

SAP S/4HANA® for Fashion and Vertical Business

Trusted advisory to transition to the
Digital Fashion Age



Executive Summary

In our experience working with global fashion brands, we've witnessed a gradual shift in priorities as fashion retailers face increasing pressures from all sides.

To survive and excel in this environment, fashion companies must transform to digital enterprises.

With SAP S/4HANA, fashion brands are empowered to run every facet of their business in real-time with less complexity, faster business processes, and new business capabilities that were previously out of reach.

As the co-innovation partner of SAP Fashion and close collaborator on the SAP S/4HANA Fashion product development, our deep delivery capabilities, and extensive knowledge in the SAP Fashion ecosystem help deliver an inside view to the new solution to meet the unique needs of the fashion industry now and in the future.

98%

of top valued brands are SAP customers



10 of the 10

most admired apparel retailers in the world run SAP solutions.



18 of the 25

fastest-growing retailers in the world run SAP



Trusted SAP Fashion Partner for Digital Transformation



OUR COLLABORATION WITH SAP

Co-innovation partner of SAP Fashion and close collaborator on the SAP S/4HANA Fashion product's development (beta testing and continuous feedback based on validation testing).



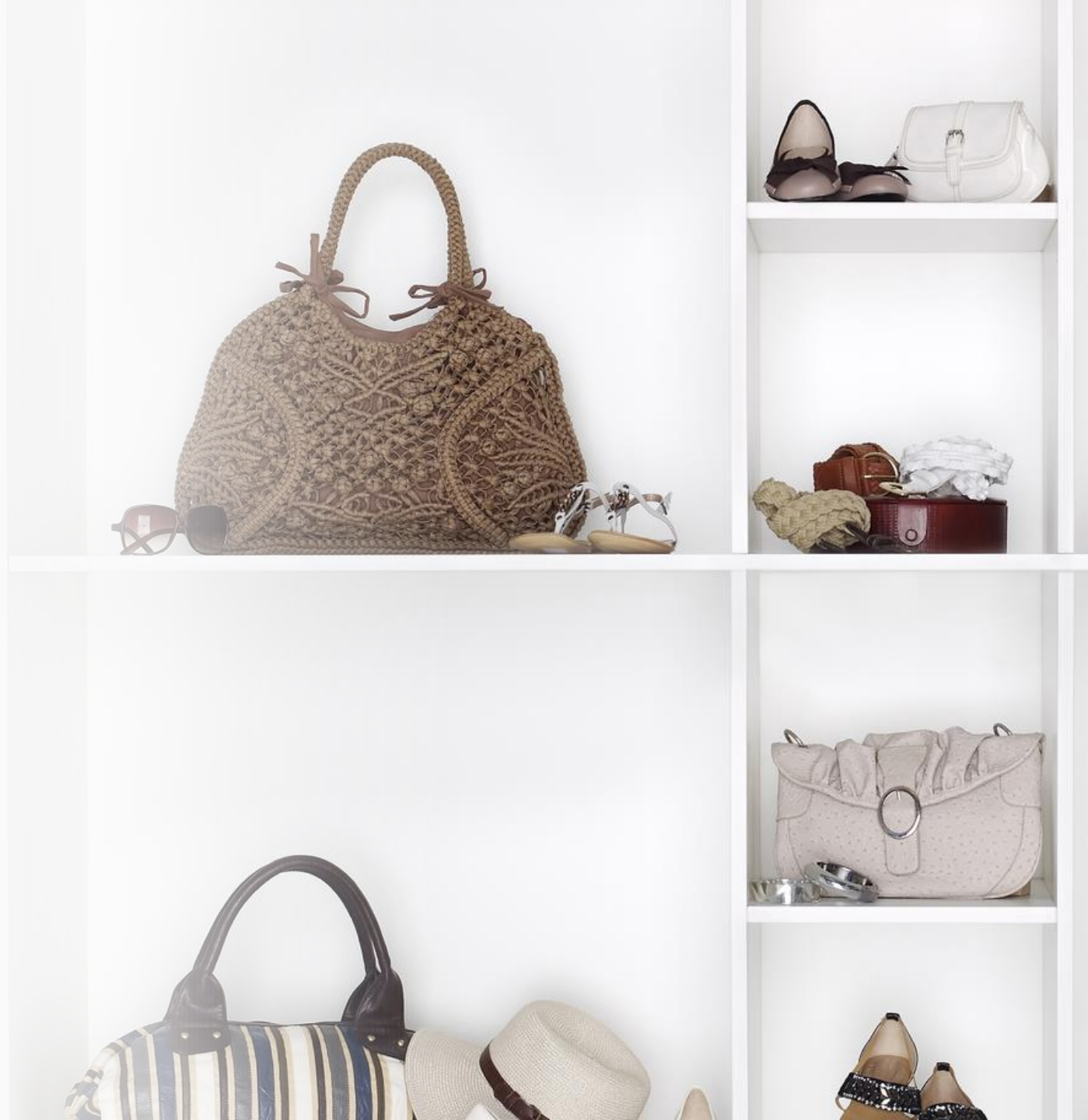
OUR INNOVATION

We continuously invest in innovation relating to fashion-specific tools and accelerators to increase the speed to value of SAP Fashion Solutions, primarily our SAP S/4HANA Rapid Deployment Solution – Fashion Suite™.



OUR CAPABILITIES

Our delivery capabilities, methodology, and fully pre-configured SAP Fashion solutions enable us to accelerate all the steps in the implementation process with reduced risk and lower costs.



Transform your Company's Digital Core with SAP S/4HANA Fashion

To help businesses transition to the digital age, SAP S/4HANA Fashion is designed to place real-time business within reach to fashion companies. It has been specifically designed to combat complexity, streamline digital transformation, and provide the ultimate simplicity by merging all fashion processes - wholesale and retail - onto a single platform.

