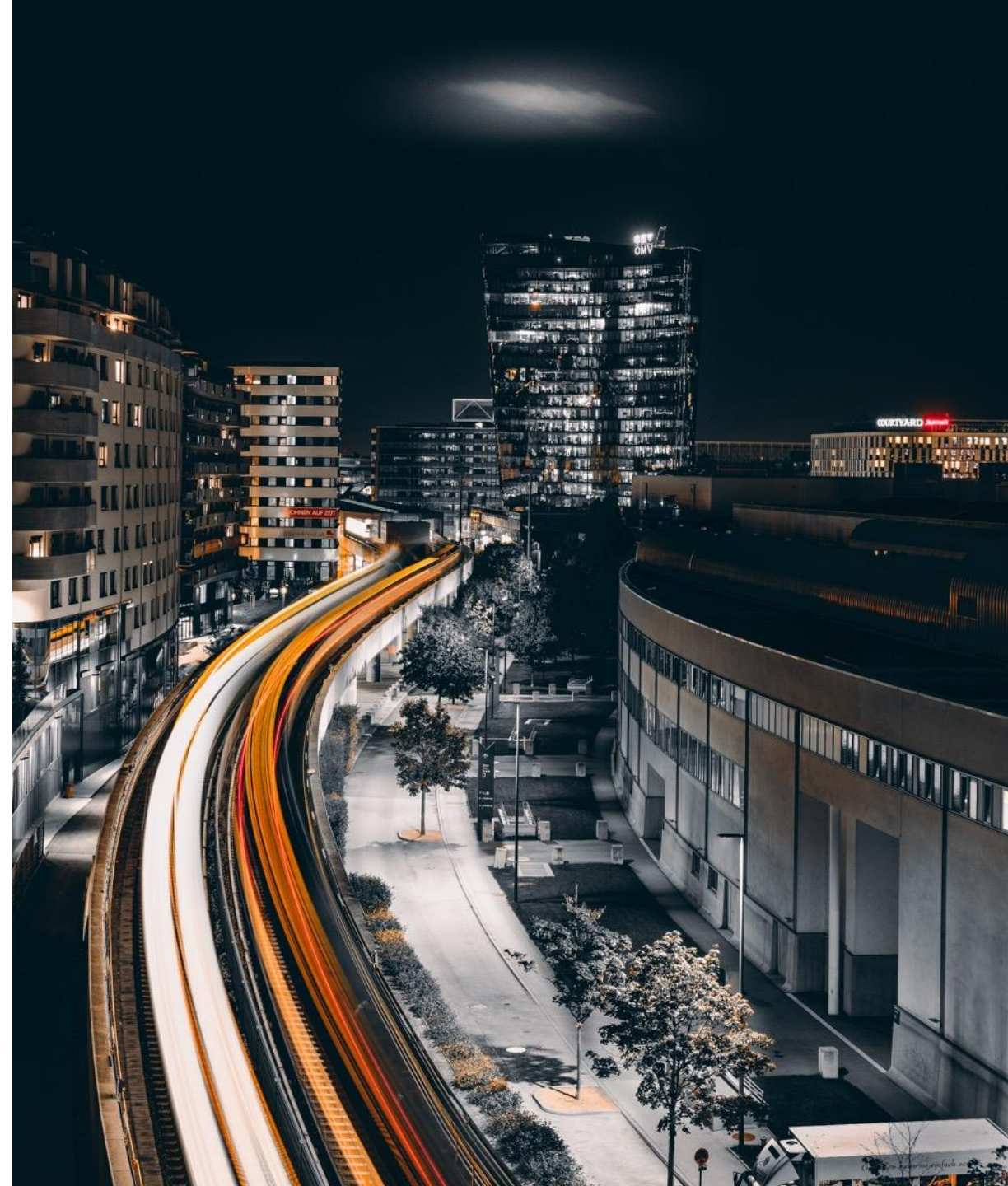
**SAP® Certified**  
Partner Center of Expertise

**SAP Certified**  
in Application Management Services

**SAP® Certified**  
in Hosting Services



Gold  
**Microsoft Partner**  
Azure Expert MSP  
Microsoft



# Delivery Locations

**Global Total**  
Total Team: 1,912  
SAP Delivery Resources: 431

## North America

Total Team: 825  
SAP Delivery Resources: 255



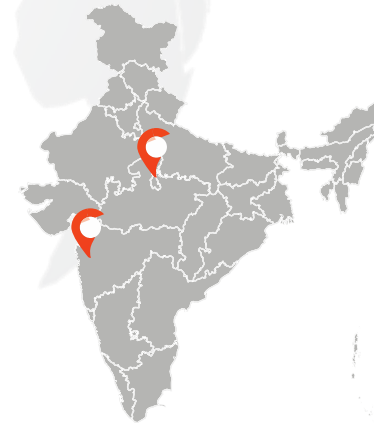
## U.K.

