![Administración General de Puertos logo]
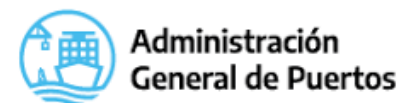
How Can **Intelligent Technologies** Transform the Management of an International Port?

Creating real-time efficiencies for infrastructure, logistics, and trade through a digital transformation

Administración General de Puertos S.E. (AGP) is a federal agency under Argentina's Ministry of Transport that manages the Port of Buenos Aires, the largest port in the country, as well as the Trunk Waterway, a 1,400-kilometer river passageway. To improve its time-sensitive operations, the agency wanted to replace its legacy system, which had created technology silos across departments, and adopt a **more robust, modern platform** to provide greater management and departmental efficiencies. AGP was also looking for a knowledgeable technology partner that could effectively lead this digital transformation during the COVID-19 pandemic.

![BAITCON – Una empresa de GRUPO DATCO logo]

THE BEST RUN **SAP**
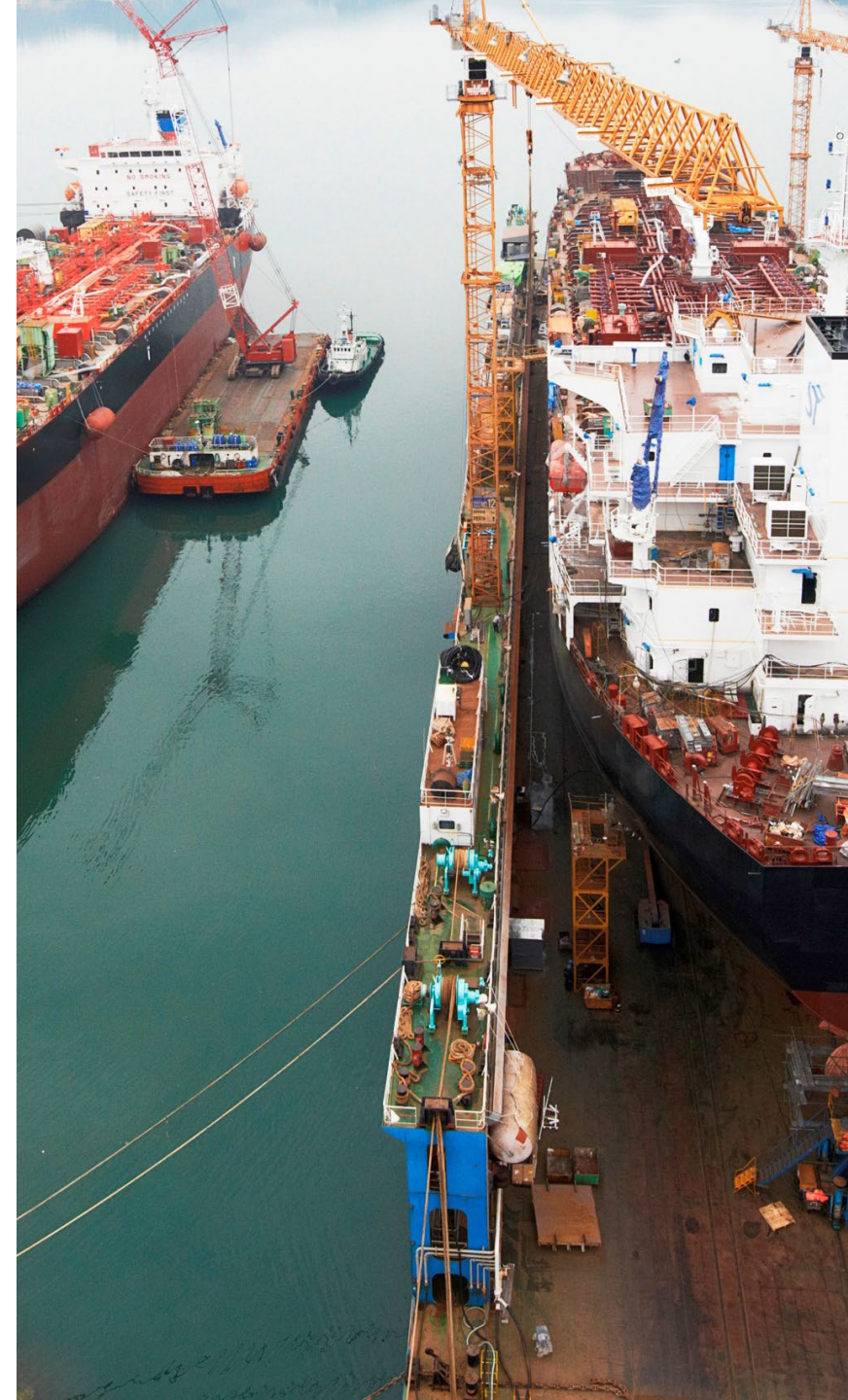
Delivering Real-Time Information and Better Data Reliability with
SAP S/4HANA® Cloud

