



# G Cloud 14

Service Definition – SAP Sales Cloud



## 1. Service Overview

Wipro SAP Consulting Services builds upon our vast experience in leading ERP Packages such as SAP, Oracle, Microsoft Dynamics AX and CRM, Salesforce.com etc. Our Package consulting services bring in rich industry experience which is augmented by our business consulting subsidiary Capco to complement our technology expertise. This synergy helps us deliver comprehensive business solutions to our customers. Our evaluation methodology assists clients in selecting the right package meeting the business needs and aligning with IT strategy. This process is initiated by understanding business requirements. It includes definition of business scenarios and evaluation criteria, preparation of vendor RFP and demonstration of the package.

## 2. Service Description

Leveraging its strong Enterprise Applications capabilities, Wipro provides a wide range of SAP Consulting services across Assessment, Discovery, Application Rationalization, Decommissioning, Performance Engineering and Roadmap. Our SAP Consulting services enable such initiatives by leveraging best practice functionality inherent within Enterprise Resource Planning (ERP) packages - SAP, Oracle, Microsoft and other industry-specific technologies. They are backed by the deep industry experience of our practitioners and enhanced by our integrated set of industry-leading program management, value realization, and persona-based design processes and methodologies and tools from planning to delivery and beyond that support execution of such business transformation initiatives.

Wipro has helped some of the largest companies in the world achieve measurable business value through process transformation in such industries as oil and gas, retail, CPG, finance, life sciences and manufacturing, to name a few

### **SAP S/4HANA Consulting Service Offerings Include -**

- Program Excellence & PMO
- ERP Enabled Business Transformation
- ERP Governance, Risk and Compliance
- Supply Chain Transformation
- Customer Operations Transformation
- Human Capital Management Transformation
- Finance Transformation
- Enterprise Content Management

### **SAP BRIM (Billing and Revenue Management) consulting service include –**

- Subscription Order and contract management
- Complex rating and charging management
- Convergence of standard invoice and subscription invoice management
- Financial Contract Account management (Payables and Receivable)

### **SAP CX (Customer Experience) & CRM consulting services Include –**

- Presales to Sales & Service Transformation

- Marketing Transformation
- Commerce portal based B2B and B2C channel enablement
- Configure, Price and Quotation (CPQ) management
- Customer experience transformation

### 3. SAP CX (Sales, Service, Marketing, Commerce, and experience) Assessment Approach

- Formulating overall cloud strategy of client:
  - Consulting Service available to prioritize business scenarios for cloud, assess impact, define quick wins, plan a roadmap.
  - Get initial guidance about benefits, obstacles, and setup for a successful cloud adoption.
- Product Selection advisory:
  - Consulting Service available to execute workshop and identify use cases for correct IT tool deployment for Sales, service, commerce, billing, marketing, and experience management solution
  - Defining vision, map solution vis-à-vis requirements and futuristic wish lists of the business process, list critical success factors, identify to be state system architecture.

### 4. Wipro Accelerators & Tools

| Accelerators                                                | Description                                                                                                                                                                                                    | Key Benefits                                                                                                                                                                                                                 |
|-------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Wipro Experience Centre</b>                              | Integrated SAP landscape with full set of SAP SaaS solutions (S/4HANA, CX, SAC, and IBP etc.)                                                                                                                  | Integrated dashboards with faster insights into leading and lagging KPIs                                                                                                                                                     |
| <b>Rapid Cross Industry ERP Foundation (RaCE Templates)</b> | Pre-configured, ready to run SAP Best Practices driven template for rapid implementations                                                                                                                      | ~40% accelerated implementation & coverage of 50 – 60% of Business Processes                                                                                                                                                 |
| <b>Wipro's Safe passage to HANA Framework</b>               | SAP Best Practices, Cookbooks, Tools, Accelerators and Lessons Learned from our previous migrations that aim at delivering an on-time, on budget, are non-disruptive and risk-free migration to SoH or S/4HANA | Standardized templates, processes & protocols which reduces communication errors & increases productivity<br>Quality gates that ensure minimized risk & quality deliverables with disruption free business change management |
| <b>Design Thinking Models</b>                               | Role-based human centred design                                                                                                                                                                                | Voice of consumer driven, User experience monitoring                                                                                                                                                                         |

