SNP Poland
until 2017 – BCC
The SNP Group

SNP SE – the world’s top provider of solutions and services for the transformation of SAP environments

- Mergers, acquisitions and carve-outs
- Corporate reorganizations
- Migrations and technological transformations

1300+ EMPLOYEES

7,000+ IT PROJECTS

30 LOCATIONS AROUND THE WORLD;
HEADQUARTERS:
HEIDELBERG
(Germany)

122 MILLION EUR OF REVENUES
IN 2017
# SNP Poland – key facts

<table>
<thead>
<tr>
<th>20+ years of experience</th>
<th>250+ specialists</th>
<th>50+ countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>on the market since 1995 until 2017: as BCC</td>
<td>consultants, developers, project managers</td>
<td>customers and projects all over the world</td>
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<table>
<thead>
<tr>
<th>1000+ projects supported for 400+ customers</th>
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<tr>
<th>200+ outsourcing contracts</th>
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<tr>
<td>hosting, administration, maintenance, AMS (application mgmt.)</td>
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<tr>
<th>Double security</th>
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<tr>
<td>customer systems and data stored in 2 modern data centers</td>
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<thead>
<tr>
<th>Our competence centers</th>
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**SNP SAP Experts**
- Implementations, development and maintenance of SAP systems
- A unique offer of solutions for SAP transformation

**SNP Data Centers**
- IT outsourcing, cloud computing
- IT consulting, IT security projects

**SNP Software Factory**
- Tailor-made software
- In-house developed applications

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SNP Poland in Poland and globally

**NO. 1 IN POLAND**

- On the market since 1995
- Over 300 customers throughout Poland

**INTERNATIONAL EXPERIENCE**

- One of the largest exporters of IT services
- We have supported projects in the countries:
  - Austria
  - Belarus
  - Belgium
  - Brazil
  - Bulgaria
  - Croatia
  - Czech Republic
  - Denmark
  - Egypt
  - Estonia
  - Finland
  - France
  - Greece
  - Spain
  - Netherlands
  - Indonesia
  - Ireland
  - Canada
  - Lithuania
  - Latvia
  - Germany
  - Nigeria
  - Norway
  - Poland
  - Russia
  - Romania
  - Serbia
  - Slovakia
  - Slovenia
  - Switzerland
  - Ukraine
  - USA
  - United Kingdom
  - Italy
  - and many more

**PLN 101 million revenues in 2017**

- 72% sales in Poland
- 28% export

On the market since 1995
Over 300 customers throughout Poland

- Złotniki near Poznań
  - Headquarters
  - 2 data centers
- Bydgoszcz Office
- Warsaw Office
- Cracow Office
Our team of specialists

- **250+** IT specialists
- **380,000+** hours worked for customers annually
- **400+** IT certificates
- **60+** IT consultants and administrators (IT security, operating systems, databases, clusters, networks, IT infrastructure)
- **25+** SAP and IT project managers
- **200+** SAP specialists
- **50+** developers and testers with a wide spectrum of technologies: Java, Net, web, mobile, ABAP
- **60+** IT consultants and administrators (IT security, operating systems, databases, clusters, networks, IT infrastructure)
Double security of a technical infrastructure

- Two twin data centers in different locations
- Over 99.98% availability
- 24/7 multi-level monitoring of an infrastructure
- A separate service organization
- ITIL, ISO 27001 and ISO 20000 standards
- Data and system security
Software design, development and maintenance

▪ Applications for any process in a company and any scenario of collaboration between partners
▪ A wide range of technologies
▪ Custom software
▪ Proprietary IT solutions

SNP Poland competence centers

SNP SAP Experts
Full range of SAP services and solutions
▪ SAP market leader in Poland
▪ SAP Partner since 1995
▪ Implementations and development of SAP solutions
▪ SNP solutions for SAP transformation and optimization
▪ SAP application management (AMS)
▪ Maintenance, administration, hosting for SAP systems
▪ Proprietary extensions to the SAP standard (SNP SAP Add-Ons)
▪ SAP systems for SMEs