Administración General de Puertos

Before: Challenges and Opportunities
- Need to update an obsolete technological platform that created information silos and operational inefficiencies across departments
- Difficulty integrating systems within different areas of the agency, leading to unreliable data
- Desire for modern technology that could improve the response to evolving challenges in infrastructure, logistics, and foreign trade operations

Why SAP and Baitcon SA
- Ability to adapt the private edition of SAP S/4HANA® Cloud to the agency's needs, with predefined industry standards for business processes
- Experience of SAP employees and the trajectory of future SAP® technology road maps
- Support from partner Baitcon throughout the digital transformation and its ability to keep the project on schedule and within budget

After: Value-Driven Results
- Unified and automated administrative and financial processes based on industry best practices
- Integration of all business operations into a single system that delivers reliable and real-time management information
- Greater traceability and consistency in the company's business processes
- Improved operational efficiency, reduced manual effort, and greater visibility across departments

"With the help of SAP and Baitcon, we integrated our ERP systems with our trading and logistics platforms on SAP S/4HANA Cloud. This is a **fundamental step toward automating the tasks** we carry out every day at the Port of Buenos Aires."

Sergio Gorgone, Systems and Technology Information Manager, Administración General de Puertos S.E.

100%
Traceability in operations with the implementation of SAP S/4HANA Cloud

70%
Reduction in time to execute administrative and financial processes

Featured Partner

BAITCON
Una empresa de GRUPO DATCO

Administración General de Puertos S.E. Buenos Aires, Argentina www.argentina.gob.ar	**Industry** Federal and national government	**Products and Services** Maritime logistics and management	**Employees** 600	**Featured Solution** SAP S/4HANA Cloud, private edition

THE BEST RUN SAP

Modernizing Outdated Technology and Creating Operational Efficiencies with a Move to the Cloud

Administración General de Puertos S.E. (AGP), a federal agency in Argentina that manages the Port of Buenos Aires, had a 20-year-old ERP system that could no longer meet the agency's existing and evolving business needs. The obsolescence of the system was creating operational inefficiencies and risks for the agency, so AGP decided to move to the private edition of SAP S/4HANA® Cloud. The move transformed AGP's core systems into a modern, intelligent technology platform that allowed the agency to digitalize and standardize its business processes across various departments within the organization.

SAP partner Baitcon spearheaded the implementation, which was the first project in AGP's history that directly and indirectly involved all of the agency's business areas. The implementation involved the successful deployment of core business processes with high organizational impact, which was challenging, as the project was executed virtually during the COVID-19 pandemic.

With the move to SAP S/4HANA Cloud, AGP can now operate its business in real time, achieving greater collaboration and integration between different areas of its business, including infrastructure, logistics, and foreign trade.

"SAP and Baitcon successfully met all the conditions that our agency required – and the project was **delivered virtually, on time, and within budget** during the pandemic."

Sergio Gorgone, Systems and Technology Information Manager, Administración General de Puertos S.E.