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| <b>4M Framework for Program Mgmt.</b>        | 4M Framework (Model, Mindset, Machinery, and Methodology) for an efficient approach to project delivery | Reduction of Program Management time~15%                                                                                                                                                              |
| <b>Auto Scale</b>                            | Automated Horizontal Scaling of SAP applications                                                        | Scale-up and down based on actual utilization thereby resulting in 15%~20% cost savings                                                                                                               |
| <b>Wipro Test Automation Suite</b>           | Ready to use library of Regression test cases post upgrade                                              | ~40% effort savings in test design                                                                                                                                                                    |
| <b>Boundaryless Enterprise</b>               | E2E Management of SAP Operations on Cloud                                                               | Driving a truly digital business by transitioning the entire organization to the cloud, increasing resilience, propelling agility and creating new models of innovation, 15% faster time to implement |
| <b>10+ Pre-Configured Industry Solutions</b> | Pre-configured solutions complementing standardization of the core                                      | 80-87% processes are pre-configured resulting in 30-35% reduction of overall implementation timelines                                                                                                 |
| <b>70+ Industry accelerators</b>             | New Revenue Models for New Innovative Business solutions                                                | Solutions across ML, IoT, Block chain, iRPA, Conversational AI                                                                                                                                        |

## 5. Customer Success Stories Delivered by Wipro

Wipro has worked with global customers to help build their business case & chart their SAP S/4HANA journeys. We have a 1100+ strong consulting team which is engaged to anchor PoCs and deliver the desired outcome to our customers. In the table below we have showcased two of our key S/4HANA and SAP CX Assessment engagements –

| Customer                                                                                                 | Business Needs / Objective                                                                                                                                          | Wipro Solution                                                                                                                                                                                                                                                                 | Benefits Delivered                                                                                                                                                                                                                                                              |
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| <b>UK based private utility company responsible for the public water supply and wastewater treatment</b> | <ul style="list-style-type: none"> <li>A need to de-regularize the Water market in UK. This needs the systems to-be modified to adapt to the new change.</li> </ul> | <ul style="list-style-type: none"> <li>Wipro Provides all levels of SAP application support(L1-L4) 24/7</li> <li>Wipro is responsible for executing any Work Packages and Projects in the area of C4C</li> <li>Wipro is also involved in the continuous improvement</li> </ul> | <ul style="list-style-type: none"> <li>Complete process transformation leading to reduced number of issues with the existing processes, thus increasing the operational efficiency</li> <li>A scalable solution base built with easy possibility of Integration with</li> </ul> |

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|  |  | projects with the client <ul style="list-style-type: none"> <li>● Make configuration changes to enable business continuity</li> <li>● Daily batch monitoring and issue resolution</li> <li>● Overnight and month end batch monitoring and issue resolution</li> <li>● User management for in-scope applications (creating users, authorization, password resets etc.)</li> <li>● Quarterly testing</li> <li>● End user training for in-scope applications</li> <li>● Release Management</li> </ul> | Loyalty Management solution and SAP Commerce cloud solution |
|--|--|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|

**A global leading packaging company known for its brands in food and Bubble Wrap cushioning packaging and has a global presence**

- Customer had deployed a baseline SAP Cloud for Customer solution to 45 users in Belgium and The Netherlands.
- The purpose of this Roll out Project was to extend this Cloud Solution Template to approx. 30 Countries
- Wipro got involved in end-to-end roll-out of C4C solution in 19 countries in Europe including Benelux, UK for and all around globe including USA, Australia and New Zealand.
- Preparation of Roll out Template solution for all countries
- Enablement of the Opportunity Management, Service Process, Master Data maintenance
- Smooth and automated Leads and Opportunity Management solution leading increase in sales team productivity
- Service team efficiency increase by setting up Service process like: Installation, Breakdown, Maintenance

- Preparing business, end users for acceptance of the solution
- Business transformation
- Coordinating with multiple stakeholders from the Markets & Business
- Key User Trainings
- Go-Live & Post Go Live warranty support