SNP Data Centers
Comprehensive IT maintenance and optimization offering
▪ Double secure infrastructure (two independent data centers)
▪ Data center services (including managed hosting)
▪ Cloud computing
▪ System support and administration
▪ IT architecture designing
▪ IT infrastructure optimization
▪ IT security, audits and pentests

SNP Software Factory
Software design, development and maintenance
▪ Applications for any process in a company and any scenario of collaboration between partners
▪ A wide range of technologies
▪ Custom software
▪ Proprietary IT solutions
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<th><strong>SAP Poland projects</strong></th>
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<td><strong>1000+ projects</strong></td>
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<td><strong>400 + customers</strong></td>
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<td><strong>SAP implementations</strong></td>
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<td><strong>SAP rollouts</strong></td>
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<td><strong>SAP transformations</strong></td>
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<td><strong>…</strong></td>
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<tr>
<td><strong>Pre-implementation analyses</strong></td>
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</table>

**SAP implementations**
- Tailor-made software
- IT security projects
- Implementations of SNP applications

**GO FORWARD**
A proprietary methodology allowing for a holistic view of the system life cycle (implementation, use, maintenance and development)

**PROJECT OFFICE**
A specialized unit responsible for project management and standards

**COMPLIANCE WITH PMI**
We meet global Project Management Institute (PMI) standards

**PORTAL**
Virtual project work environment allowing for a free and secure communication exchange

*09.04.2018 © SNP*
SNP Poland outsourcing and maintenance services

200+ maintenance contracts

IT administration
Managed hosting
Data Center
Collocation
Cloud
SAP outsourcing
SECaaS
SAP AMS
SAP maintenance

100+ customers

Outsourcing Center
A dedicated service organization
Dedicated teams of service consultants

Single Point of Contact
SNP Service Desk application

24/7
Guaranteed SLA terms
24/7 availability of support

ISO
ISO 27001, Information Security Management System
ISO 20000 / ITIL, IT Service Management System
SAP PCOE – Partner Center of Expertise

© SNP
SNP SAP Experts

SNP Poland competence center for SAP
## SAP: Number One on the SAP market in Poland

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<th>20+ years of experience</th>
<th>200+ specialists</th>
<th>Comprehensive SAP services</th>
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<tr>
<td>Unmatched experience in SAP services in Poland (since 1995; until 2017 as BCC)</td>
<td>The largest team of SAP specialists in Poland</td>
<td>Support for the entire SAP solution lifecycle (analysis, implementation and development, maintenance and support)</td>
</tr>
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<tr>
<th>Full offering of SAP systems</th>
<th>40+ add-ons to SAP</th>
<th>Unique offering of BLT &amp; BLM solutions</th>
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<tr>
<td>Competence in all major SAP products and technologies</td>
<td>SNP SAP Add-Ons: proprietary solutions extending the SAP standard</td>
<td>SNP solutions supporting transformation and optimization of SAP environments</td>
</tr>
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</table>

### SAP Poland Partner since 1995
- Gold Partner status
- SAP Partner Center of Expertise (PCOE) certificate
- SAP Partner Edge Channel Partner
- SAP BusinessObjects Partner
- SAP SuccessFactors Partner
- SAP Business One Partner
The largest SAP team in Poland
200+ specialists

SAP applications

- 40+ FI AA CO PS IM BW BOBJ …
- 40+ MM WM EWM PP QM PM APO SCM SRM …
- 30+ SD CS CRM Hybris …
- 30+ HR/HCM SuccessFactors …
- 10+ SAP B1 (SAP Business One) …

SAP technologies

- 40+ Basis HANA SolMan Security OS DB HA …
- 30+ Fiori Portal Web Mobile …
- 50+ ABAP Java SAP Cloud Platform/HCP …
- 20+ PO/PI/XI EDI …