50%
Reduction in days to manage the closing of the accounting books

93%
Reduced information collection times for management reports

THE BEST RUN SAP

5x

vyšší produktivita

SAP Customer Success Stories

mib:con

Efektivnější procesy?
Objevte cloudové ERP
**SAP S/4HANA Cloud
Public Edition**

YANMAR Marine: Automating Sales and Production Processes to Improve Customer Satisfaction

YANMAR Marine International, a manufacturer of diesel boat engines, strives to create a smooth customer experience in each of its global branches. To deliver on its goals of steady sales and improved customer satisfaction, the manufacturer knew it needed to make changes to its core business processes. It lacked standardized automation of internal processes, oftentimes relying solely on disjointed, manual processes to keep track of orders, manage inventory, and conduct production planning. This siloed approach to business limited YANMAR Marine's ability to communicate with its customers, maintain a flow of sales, and achieve positive closing times.

To optimize its core processes and improve customer satisfaction, YANMAR Marine wanted a team of experts to help it transition its manual systems to a low-cost, cloud-based ERP that would give it the critical tools for increasing visibility, optimizing employee time, and improving overall productivity. With critical data within a single point of access, the company believed it could meet customer needs at a faster rate and **create a more productive work environment**.

Improving Customer Experiences Through Automation with SAP S/4HANA® Cloud, Public Edition

YANMAR

Before: Challenges and Opportunities
- Manual back-office processes, requiring time-consuming data entry within multiple systems
- Lack of order status visibility, reducing the quality of overall customer experiences
- Poor inventory management and visibility due to manual order entry and management in Microsoft Excel, impeding communication with customers and suppliers
- Legacy systems creating less-agile workflows that were not supported with continual updates

Why SAP and Quinso B.V.
- SAP S/4HANA® Cloud, public edition for a centralized, cloud-based ERP with lower maintenance costs and minimal vendor lock-ins
- SAP® Business Technology Platform for opportunities to create a smoother customer experience by enabling greater control and visibility for business operations and the supply chain while reducing manual entry processes
- Quinso to support the implementation with the SAP Activate methodology, delivering tailored guidance and best practices

After: Value-Driven Results
- Enterprise-wide automation, increasing efficiency of status updates, stock visibility, and configuration processes
- Centralized and real-time order and product information to serve customers better
- Better internal and external communication through clearer data and process policies
- Greater rates of customer satisfaction, improving sales and brand image

"SAP S/4HANA Cloud, public edition allows our users to work proactively with **standardized and efficient systems and processes** in order to support the business and seize opportunities for growth."

Floris Lettinga, Senior VP Sales, YANMAR Marine International

40%
Saved business process time

25%
Increase in working capital due to greater stock visibility

Featured Partner

QUINSO

YANMAR Marine International	Industry	Products and Services	Employees	Revenue	Featured Solutions and Services
Almere, Netherlands www.yanmar.com	Industrial manufacturing	Diesel engines for marine vessels	300	¥871.4 billion (US$6.47 billion)	SAP S/4HANA Cloud, public edition, SAP Activate, and SAP Business Technology Platform

SAP

Improving Customer Satisfaction with Standardized Internal Processes

To standardize and automate its internal workflows, inventory management, and data processing capabilities, YANMAR Marine International wanted to transition its global enterprise onto a cloud-based ERP that would enable it to create smoother experiences for its customers. The manufacturer chose SAP S/4HANA® Cloud, public edition to eliminate its manual processes in favor of cross-enterprise automation and standardization. To make this transition a minimal-risk venture, it enlisted the assistance of SAP partner Quinso B.V., which used the SAP® Activate methodology to guide the implementation of the new ERP software.

With SAP S/4HANA Cloud, public edition and SAP Business Technology Platform as its digital foundation, YANMAR Marine now has real-time visibility into its supply chain and internal operations. This enables the company to better serve its customers, communicate information between branches and employees more efficiently, and focus on areas of innovation to fuel the future of its production.

By creating an intelligent enterprise that helps streamline all aspects of its operations in a more standardized fashion, YANMAR Marine hopes to adapt its core model of work to keep up with customer demands in an increasingly digitalized market.

"We don't want to deal with distracting things such as IT and cybersecurity, software and hardware support, VPNs, backups, or on-premise servers. SAP S/4HANA Cloud, public edition helps us **automatically adapt new technology** and allows us to focus on our core business: building engines and ensuring that the customer has a beautiful and carefree day on the water."

