

# Florida Crystals

Sweetening business processes with SAP Business Suite  
powered by SAP HANA®



**1st** Live customer  
with SAP ERP  
powered by SAP  
HANA and SAP  
Enterprise Cloud



**Up to 97%**  
performance  
improvement for key  
business processes



**3 days** to migrate  
data to the cloud  
environment using the  
SAP HANA Enterprise  
Cloud service

## Objectives

- Consolidate data from heterogeneous systems at geographically dispersed sugar companies acquired by Florida Crystals
- Use technology to support ordinary business requirements and manage the challenges related to a growth-by-acquisition strategy
- Gain value from the migration to a cloud-based IT infrastructure

## The Resolution

- Implemented the SAP ERP and SAP Business Warehouse applications powered by the SAP HANA® platform
- Leveraged the SAP HANA Enterprise Cloud service with help from technology partner Virtustream

## Benefit

- Reduced costs and improved efficiency throughout the supply chain
- Allowed the workforce to devote more time to data analysis and less time to running data transactions
- Enabled real-time access to petabyte-scale data for accelerated business decisions



SAP HANA isn't just in-memory technology, it's a new frontier. How long has it been since IT allowed you to go as fast as you can go? That's what SAP HANA brings to the table.

*Don Wittington, Vice President and CIO, Florida Crystals Corporation*

# Groupe Hamelin

## Integrated 3 business with SAP® Software



**99%** accuracy in inventory within first 3 months



**Single** version of the truth



**Better** oversight through transparent, efficient processing

### Objectives

- Streamline operations and transform multiple business lines into 1 unified group while keeping the core culture
- Raise customer satisfaction and improve the corporate bottom line
- Institute vocabulary across 3 constituent businesses and 50 sites
- Improve inventory management and demand planning

### Why SAP

- Best match for current multilingual and multicurrency processing needs
- Scalability to accommodate additional global growth
- Reliable expertise proven during engagements at subsidiaries

### The Benefits

- Better general oversight through transparent, efficient processing across the extended enterprise
- 1 version of the truth across operational and financial processes
- Sharper competitive edge and capacity for higher sales volume
- Simpler financial consolidation



We found that SAP software was the one solution with the process integration and multilingual and multicurrency support we needed to achieve complete business transformation.”

*Jean-Marc Viallatte, Chief Supply Chain Officer, Groupe Hamelin.*

# UNO Professional

## Consumer Products – fresh and frozen bakery products



**400x** faster reporting, allowing faster reactions to market developments



**84 hours** saved by management each month, resulting in more efficient and profitable operations



**3x** greater reporting visibility, providing sales with cost drivers and market trends more quickly and efficiently



Our reports now run 400 times faster. With these improvements, the analysis on sets of data gives deeper insight into markets, sales, and management. The data has always been available; SAP HANA just gives us a way to use it efficiently.

*Ozkan Yurttager, Information Systems Manager, UNO Professional*

### Objectives

- Deploy better production and distribution systems to support growth
- Improve data visibility and reporting flexibility
- Enhance data-monitoring capabilities to improve the production-to-consumption process for 370 trucks covering 85% of the country

### The Resolution

- Deployed the SAP® Business Planning and Consolidation and SAP Business Warehouse applications powered by the SAP HANA® platform
- Ran SAP HANA on the IBM x3650 X5 enterprise server, combining the speed and efficiency of in-memory processing with the ability to analyze massive amounts of data

### Benefit

- Detailed profitability planning and faster simulations and scenario planning, improving information accuracy and market strategy
- Streamlined planning with data from more than 10,000 retail stores, maximizing product shelf life and reducing food wastage
- Faster, more accurate data and analysis for comprehensive profitability

# Usha International Ltd.

## Consumer Durables – Domestic Appliances



**30-80x** faster query performance improvement for large data queries



**9:1** data compression factor



**10x** faster data load

### Business Challenges

- Due to report-generation time-lag, actual sales and supply-chain performance could not be tracked
- Poor decision making due to lack of fast analysis

### Technical Challenges

- Slow response to the large data analysis query
- Exponentially increasing data volumes affecting supply chain efficiency

### Benefit

- Sales up-lift enabled by faster analysis of secondary sales data
- Real-time decision-making for better inventory management
- Enter new markets by analyzing secondary sales data and market research reports



Business users are very thrilled with the results. They are able to run reports faster, and more importantly, productively utilize their time for analysis and better decision making. Our IT department is also very happy as this project has achieved 3 things in one go: achieve a smaller DB footprint for the same size of a BW deployment; faster data loads making more current data available to business; faster reporting and analysis making business users happy. We are now planning to migrate to BPC – HANA. Customer is also planning to upgrade to SAP BusinessObjects BI 4.0.

