



Delivering IT Services with
Quick Value, Clear Vision and High Velocity

Industry / Customer Highlights

- Industry: Chemicals
- Products and services: Decorative and industrial paints, coatings, and finishes
- Type of Customer: Mid-Size Enterprise

Business Objectives

- Support thousands of stock-keeping units and direct-service retailers
- Deliver in towns with warehouses in 4 hours and elsewhere in 48 hours
- Get closer to customers across all touch points
Resolution

Why SAP?

SAP—in its present form, running in the veins of small, mid to large companies is gaining more momentum due to its capability to fulfil niche requirements with the power of Cloud. The spectrum of SAP products is not only allowing companies to manage and optimize businesses but is also proving to be an integral part of their information systems architecture.

SAP is:

- Integrated solution for almost every business critical process
- Transparency
- Ability to harmonise processes
- Flexibility and scalability
- Provides consistent data that can be rapidly consolidated
- Fewer interfaces
- Allows for world-wide differences in regulation and legislation

Solution

- Deployed SAP® CRM powered by SAP HANA® and expanded this foundation with new solutions, including the SAP Audience Discovery and Targeting analytic application, SAP Real-Time Offer Management software, and SAP HANA Live offerings
- Improved customer engagement and the buying experience with real-time offer management
- Reduced total cost of ownership, thanks to minimal database support Key benefits

Business Transformation

At the time of its BI initiative, The Client team was managing data across its far-reaching enterprise with disparate processes for sales, supply chain, marketing, and other departments using the SAP® Business Warehouse (SAP BW) application along with non-SAP solutions.

But as The Client team and its data grew, complex Computational performance requirements demanded a more powerful database platform.

At about the same time, SAP announced its in-memory, high-performance database, the SAP HANA® platform. The Client team adopted this new technology, allowing it to adopt a radically different approach to data analytics.

About the Customer/Implementation

The Client team began using the SAP HANA platform as a sidecar implementation to its main SAP BW installation and quickly saw impressive performance gains. The solution provided real-time sales data, giving the company valuable insights into sales patterns during its heavy month-end period. In addition, the company achieved a efficient compression ratio.

The Client team needed a cost-effective way to bring these same benefits to all enterprise data users. This is when it began investigating SAP IQ software as a near-line storage (NLS) solution.

When combined with the SAP HANA platform, this high-performance columnar database software provides real-time access to all enterprise data.

SAP IQ connects to an NLS feature in SAP BW to unify in-memory and disk-based column stores.

This means The Client team can combine the real-time comprehensive analytics of the SAP HANA platform with historical data that it stores cost-effectively in NLS through SAP IQ.

About V3iT

V3iT Consulting, Inc. provides FIXED COST SERVICES with Guaranteed SLA for SAP BW and Business Suite for HANA Migrations, SAP Simple Finance enablement, SAP cloud deployment for non-prod systems, SAP FIORI / Personas deployments and support, SAP Migrations to cloud and hybrid (cloud/on-prem) deployments, SAP HANA / BOBJ/ Predictive Analytics deployments and support, SAP AMS Support, SAP Implementations, and IOE Deployments.

Market Differentiators: V3iT is the only SAP partner providing FIXED COST implementation, migrations, and support services to SAP customers and has been instrumental in successfully demonstrating this for the past 15 years.

Competitive Positioning: With our 100 SAP certified Consultants and being an education partner in India and services partner in USA, our onshore-offshore presence along with alliances with data centers makes us perfectly aligned to becoming a one-stop solution provider for all customer needs in the small and medium size customers. **V3iT is SAP VAR for ERP (BAIO), HANA and Analytics.** We are also on GSA schedule-70 and serve various Federal agencies and Federal government.



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