This entirely new business suite runs on the SAP HANA in-memory database technology to give end users real-time decision support by moving away from the transactional ERP system and becoming the digital core – the nerve center – of your entire fashion enterprise.

The value from SAP S/4HANA Fashion comes through simplification of the user experience, architecture, and business processes to better analyze trends, simulate the outcomes of strategic options, and optimize planning, so fashion companies can adapt, innovate, and reinvent their fashion business.

Proven Expertise in SAP Fashion Solutions



Pre-configured, Rapid Deployment Solution for SAP S/4HANA Fashion



Only SAP Partner to Co-innovate SAP Fashion Solution with SAP



Proven Approach to Moving to SAP S/4HANA Fashion by building a reference solution



Challenges and Goals with SAP S/4HANA Fashion

YOUR PAIN POINTS

While growth is attractive, you're still faced with major challenges:

- Aging technology and limitations of running an omnichannel operation
- Catering to demanding customers
- Lack of enterprise-wide visibility in real-time
- Expensive investments
- Long implementation cycle and migration related challenges
- Finding the right platform for future needs

YOUR GOALS

As a fast-growing fashion house, SAP S/4HANA Fashion delivers:

- Digitized business processes across your enterprise with a modern core designed for the digital and omnichannel economy
- Visibility of your customers across all your channels
- Visibility across the enterprise through a single, vertically integrated platform
- Reduced total cost of ownership with the option of a cloud-based model - saves hardware, operational, and time costs
- Pre-configured solution for accelerated implementation with the ability to leverage new innovations exclusive to SAP S/4HANA Fashion with greater ease
- A technology platform that is scalable as your business expands into new channels and regions; keeping you ahead of the curve

Compelling Value Drivers: Opportunities for your Fashion Company

- Reduces stock-outs
- Reduces markdowns and waste
- Improves inventory accuracy
- Improves revenue margins
- Accelerates time to market
- Increases the number of transactions due to improved up-sell/cross-sell opportunities
- Reduces chargebacks

- Improves procurement productivity
- Increases annual savings on direct and indirect materials
- Reduces WIP inventory
- Improves on-time delivery to customers
- Reduces purchase order error rate

