



Partner

SAP Qualified
Partner-Packaged Solution
for the Intelligent Enterprise

SEIDOR 4/Professional Services

A set of solutions offered by SEIDOR to provide visibility and control of the entire project lifecycle based on SAP S/4HANA Cloud Public Edition

Specific SAP S/4HANA Cloud solutions to meet the needs of the Professional Services industry

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 estimations based on templates and previous projects



Management of allocated teams and operation control



Full traceability of resources and profitable contracts



Robust billing capability and WIP control



Employee efficiency and talent retention

Maximizing efficiency and effectiveness through industry-specific processes

Selling and pricing

- Provide profitable estimates early in the sales cycle by standardizing process and using project templates
- Gain visibility into past profitable projects with analytics and insights
- Reuse previous projects for accurate, timely, profitable bids

Resource planning and staffing

- Staff projects with "best fit" resources based on skills, availability, location, past engagements, and other criteria
- Align supply and demand to reduce bottlenecks and speed staffing and restaffing
- Ensure projects stay within budget and staffing keeps up with changes

Project delivery and recognition

- Capture time and expense and other project related costs (reimbursable or non-reimbursable) accurately
- Recognize revenue, margins, and work in progress (WIP) at any level in real-time

Billing and collection

- Reduce WIP and DSO with a robust billing capability that supports time-and-material, fixed-fee, usage-based, periodic, and performance-based methods
- Ensure time and expenses are collected and client bills are sent on time
- Quickly identify issues with WIP, accounts receivable, and profitability
- Ensure compliance and track business performance across the firm

Talent management

- Attract and hire best candidates through a solid recruiting and onboarding process
- Pay for performance of top talent
- Enhance skillsets of existing workforce

Increased profitability and revenue
Improved customer satisfaction

Reduced time to staff
Improved resource utilization

Reduced margin leakage
Improved margins and revenue

Reduced working capital
Accurate and fast period close

Increased employee engagement
Lower attrition
Higher productivity

Implementation services from EUR 120k
16 weeks and 15 FUEs (subscription price not included)

Why SEIDOR?

SEIDOR is a technology consulting firm that offers a comprehensive portfolio of solutions and services covering the areas of Artificial Intelligence, Edge, Customer Experience, Employee Experience, ERP, Data, Application Modernization, Cloud, Connectivity and Cybersecurity. With a turnover of 767 million euros in fiscal year 2022 and a workforce of more than 9,000 highly qualified professionals, SEIDOR has a direct presence in 45 countries in Europe, Latin America, the United States, the Middle East, Africa and Asia. SEIDOR is a partner of the main technology leaders.