Floris Lettinga, Senior VP Sales, YANMAR Marine International

5x
Increased productivity, saving two FTEs in the back office

SABO

SABO: Gaining Agility, Simplicity, Transparency, and Connectivity in the Cloud

A leading German manufacturer of lawn and property maintenance products, SABO-Maschinenfabrik GmbH prides itself on standing for quality. This reputation is backed not only by outstanding machines that offer maximum safety, performance, and reliability but also by a strong community of motivated people.

As a midsize company with around 90 employees, SABO must automate and simplify processes, remain agile, and implement best practices. To achieve this, the company needed an ERP system that could improve data transparency in order-to-cash processes, integrate sales and production, enable intuitive access to data, and reduce time spent searching for information. It set out to **implement a centralized system**, with financial, production, and sales information integrated, standardized, and quickly accessible from anywhere at any time.

all for one Group

THE BEST RUN **SAP**

Automating Processes and Digitalizing the Business Using
RISE with SAP S/4HANA® Cloud

SABO

Before: Challenges and Opportunities
- Need for a new ERP system after separating from the global group
- Long chain of manual communication and inefficient data searches due to a lack of rapid data access
- Dispersed information across the company
- Opportunity to improve operations by enhancing integration, ease of use, and data control

Why SAP and All for One Group SE
- Cloud solutions from SAP, providing modern software that is readily accessible from anywhere
- RISE with SAP S/4HANA® Cloud, offering support for industry best practices and methodologies for accelerated implementation
- Continuous improvement for end-to-end processes through regular software updates
- Intuitive, user-friendly, and role-based interface
- Proven expertise and best practices for midsize manufacturing companies from All for One Group

After: Value-Driven Results
- Smoother, integrated order processes in the cloud
- Real-time reporting for better decision-making
- Agile and simplified system landscape
- Higher service quality with instant access to product information
- Less time spent on retrieving data, which is accessible from any location

"As a small to midsize enterprise, we need to ensure our processes are **automated**. This automation is now enabled and controlled digitally to support the tasks we face each day."

Lars Daniel, Co-CEO and CFO, SABO-Maschinenfabrik GmbH

30%
Faster throughput time for order entry, delivery, and billing

20%
Faster payment runs

Featured Partner

all for one
Group

| **SABO-Maschinenfabrik GmbH**
Gummersbach, Germany
https://sabo-online.com | **Industry**
Industrial
manufacturing | **Products and Services**
Lawn and property
maintenance equipment | **Employees**
90 | **Revenue**
€25 million | **Featured Solution**
RISE with SAP S/4HANA
Cloud |

THE BEST RUN **SAP**

Transforming Systems, Applying Best Practices, and Improving Time to Value

After being spun off from its parent company, SABO-Maschinenfabrik GmbH needed a new ERP system. The main requirements for its new system were process simplicity, transparency, connectivity, minimal customization, and intuitive access. These needs were met by RISE with SAP S/4HANA® Cloud, which SABO deployed rapidly with SAP partner All for One Group, going live in just seven months.

Now, communication between different departments runs smoothly with data relevant to a role available in the system. Teams can access order, delivery, and product information with one simple click.

Integration between SAP® software and a third-party manufacturing execution system has improved production planning and communication. As an order moves through the system, the documents needed are generated automatically, enhancing transparency. And SABO can provide better service to its dealers with product information instantly accessible in the cloud.

"RISE with SAP S/4HANA Cloud was the right solution for us. We have standard processes and structures but can still implement individual adjustments to interfaces and reflect our company's **specific requirements**."

Pierre Janotta, Head of Program Management Office, SABO-Maschinenfabrik GmbH

20%
Faster financial closing

50%
Reduction in manual effort for processing invoices

50%
Increase in order and shipment transparency

all for one
Group

THE BEST RUN **SAP**

Maximizing the Value of Cloud ERP with SAP® Preferred Success

Before: Challenges and Opportunities
- Support rapid business expansion
- Access the latest technological innovations and establish high-quality business processes to optimize operational efficiency
- Smooth the transition from on-premise ERP to cloud ERP

Why SAP
- Comprehensive cloud-based ERP functionality provided by SAP S/4HANA® Cloud, public edition
- Best practice–based guidance from SAP® Preferred Success services on using the solution to optimize business processes
- Success checks at each stage of the project to proactively identify and address issues
- Learning resources, providing users across different lines of business with insights into key functionality
- Ongoing recommendations about how the company can take advantage of new features available in the latest upgrades

