

Microsoft + SAP Together



Transcript

Our history has been in helping our clients implement SAP software and those companies that are using SAP for the core processes, SAP's adding huge value and we want to keep it there. So with Microsoft, we have a new approach now, to go and enhance SAP solutions. And if you want to add to core SAP solutions, you can do that and you can take the functionality within SAP software. You can expose it through teams, you can add different business application layers and then you can do analytics and create insights. You can do automation, you can build custom apps on top. So really, what we're talking about now is bringing more value to the SAP implementations that our clients have because we use Microsoft around it to enhance the value that SAP solutions provides.

Instead of the ERP system needing to be the moment of truth for everything, you're starting to create, those capabilities across platforms that are better fit for purpose. From a CFO's perspective, they can get time to value and not have to deal with these massive backlogs in the field. We're building thousands of applications in no code and low code environments. We're creating power virtual agents, we're automating workflows. They lower their TCO's massively, they increase the value proposition, increase their productivity, they give tools to the people in the field. We use the business application suite to get them there faster, as opposed to trying to figure out how to get this one piece of software to do everything.

Because Microsoft Dynamics 365 offers you the ability to implement in small modules if you like, so smaller application areas, you get returns faster, you're time to value is faster. When you get your first module in, those

returns and gains are actually what fund the next project, the next piece of work. So rather than needing this big budget up front by implementing faster in smaller workloads, you will be able to get the returns to fund other areas of your program of work.

The value of putting SAP software into Microsoft Azure means that you can start to do a lot of unique things that you couldn't do before. So it basically gives you a lot more tools to change the business and to do a lot more automation as well as insights before you even get to the end customer.