- Reduces IT integration cost
- Reduces cost of ownership due to simplified data model/landscape
- Enables native integration to other SAP S/4HANA industry solutions
- Improves IT efficiency due to in-memory platform
- Improves data quality
- Eliminates the management of multiple interfaces

- Enterprise-wide financial consistency
- Real-time insights into financial processes and results; enabling timely decision making
- Ability to simulate and run what-if analysis for financial planning

- Improves efficiency in warehouse operations
- Reduces warehouse technology costs
- Improves on-time delivery of shipments to customers or stores
- Reduces revenue loss due to fulfillment issues
- Reduces overall supply chain planning cost
- Improves supply chain planning FTE productivity
- Increases inventory accuracy

- Faster user adoption through consumer-grade user interfaces enabled by SAP FIORI
- Improved productivity
- Improved user experience
- Easy access to data from anywhere on any device
- Improved store operations as store associates and store managers are better equipped with the right information at the right time to serve customers more effectively

- Improves customer interactions through instant collaboration and real-time access to data
- Improves fulfillment due to real-time inventory management
- Native integration to SAP Hybris Commerce and SAP Customer Activity Repository to enable omnichannel functionalities
- Improves cross-sell and up-sell opportunities
- Reduces stock-outs



Key Features on SAP S/4HANA Fashion



Live Inventory Management

Sales associates, store managers, logistics, and controlling share the same base of data – keeping them informed on stock position and stock values in real-time – with workbenches that allow course corrections and revaluations whenever needed. This enables quicker reactions to critical stock situations while inventory controllers track and assess profitability.

30% - 40% Higher Inventory Accuracy



Seasonal Merchandise Management

Easily manage an increasing number of products with the ability to incorporate any rapid changes. New seasonality concepts form the main driver for all processes of a product, covering its complete life-cycle, from master data creation to procurement and sales, price calculation, and stock management.

Reduction in Logistics Costs



Pack Separately, Ship Together (PSST)

Addresses challenges in managing a significant number of sales order items to fulfill customers' "ship together" requirements. Identify order items from one or more locations that need to be shipped together as a complete collection, based on customer rules.

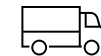
10% - 20% Reduction in Overall Supply Chain Planning Costs



Advanced available-to-promise (ATP)

Helps identify mass product availability for Sales, Planned, and Production orders, giving the business new levels of visibility. This process allows users to check availability in real-time to promise accurate and reliable order dates based on business priority instead of order creation time with the option of rescheduling to adapt to last-minute changes in customer orders or supply.

5% -10% Reduced Markdowns



Accelerated MRP Runs

A real-time MRP run triggered anytime during the day delivers the MRP controller timely, up-to-date information to help identify supply at risk, and immediately resolve issues.

10% -12% Reduction in Days in Inventory



Stock Protection

Prioritize stock based on the most profitable and/or strategic channels and avoid channel cannibalization. Reserve stock for high-priority channels and manage protected stock quantities using plans and product availability.

0.5% -1% Profit Increase

Moving to SAP S/4HANA Fashion: Why Act Now?

With all the available and planned SAP innovations now focused on SAP S/4HANA and given the product support and maintenance plans, the need to adapt SAP S/4HANA Fashion is a given. But how can fashion companies determine the best path forward?

There is no one-size-fits-all solution for moving to SAP S/4HANA Fashion due to the varying starting points and priorities. However, fashion companies making the move early, stand to get the most out of applications expressly designed for the digital age and are the first to benefit from SAP S/4HANA innovations as they become available.

SAP S/4HANA Can Save an Organization



70%+

On Software



15%+

On Hardware



20%+

On Administration and Development Labor

Designed for the Always Evolving Fashion Customer



1350x

Faster Reporting



1000x

Faster Analytics



2000x

Faster Response



Proven Expertise to help you in the SAP S/4HANA Fashion transformation journey

As a leading SAP partner working exclusively in the fashion and lifestyle industry with more than 15+ years of experience in delivering SAP Fashion solutions and a strong track record of co-innovating with SAP, we are well-positioned to help fashion brands unlock the potential of SAP S/4HANA Fashion.