After: Value-Driven Results
- Rapid issue resolution during deployment, resulting in smoother migration
- Simplified IT infrastructure and significantly reduced database size
- Increased employee productivity due to the introduction of best practice–based processes
- Culture of continuous improvement, with the ability to harness the latest technological innovations to support operational excellence in the fast-growing business

“SAP Preferred Success has helped us unlock the potential of SAP S/4HANA Cloud, public edition so that we **get the most from our cloud ERP software**.”

Hermilo Peña, CIO, Corporativo La Moderna (La Moderna)

15%

Reduction in database size

Increased

Efficiency across end-to-end business processes

Grupo La Moderna S.A. de C.V. (La Moderna) Toluca, Mexico www.lamoderna.com.mx	**Industry** Consumer products	**Products and Services** Pasta, flour, cookies, soup, sauces, and packaging materials	**Employees** 5,860	**Revenue** US$656 million

Featured Solutions
SAP S/4HANA Cloud, public edition and SAP Preferred Success

THE BEST RUN SAP

Komax Group: Consolidating a Complex Network of Legacy Systems with SAP S/4HANA® Cloud

Komax Group is a pioneer and the market leader in automated wire processing solutions. For more than 45 years, the company has created innovative solutions that enable customers worldwide to meet their own manufacturing goals safely and efficiently. However, as the company grew, it acquired many subsidiaries across countries, all with their own ERP systems. Komax knew it needed to **reduce the complexity of its technology systems** to continue achieving its goals for future growth.

THE BEST RUN **SAP**
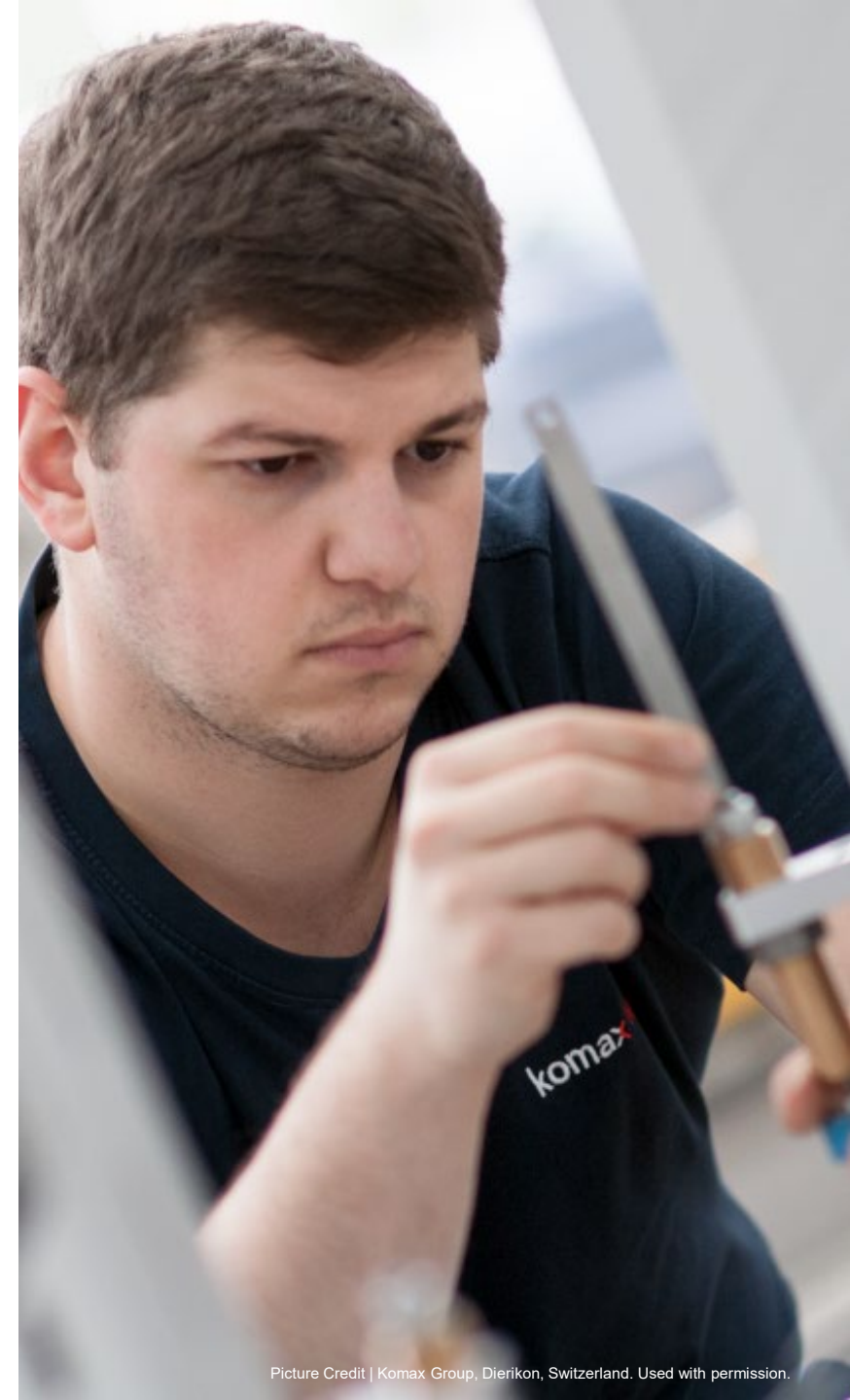
Connecting a Worldwide Family of Subsidiaries on a
Harmonized ERP Landscape