Roles

- 120+ SAP implementation consultants
- 15+ SAP project managers, SAP solution architects
- 20+ SAP support consultants (SAP administration)
- 30+ SAP application management consultants
Comprehensive support for the entire SAP system lifecycle

**Implementations**
- Pre-implementation analyses
- Process reorganization
- License delivery
- Implementation work
- Training courses
- ABAP/Java programming
- Integration with other applications

**Development & optimization**
- New functionalities
- Rollouts
- Projects related to changes (reorganizations, mergers, acquisitions)
- Historical data archiving
- Upgrades
- Authorization system reorganization
- Optimization of performance and availability

**Maintenance**
- Application management (user support)
- Leasing of specialists
- Standard & Enterprise Support
- Managed hosting, backup data center, collocation
- Administration
Competence in all major SAP products and technologies
SNP SAP Add-Ons – unique SAP extensions

40+
proprietary solutions extending the standard SAP systems

Finance, controlling, reporting
- SNP Split Payment – split payment handling in SAP
- SNP EasyBanking – safe online e-banking in SAP
- SNP EasyVAT, SNP EasyCIT – tax returns automatically from SAP
- SNP EasyExchangeRates – automatic transfer of exchange rates to SAP
- SNP Standard Audit File in SAP
- SNP EasyInput – integration of SAP and MS Excel
- SNP ECM – archiving of purchase invoices
- BeeOffice – self-service business travel accounting
- …

Sales
- SNP E-Billing Portal – mass sharing of e-invoices from SAP systems
- Edistrada – a flexible B2B and EDI platform
- SNP Positano – a POS solution for SAP
- SNP EasyPOS – integration of SAP with fiscal printers
- …

HR
- SNP E-Payslips – e-payslips from SAP HR
- SNP eTime – working time planning by line managers
- SNP EmployeeCostPlanner – personnel cost planning in SAP
- SNP ECM – archiving of HR documents
- BeeOffice – a self-service portal: e-leave requests, organizational structure
- …

Materials management, production
- SNP MatFlow – material master data management in SAP
- SNP Offline Physical Inventory in SAP
- SNP InvoiceFlow – Electronic Invoice Flow
- SNP Integration of SAP and ZSMOPL – SAP compatible with pharmaceutical law
- …

+ custom-made extensions
Unmatched SAP experience in Poland - examples (since 1995; until 2017 as BCC)

Implementations, rollouts and large development projects

Hosting, administration, SAP application management
Unique offer of SNP solutions for transformation and optimization of SAP environment
SNP can support in every project phase with state-of-the-art software and services – for a successful project

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<th>METHODS</th>
<th>SERVICES</th>
<th>SOFTWARE</th>
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<td>Business Scope</td>
<td>SNP CrystalBridge</td>
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<td>PROCESS ANALYSIS</td>
<td>Process Analysis</td>
<td>SNP Interface Scanner</td>
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<tr>
<td>SYSTEM SCAN</td>
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<tr>
<td>DATA ANALYSIS</td>
<td>Data Analysis</td>
<td>SNP Business Process Analysis</td>
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<tr>
<td>REPOSITORY ANALYSIS</td>
<td>Repository Analysis</td>
<td>SNP Landscape Analysis</td>
</tr>
<tr>
<td>PROJECT SCOPE</td>
<td>Project Scope</td>
<td>SNP Transformation Backbone</td>
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<tr>
<td>PROCESS BLUEPRINT</td>
<td>Process Blueprint</td>
<td>with SAP Landscape Transformation</td>
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<tr>
<td>TECHNICAL BLUEPRINT</td>
<td>Technical Blueprint</td>
<td>SNP Automated Testing</td>
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<tr>
<td>TECHNICAL RULE SET</td>
<td>Technical Rule Set</td>
<td>SNP Foreign Key Check</td>
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<td>CUSTOMIZING</td>
<td>Customizing</td>
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<tr>
<td>SYSTEM SCAN</td>
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<td>BUSINESS LANDING MANAGEMENT</td>
<td>Business Landscape Management</td>
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<td>TECHNICAL IMPLEMENTATION</td>
<td>Technical Implementation</td>
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<td>PREPARE SYSTEM LANDSCAPE</td>
<td>Prepare System Landscape</td>
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<td>Set-Up Test Management</td>
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<td>EXECUTE TEST SCENARIOS</td>
<td>Execute Test Scenarios</td>
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<td>CUSTOM CODE MANAGEMENT</td>
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<td>Technical Validation</td>
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<td>ACCEPTANCE TEST</td>
<td>Acceptance Test</td>
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<td>AUDITING VALIDATION</td>
<td>Auditing Validation</td>
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<td>DOCUMENTATION</td>
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<td>FINAL APPROVAL</td>
<td>Final Approval</td>
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<td>AFTER GO LIVE SUPPORT</td>
<td>After Go Live Support</td>
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<tr>
<td>SAP SOLUTION MANAGER</td>
<td>SAP Solution Manager</td>
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<tr>
<td>SAP HOSTING</td>
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<tr>
<td>SAP AMS</td>
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<td>BUSINESS &amp; PROCESS CONSULTING</td>
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</table>
SNP BLT solutions for SAP transformation
Business Landscape Transformation offering