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| <p><b>A middle east-based client leader in Facility Management and Waste Management specialization.</b></p> | <ul style="list-style-type: none"> <li>● The client needed an enterprise solution to manage all the business functionality of a Facility Management &amp; Waste Management companies</li> <li>● S/4 ERP is chosen to manage the business Processes for Payroll, logistics, Project Systems.</li> <li>● C4C is chosen to manage the customer interactions</li> <li>● C4C Integration with Avaya and S/4 is one of the key objectives</li> </ul> | <ul style="list-style-type: none"> <li>● Wipro experts have helped map the business requirements to S/4, C4C solutions</li> <li>● Wipro have implemented the complete Service Processing in C4C.</li> <li>● Wipro experts integrated Avaya with C4C Contact center</li> </ul> | <ul style="list-style-type: none"> <li>● End to End integration of Facility management Projects</li> <li>● Fast Responsive Call center enabling quicker resolution to customer queries</li> </ul> |
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## 6. Wipro SAP Credentials

Wipro is an SAP Global Solutions and Services Partner with **24+ years of experience** in providing SAP services to **400+ global clients**. Wipro has gained extensive capabilities to deliver across SAP Consulting, Implementation and Managed Services engagements. Our global **SAP practice has over 14,200+ consultants** & a successful track record of delivering **900+ engagements across 83 locations**. Our **design thinking and consulting-led approach** enables us to collaborate closely with our customers and find innovative ideas to solve their business problems.

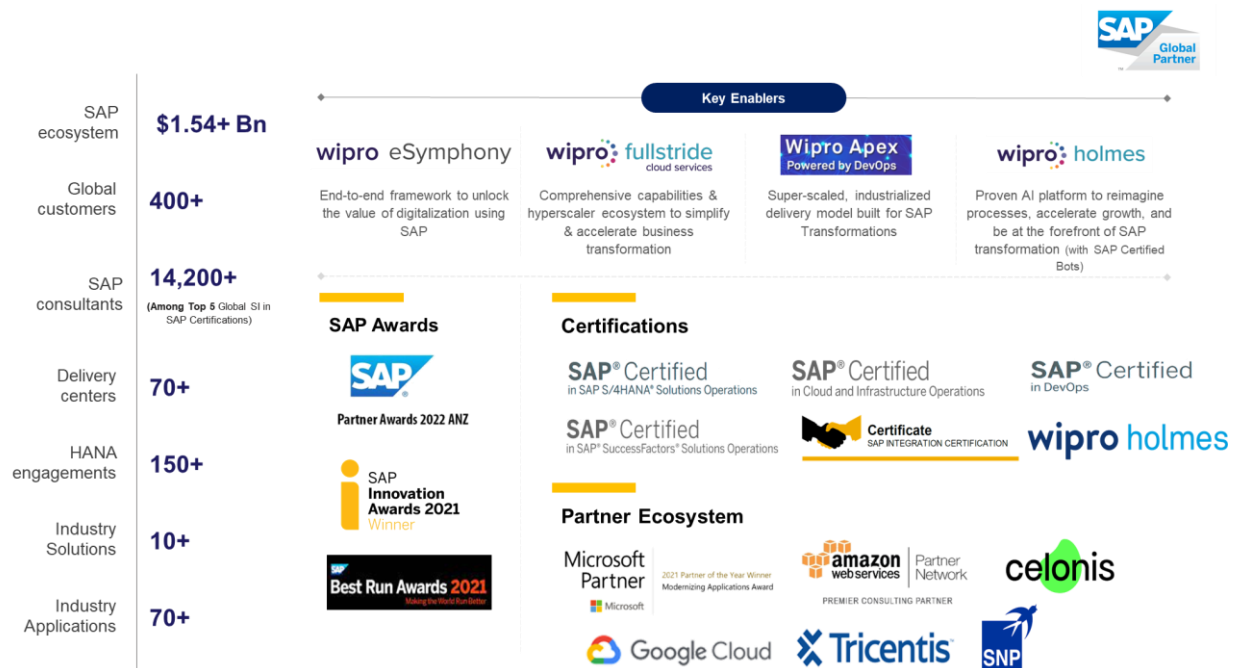


Figure : SAP Practice Snapshot

Wipro brings expertise & capabilities **across industries, processes, technology** (across SAP product suite), **data management, modern delivery models & people** through its **eSymphony** platform.



## About Wipro Limited

Wipro Limited (NYSE: WIT, BSE: 507685, NSE: WIPRO) is a leading technology services and consulting company focused on building innovative solutions that address clients' most complex digital transformation needs. Leveraging our holistic portfolio of capabilities in consulting, design, engineering, and operations, we help clients realize their boldest ambitions and build future-ready, sustainable businesses. With 250,000 employees and business partners across more than 60 countries, we deliver on the promise of helping our clients, colleagues, and communities thrive in an ever-changing world.