Before: Challenges and Opportunities
- Subsidiaries and independent agencies providing sales and service support in more than 60 countries
- Reliance on legacy systems and software facing end of maintenance that vary across subsidiaries
- Challenges related to implementing new technology during the COVID-19 pandemic

Why SAP
- Stable, reliable, and innovative ERP software with SAP S/4HANA® Cloud that provides process standardization and simplification
- Adaptability to a remote software implementation during the pandemic with the quick-start service for SAP S/4HANA Cloud
- Change management framework that enables users to see and use systems very early on

After: Value-Driven Results
- Plans to consolidate different ERP systems on SAP S/4HANA Cloud to reduce system maintenance effort and costs
- Eliminated IT complexity and enabled simpler integration of future business acquisitions
- Achieved a fully remote go-live on time and within budget after planning most of the project remotely
- Reduced interface costs and simplified methods of getting information into and out of ERP systems

komax

"As the market leader for wire processing solutions, we wanted to implement a solid platform for our growth. At the same time, we wanted to reduce the complexity of our legacy systems. SAP S/4HANA Cloud helped us **eliminate that complexity** and focus on our future growth."

Tobias Rölz, Executive Vice President Market & Digital Services, Komax Group

80%

Remote project delivery and 100% remote go-live of SAP solutions

Multiple

Different legacy ERP systems consolidated on SAP S/4HANA Cloud

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Komax Group
Dierikon, Switzerland
www.komaxgroup.com

Industry
Industrial machinery and components

Products and Services
Automated wire processing for precise contact connections

Employees
2,000

Revenue
CHF 418 million
(US$454 million)
(2019)

Featured Solutions
SAP S/4HANA Cloud, quick-start service for SAP S/4HANA Cloud, and SAP Analytics Cloud

THE BEST RUN **SAP**

Catering to Unique Customer Needs

Komax Group is a Swiss technology company with a global reach responsible for meeting the wire processing needs of a growing number of customers. Komax focuses particularly on the automotive, aerospace, telecom, and industrial sectors, and it addresses every degree of automation and customization with series and customer-specific machines as well as an extensive range of quality assurance modules, testing devices, and intelligent network solutions.

Komax relies on a network of subsidiaries and independent agencies in more than 60 countries to fulfill sales and support for customers. Since its founding in 1975, Komax has grown and acquired several companies that are delivering solutions along the wire processing value chain.

However, these acquisitions came with many different technology systems and business processes, which include engineer-to-order and configure-to-order models. Not only that, but maintaining each system was a costly and time-consuming endeavor. To enable efficient and synergized business operations, Komax knew it would need to modernize and simplify its complex technology landscape.