SNP Group – No. 1 in SAP transformation projects in the world
- Implementation of projects supported by unique applications that automate transformations, including
  - SNP Transformation Backbone with SAP LT
  - SNP Interface Scanner, SNP Business Process Analysis

Benefits of the transformation automation
- Ability to perform several transformations in one project
- Reduction of project duration and costs
- Minimizing the system unavailability for business ("near zero downtime")

BUSINESS TRANSFORMATIONS
- Acquisitions and mergers
- Process reorganization (e.g. establishment of Shared Services Center)
- Standardization of processes in the group
- New General Ledger
- Carve outs

TECHNOLOGICAL TRANSFORMATIONS
- Change of a hardware and software platform
- SAP upgrades
- Migrations to the cloud or hosting
- Migration to the HANA database
SNP Transformation Backbone with SAP LT
Unique Standard Software Solution

AUTOMATED TRANSFORMATION through...

- Predefined transformation rules
- Predefined migration objects
- Standard software solution for Data Migration and conversion

SNP Transformation Backbone with SAP LT
- Merge
- Split
- Move
- Harmonize
Deep Dive Transformation Scenarios

SNP Transformation Backbone with SAP LT

- **Merge**
  - Client Merge
  - HR Merge
  - Any-to-SAP Migration
  - Archive Merge
  - Technical Merge
  - Functional merge
  - Entire or partial systems

- **Split**
  - Client Split / Carve out
    - By Company Code or complex selection
  - Archive Split
  - Share deal/ asset deal support

- **Move**
  - Upgrade
  - Client Move
  - DB & OS Change
  - HANA
  - S/4HANA

- **Harmonize**
  - Chart of Accounts Conversion
  - NewGL conversion
  - Profit Center Reorganization
  - Company Code Merge
  - Plant Relocation
  - Harmonization of master data
  - Controlling Area merge

- **Migration**
  - into one target system
  - Migration into an empty system
  - Migration of entire client
  - Conversion within existing system

Near Zero Downtime (NZD) & Combining Into A Single Project Possible With SNP Transformation Backbone
# SNP BLM for optimization of SAP environment

## Business Landscape Management offering

**SNP BPA - Business Process Analysis**
- Documentation and governance of your business processes.

**SNP Interface Scanner**
- Keep your eyes on your interfaces.

**SNP Automated Testing**
- Automation of testing procedures.

**SNP DPM - Data Provisioning & Masking**
- Get test data at your fingertips.

**SNP Dragoman**
- Don’t get lost in translations.

**samQ**
- Manage your licences more efficiently.

## AUTOMATED MONITORING OF...

- Interfaces
- Processes & standards
- Data Structures & quality
- Systems
- IT Landscapes

## Business Landscape Management

Use Solution Manager for maintenance and documentation.
Thank you for your attention

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