

SAP S/4HANA Cloud, public edition

**SAP's next-generation ERP  
in the cloud with SEIDOR  
as your trusted partner**

SEIDOR



# Driving Success: SEIDOR's Strategic Solutions with SAP S/4HANA Cloud

By leveraging the robust capabilities of SAP S/4HANA Cloud, SEIDOR empowers companies to efficiently balance customer demands and supply chain intricacies. The seamless integration of SAP S/4HANA Cloud optimizes processes, ensuring a streamlined engagement lifecycle. SEIDOR's strategic partnership with SAP positions us as a valuable ally for businesses aiming to achieve sustainable revenue growth and enhanced profit margins through operational excellence.

## Support companies in advancing from the digital age to the intelligence era



### Deep expertise

Our team of certified consultants has extensive knowledge of S/4HANA Public Cloud and the specific needs of your industry.



### Proven methodology

We have a proven track record of successful S/4HANA Public Cloud implementations, ensuring a smooth and efficient transition.



### Comprehensive services

We offer a full range of services, from consulting and implementation to ongoing support.



### Local and Global reach

With a network of offices worldwide, we provide local support wherever you are.

## Streamline core processes, automate tasks, and gain real-time insights with a modern, in-memory database



Smaller TCO



Accelerated innovation



Simplification and standardization



Easy replication



Easy to scale

We help you define your SAP S/4HANA Cloud, public edition strategy, assess your readiness, and develop a customized implementation plan. We act as your roadmap to success, plotting the course and guiding you every step of the way.

# Maximizing efficiency and effectiveness through industry-specific processes

## SEIDOR 4/Professional Services

**SAP® Qualified**  
Partner-Packaged Solution

Our package offers specialized functionalities tailored to address industry-specific challenges in response to the demands of the digital era. Migrating to the cloud, with **enhanced automation, improved integration, and greater flexibility**, can give professional service companies a competitive edge, hasten project management, and allow for real-time mapping of their entire business processes.

## Deliver high-quality services that meet or exceed client expectations while managing costs and maintaining profitability



Accurate **budget pricing**



Management of **allocated teams and operation control**



Full control of **resources and profitable contracts**



**Real-time profitability analysis** of your contracts and projects



**Cash flow management** by project

### MACRO PROCESS

### Customer Business Processes

### SPECIFIC PROCESS

#### Hiring a service provider

- Contract
- Hourly or flat rate
- Rate readjustment in contract
- Payment for the service provided
- Project allocation,
- Bodyshop or call/demand from a customer
- Expense view, incurred and projected

#### Project view (Sales)

- Service quotation
- List of services
- Service contract
- Additional service costs (Travel, Materials, Meals)
- Milestone billing
- Milestone approval
- Customer billing | Recurring billing (fixed monthly amount) |
- Complementary billing (exceeding the fixed monthly amount)
- Invoicing for manually released project milestones

#### Project Operation

- Time sheet input on the contract service lines
- Posting reimbursed additional costs
- Posting non-reimbursable additional costs
- Verification of the resource time sheet
- End-of-period time sheet closing (multiple projects)
- Payment order generation

#### Structural

- Project x Sales results
- Cash flow
- Accounts Payable
- Accounts Receivable
- Rent management
- Asset Management

#### Proposed Automations

- Create a vendor
- Create Activity Type
- Create Purchase Order
- Create Service Entry Sheet
- Create Debit Memo

### SAP BTP

### Resource Management

- ✔ Speed up the staffing process
- ✔ Collaborative resource management process
- ✔ Resource request management
- ✔ Project experience app for resources
- ✔ Improve resource utilization
- ✔ Transparency on utilization



# What makes us different

We offer a complete portfolio of solutions and services to promote the competitiveness and transformation of the organizations.



## Operations

in United States, Europe, Latin America, Africa, Middle East and Asia



## \$1B USD

annual revenue



## Global Reach

through competence centers to offer solutions to local companies



### SAP Pinnacle Awards 2023

8th consecutive year  
SAP ERP Partner of the Year



### SAP PKOM 2023

Partner Excellence  
Best Partner



### SAP LAC Partner Excellence Award 2023

SAP S/4HANA Customer Evolution Program



### SAP Global Customer Experience Partner

Excellence Award 2022 for Sales Success - MidMarket



■ Direct presence

■ Presence including partners



# SEIDOR