Komax sought to **replace or consolidate its many existing legacy ERP systems** stretched across the enterprise at various subsidiaries. However, this would be no small feat, as many of these systems faced end of maintenance. And the logistics of any new technology implementation would be limited by the restrictions of the imminent COVID-19 pandemic.

Eliminating Complexity Across a Growing Enterprise

Komax selected SAP S/4HANA® Cloud to harmonize its many existing ERP systems. The software provides a standardized ERP experience and a set of best practices that would streamline operations across subsidiaries at Komax while delivering innovation and automation capabilities to the entire enterprise.

As a global company, Komax tackled the software rollout in phases and began with subsidiaries in Japan and Germany. From there, it moved on to the Thonauer Group, which included several locations. However, the beginning of the COVID-19 pandemic complicated the project. Travel restrictions went into place during the go-live phase and prevented SAP experts from visiting. So Komax turned to the quick-start service for SAP S/4HANA Cloud to plan a fully remote go-live.

At the same time, the SAP Activate innovation adoption process provided a clear set of solution-specific practices that helped Komax successfully adopt SAP S/4HANA Cloud and additional offerings including the SAP Analytics Cloud solution. Komax knew that **SAP services would provide the expert insight needed** for a successful implementation on time and within budget, but it also selected SAP solutions to meet specific process needs.

For Komax, SAP S/4HANA Cloud could support different areas along the value chain and customers' corresponding requirements. The comprehensive ERP capabilities of the software work with standardized, configurable series machines and customer-specific systems. They also support Komax's subsidiary TSK Group, which develops and produces test systems and was using SAP R/3® software.

100%
Remote software go-live across six production and sales sites during the COVID-19 pandemic

Achieving New Efficiencies and
Enabling Additional Acquisitions

Komax achieved a successful implementation of SAP S/4HANA Cloud and additional SAP solutions amid the worldwide pandemic after strategizing with the team from SAP. Together, the project was completed 80% remotely. The later stages of the project, including go-live and hypercare, were 100% remote. Close collaboration between SAP experts and the Komax IT team helped close functionality gaps. Quarterly updates are running smoothly and have significantly reduced operational efforts for IT.

With SAP S/4HANA Cloud, the company now operates on stable, reliable, and innovative ERP software that provides process standardization and simplification. The modern capabilities of

SAP S/4HANA Cloud enable Komax to remain an industry leader and pursue new business growth. Today, Komax is prepared for future acquisitions and can easily integrate these acquisitions into the existing system landscape.

The quick-start service for SAP S/4HANA Cloud helped Komax review the configuration of its new software and plan for the first implementations in Japan and Germany based on a global template approach. The service helped identify best practices that would accelerate future rollouts at other subsidiaries in additional countries. In 2020, the implementation team from Komax won a gold SAP Quality Award for its fast project delivery.

Harmonized

ERP system landscape

Zero

Escalations during go-live

5 | 7

Meeting Future Needs with Modern Technology

In parallel with the implementation of SAP S/4HANA Cloud, Komax set its sights on implementing improved master data management software and processes that would better support digitalization. In doing so, **Komax opens the door for innovating with next-generation technologies** including artificial intelligence, automation, the Internet of Things, and others. SAP S/4HANA Cloud integrated successfully with the company's new third-party master data management software, which Komax sees as a reflection of the solid integration capabilities of SAP S/4HANA Cloud and the corresponding Cloud Integration capability within SAP Integration Suite.

This will support another aspect of Komax's business – developing and selling digital services. SAP S/4HANA Cloud can be integrated with the company's new master data management system to provide a secure, consistent database of data on customers, suppliers, products, and personnel.

SAP S/4HANA Cloud enables Komax to take advantage of the power of other SAP solutions as the company grows, the industry changes, and customer needs shift. Komax plans to use Ariba® Network to tap into the world's largest business-to-business network of buyers and suppliers.

"Our market will be very different in 10 years thanks to AI, Industry 4.0, and the IoT. **SAP S/4HANA Cloud and corresponding SAP products such as SAP Integration Suite give us the foundation we need** to harvest these innovations for our customers."

Tobias Rölz, Executive Vice President Market & Digital Services, Komax Group