*Subodh Dubey, Group CIO, USHA*

# USHA International

Taking business insight to unprecedented levels with  
SAP® HANA



**50%** reduction in  
inventory



**75%** improved  
performance in  
reporting and analytics



**9:1** data  
compression factor

## Objectives

- Improve performance of company's business analytics environment
- Gain greater visibility across a countrywide enterprise
- Optimize operations in key business areas such as sales, supply chain and procurement

## The Resolution

- Collaborative analysis of current and future business needs
- Development of end-to-end strategy for business analytics
- Implementation of the SAP Business Warehouse component running on the SAP HANA® database

## Benefit

- Faster, more efficient decision making and improved productivity
- Better control of supply chain with reduced inventory levels and lower carrying costs
- Future-ready platform for long-term business analysis and planning



I am glad that SPA has taken the initiative to help businesses take proactive action. It's amazing how much information is available to our managers after we implemented SAP HANA

*Dinesh Chhabra, CEO, Usha International Limited*

# NongFu Spring

## CPG Industry (Bottled water and beverages) – Sales Reporting



**>2,300x** faster to produce freight settlement report



**5-10x** reduction in BW query response



**33%** reduction in database size

### Business Challenges

- Poor decision making due to slow speed and lack of accurate data
- Slower response time to competition, growing business needs

### Technical Challenges

- Big data: takes more than a day to organize huge amounts of point-of-sale (POS) data
- Lack of coordination between sales, marketing, production, and logistics

### Benefit

- Real-time decisions regarding the company's long-term development, improving efficiency and lowering costs
- Real-time shipping fee calculation and sales order analysis



We are so satisfied with the operation and speed of the entire BW on HANA implementation. According to end users' feedback, the speed of their standard BW reports is very fast and has been improved greatly. In addition, the running of the whole production system is stable with fast speed of the data extract, ETL, and incremental updates.

*CIO NongFu Springs*



**>100x** faster query performance



**98%** faster report generation, on average



**>6** data storage compression (661GB with Oracle to 100GB with SAP HANA)



**2 to 3 years** to achieve full ROI

### Objectives

- Establish an IT platform that facilitates innovation, streamlines operations, and speeds growth
- Improve overall IT performance and reduce maintenance costs and effort by increasing compression rates and data-loading efficiency
- Enable faster, more flexible reporting for sales and finance
- Accelerate financial planning and reduce auditor workload

### Resolution

- Migrated the SAP® BW application from the existing Oracle database to the SAP HANA® platform in just 12 weeks

### Benefit

- Significantly faster data loading, reducing batch windows and helping ensure data availability by the start of each day
- Reporting that is flexible and detailed for fast and informed decisions
- Deeper insight into operations, helping sales and marketing teams optimize brand performance
- Fewer system administration requirements and lower costs
- Better user experience, increased adoption, and greater productivity



Given the huge success and immediate benefits realized by our migration of SAP BW to SAP HANA, I look forward to the next phase of our data analytics vision and strategy

*John McLarnon, Head of Information Systems and Technology, SHS Group Ltd.*

# Molson Coors Brewing Company

Improving Data Warehousing with SAP® BW powered by SAP HANA®



**80.9%** reduction in database size (from 4.6TB Oracle database to 900GB with SAP HANA)



**80%** faster prototype development (from 5 days to 1 day)



**50%** less IT planning required



**Up to 10x** faster cube loading with SAP BW

## Objectives

- Provide information access to business users in a timely manner
- Run daily financial reports to better understand critical sales activity
- Enhance business intelligence to more efficiently measure performance
- Help IT respond more quickly to requests for information

## Resolution

- Migrated the SAP BW application from an Oracle database to the SAP HANA® platform in just two days
- Used SAP Data Services and SAP Information Steward software to load data into SAP BW
- Deployed the SAP Business Objects™ Business Intelligence platform for reporting

## Benefits

- Ability to analyze customer sentiment based on data gathered from social media channels
- Real-time data access, enabling faster, more informed business decisions
- Simpler IT architecture, requiring less space and reducing total cost of ownership



SAP BW and SAP HANA have increased performance in key areas of our data warehouse while significantly simplifying many of our IT tasks. We are able to deliver information to users more efficiently and develop new solutions twice as fast. It has provided us with a solid base for globalizing and standardizing business processes.

*Lyne Strasbourg, Global BI Business Alignment Lead, Molson Coors Brewing Company*



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