

Účetní uzávěrka

2X  
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SAP Customer Success Stories



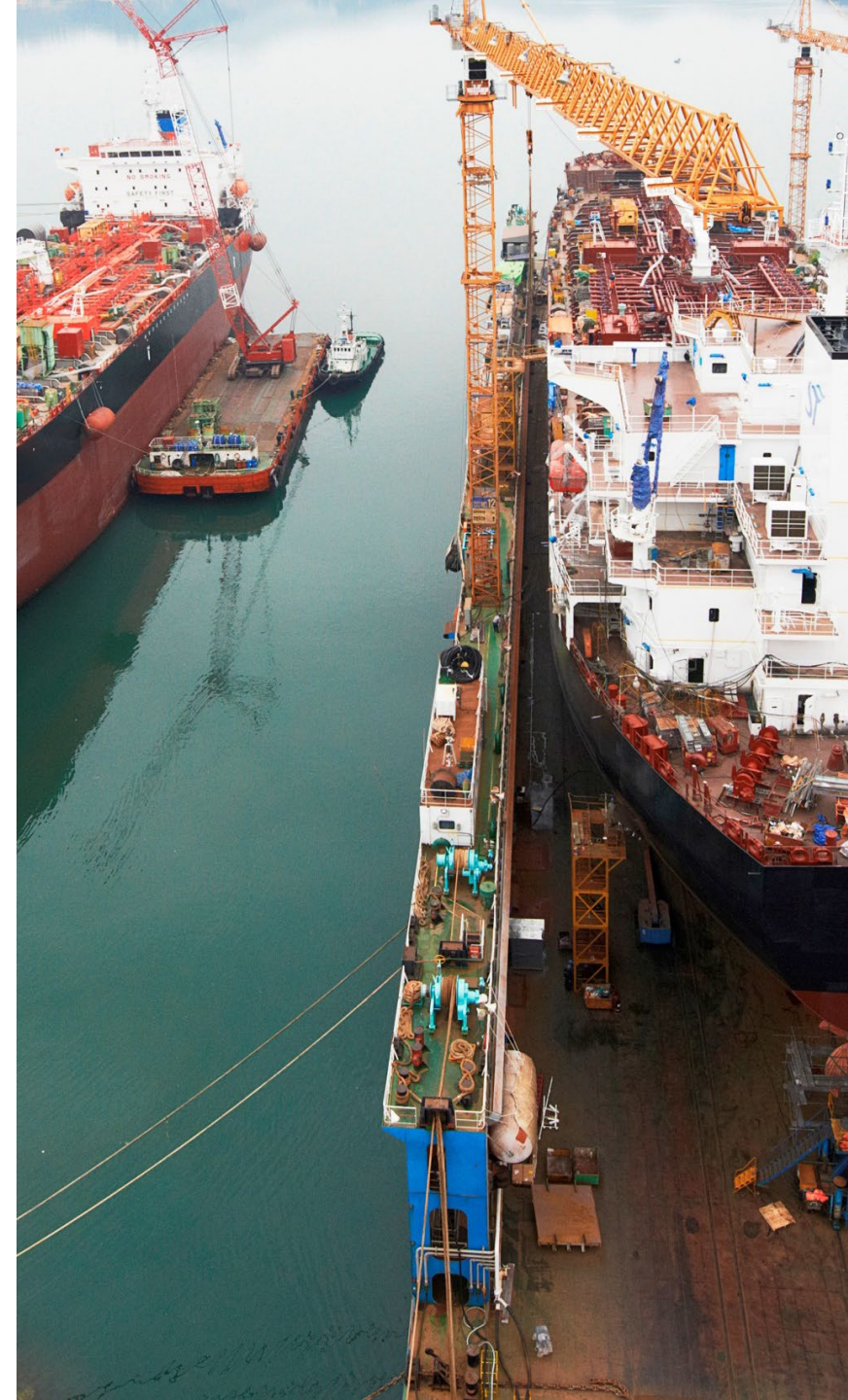
**Efektivnější procesy?**  
Objevte cloudové ERP  
**SAP S/4HANA Cloud**  
**Public Edition**

# How Can **Intelligent Technologies** Transform the Management of an International Port?

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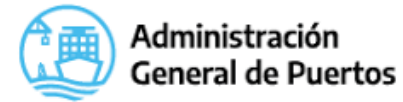
## Creating real-time efficiencies for infrastructure, logistics, and trade through a digital transformation

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.





# Delivering Real-Time Information and Better Data Reliability with SAP S/4HANA® Cloud



## 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



Administración General de Puertos S.E.  
Buenos Aires, Argentina  
[www.argentina.gob.ar](http://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



## 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



## 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



## 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