With our product knowledge, proven methodologies, accelerators, and migration capabilities, we have helped 65+ global fashion brands improve business performance by advising on roadmaps, navigating risks, and providing new industry solutions to meet the unique requirements of the fashion industry.



**Collaboration with SAP
on SAP S/4HANA Fashion**



**80+ Global Fashion
Implementations**



**End-to-End SAP
Fashion Services**

Trusted by Leading Fashion Brands

BIRKENSTOCK

BURBERRY
LONDON ENGLAND

adidas

K E R I N G


STREETWEAR BRAND

G-STAR RAW

PUMA


GANT

tapestry

COACH | kate spade | STUART WEITZMAN


NICE GROUP HOLDING
Nice Group Holding Corp., Ltd

CALERES
★ 5 ★

carhartt 

 B E S T S E C R E T

 **Gerber
Childrenswear**

KONTOORTM


SCOTT

stichd[®]



 **hela**

HANES
Brands Inc

Our Services for SAP S/4HANA Fashion



SAP S/4HANA Transformation Assessment

Strategic expertise to develop a high-level roadmap and business case for your transition to the SAP S/4HANA platform.



SAP S/4HANA Future Reference Solution (FRS)

Build in your business processes and validate the solution with our SAP S/4HANA Fashion Reference Solution.



SAP Consulting & Implementation Services

Leverage proven methodologies, assets, and project management capabilities to support your end-to-end SAP S/4HANA Fashion Journey.



Specialized Industry Consulting

Specialized spot consulting and valuable insights based on deep industry knowledge and best practices around SAP fashion solutions.



Organizational Change Management

Tailored support to help leaders and the workforce fast-track value realization and adapt to the new practices in SAP S/4HANA.



SAP Application Managed Services

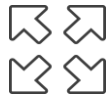
Comprehensive support to unlock the value of your SAP portfolio, ensuring long-term sustainability and continued program success.



Fashion Suite™

Fashion Suite™ is a pre-configured SAP S/4HANA Fashion solution, designed to help fashion brands migrate to SAP S/4HANA Fashion from a complex, customized, or high-risk environment with less migration effort, cost, and risk.

Built initially on the SAP Fashion Management platform, we utilized the know-how gained as part of our co-innovation partnership with SAP and over 15+ years of working with fashion brands to introduce the Fashion Suite™ in 2014.



Scalable

Used by multiple clients for global rollouts to expedite project delivery as well as to build a standardized template prior to implementation. Available both as a hosted and a subscription offering.



Documentation

Best practices documentation including business process and solution documentation, technical and functional documents, and test scripts.



Industry best practices

60+ industry best practice processes based on our unmatched fashion industry and domain knowledge as the co-innovation partner on FMS with SAP.



Cloud or on-premise

Available on a Cloud or On-premise based deployment model.



High efficiency

Covers up to 80% of a typical fashion company's requirements and reduces 30-40% of a typical implementation effort.



Add-ons & tools

Industry leading tools and add-ons built on Fiori/HANA, RICEFs to support the end-to-end processes.

SAP S/4HANA for Fashion Available on a Private Cloud

Deploy in a fully managed, secure cloud – in an accelerated timeframe with our pre-configured solution, Fashion Suite™.

- Reliable hosting environment
- Managed services approach
- Increased flexibility and low TCO
- Reduced risk

Fashion Suite™- at a glance



Available on the latest version of
**SAP S/4HANA
Fashion & Vertical
Business**

20+ Customers
Globally &
Counting

The Most Proven Accelerator in the Market



50-60%

Coverage of typical business
process requirements as

Out-of-the-box Functionality

50+

Pre-configured processes

Based on our Fashion Industry
Knowledge and experience working
with 70+ customers

Supports a Future Reference Solution based approach to implementation



Documentation

Best practices documentation including
business process and solution
documentation, technical and
functional documents and test scripts