Total Team: 189  
SAP Delivery Resources: 36



## India

Total Team: 883  
SAP Delivery Resources: 125



## Singapore

Total Team: 15  
SAP Delivery Resources: 15



# Navisite's SAP Services

Accelerate business transformation with world-class SAP consulting, implementation and managed services

## STRATEGIC PLANNING

Evaluate business and technical needs to determine the digitization path that will help you navigate the now so you can accelerate your journey to be an industry leader.

## TRANSFORMATION

New implementations of S/4HANA to accelerate our Customers' journey to the Digital Core and achieve the promise of the Intelligent Enterprise.

## APPLICATION MIGRATIONS AND UPGRADES

Migration Services to achieve more capabilities with S/4HANA (Brownfield, Selective, Greenfield) and ongoing upgrade services to stay current.

## CLOUD MIGRATIONS

Technical Services and automations to migrate your complex SAP workloads to the azure with a focus on improved performance, the retirement of technical debt, and reduced cost.

## ONGOING INNOVATION

Advisory and implementation services for the mid-market to realize the promise of the Intelligent Enterprise with solutions for areas such as Analytics, Machine Learning, and Artificial Intelligence.

## MANAGED APPLICATION SERVICES

24x7 Technical and Functional Full Stack Support focused on driving more business value out of your application investment.



# Business Solutions for Key Industry Sectors

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# Unique & Certified Solutions

- Dickinson + Associates, a Navisite Company, has an SAP Qualified Partner Packaged Solution known as D+A FOCUS for S/4HANA Move.
- The solution speeds the discovery process allowing us to provide clients with properly sized timeline and cost for their conversion project.
- The solution can also provide business insights including opportunities to capitalize on the Intelligent Enterprise.



# Our Value Add

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Navisite helps organizations do three things:

- **Solve business problems** with SAP
- **Maximize their investment** in SAP products
- **Accelerate their digitization** and **cloud strategy**

Whether they are just getting started or have a history with SAP, we help our customers navigate SAP licensing, implementation, migration and management through our decades of experience providing a full portfolio of professional, managed and modern cloud services.

Our services drive better business results for our customers so they can be leaders in their industry.





# Case Studies



## Managed Application Services for a complex SAP System allows global staffing firm to drive innovation

### Business Challenges

- Lacked SAP expertise within I.T. to support the business users
- Lacked experience extending the functionality of SAP to meet the demands of a service company

### Partnership with Navisite

- Navisite partnered with Sthree to provide Managed Application Services to include functional and technical support of a complex and bespoke environment
- Supported migration to Azure

### Results

- Improved end user satisfaction with the fit and functionality of SAP
- Drove efficiencies in how SAP BW was utilized leading to better business decisions with real time data
- Drove operational improvements that led to improved application availability and performance





Performance Friction has been a leading manufacturer of brakes and parts for automotive motorsports, cars, motorcycles, fleets, trucks, buses, police, emergency vehicles. They are headquartered in Clover, SC, and all PFC brake pads, rotors, and calipers are all made in the USA.

### Business Challenges

- Aging infrastructure and outdated software resulted in multiple reboots daily
- Lacked skills and resources to establish, run and support upgraded SAP application
- Desire to move to the cloud, lacked internal expertise to manage day to day operations

### Partnership with Navisite

- Greenfield implementation of SAP S/4HANA and Business Objects updating customized outdated business process to best practices. Integrating into shop floor systems laying the foundation for future expansion of Manufacturing Intelligence and Integration (MII)
- 24/7/365 technical expertise and global support to assist in planning, architecture, hosting and implementation of the SAP environment
- Managed application services by global SAP support team to implement SAP S/4HANA and Business Objects Analytics

### Key Business Outcomes

- S/4HANA system provides additional functionality to the company in the areas of Quality Management, Financial reporting, Analytics and reporting.
- The new Digital Core has laid the foundation for further integration with MII, Plant Maintenance and IoT.