**Drives a
templated
"WHY NOT"
approach**

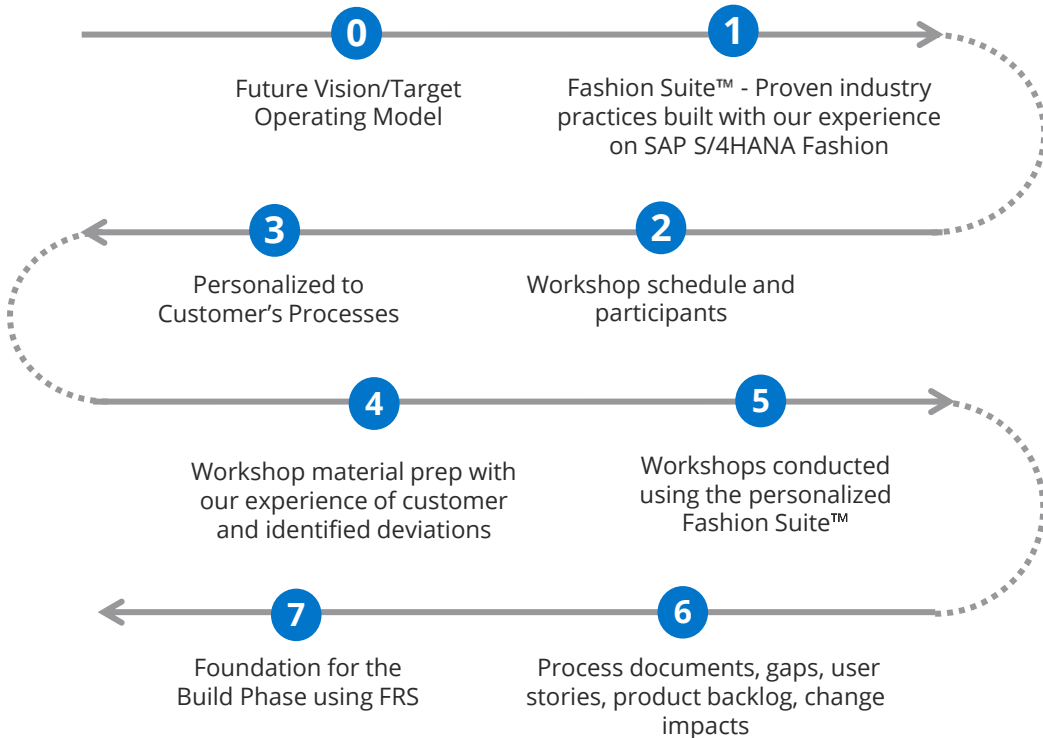
60+

Fiori Applications

Building a Future Reference Solution leveraging Fashion Suite™

Our Future Reference Solution (FRS) is designed to provide fashion brands with a reusable, personalized template of SAP S/4HANA for Fashion, leveraging our rapid-deployment solution - Fashion Suite™.

Incorporating our knowledge of SAP S/4HANA for Fashion and proven practice in the industry to support a why not approach, FRS helps reach a desired “to be” environment more efficiently and effectively, in order to drive your ERP implementation and augment your brand's uniqueness during the design and implementation phase.



What you get

- Global high-level design template
- High-level design walkthrough
- Reference process documents
- Personalized reference system
- Gap list and development list
- Change impact screening and heat map
- Product backlog, user stories, and sprint planning

Business value

- Global high-level design template: A platform to drive towards adopting proven industry practices
- Helps reach a common understanding of to be “Best Practice”
- Draws out key convergence and divergence opportunities
- Helps refine key target operating model based on system capabilities
- Provides early exposure and understanding of SAP fashion processes
- Potential change management considerations
- Provides a solid foundation for acceleration and quality of implementation

Next Step

As the next step, we recommend you sign up for a comprehensive assessment to learn how SAP S/4HANA can help you meet your strategic priorities.

Outcomes and Deliverables

- ▶ Test drive SAP S/4HANA and see your business processes played out on an SAP S/4HANA environment
- ▶ Ensure users experience the new platform
- ▶ Get clarity prior to embarking on your SAP S/4HANA journey
- ▶ See how current processes are impacted at a high level based on SAP S/4HANA functionality
- ▶ Recommended roadmap and deployment approach

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