



CASE STUDY

On SAP Implementation



CASE 1: Frictionless Revenue Allocation & Forecasting with Revenue Allocation Engine from DEPEX

A SaaS company faced challenges in providing accurate and transparent revenue allocations to their sales leaders, business units, finance teams and sales compensation teams due to frequent changes in their products and packaging. The existing manual process was error-prone and difficult to decipher. DEPEX implemented a smart Revenue Allocation workbench solution that was rule-driven, configuration-driven and required no manual intervention. Personalized self-serve dashboards with clear and simple explanations of complex allocation rules for sales and BU teams were also delivered as a part of this project.



THE CLIENT

The client is one of the most innovative SaaS companies based in the United States that develops cloud computing platforms to help companies manage digital workflows for enterprise operations.



THE CHALLENGE

Our client faced challenges in accurately allocating revenue to each business unit (BU) when selling multi-BU bundles or custom enterprise offerings. The manual process of calculating the percent split was time-consuming and prone to errors. Here are the problems faced by the customer:

- The lack of a holistic view of Information and automated workflows slowed down processes, with longer turnaround times.
- Difficulties around automatically calculating the percent split.
- Most of the split adjustments and SKU processes were time-consuming due to manual allocations
- Unavoidable calculation errors, as the standard/historical split percent was calculated manually, further exacerbating the situation.



THE DEPEX SOLUTION

To address these challenges, DEPEX implemented a Revenue Allocation Engine that uses automation capabilities for accurately allocating revenue to each BU. This robust engine calculates the percent split automatically, eliminating the need for manual calculations. It also provides a holistic view of information, making it easier to track revenue allocation and identify areas for improvement. Here is the solution highlights.

Data Integration:

- The Near real-time calculation for each opportunity based on SAP HANA data refresh
- Facilitate the call from MS Dynamics to Allocation Engine Dashboards
- Allocated data available pre-opportunity approval back to SAP HANA
- Provide data feed to commissions

Configurable Rule Engine:

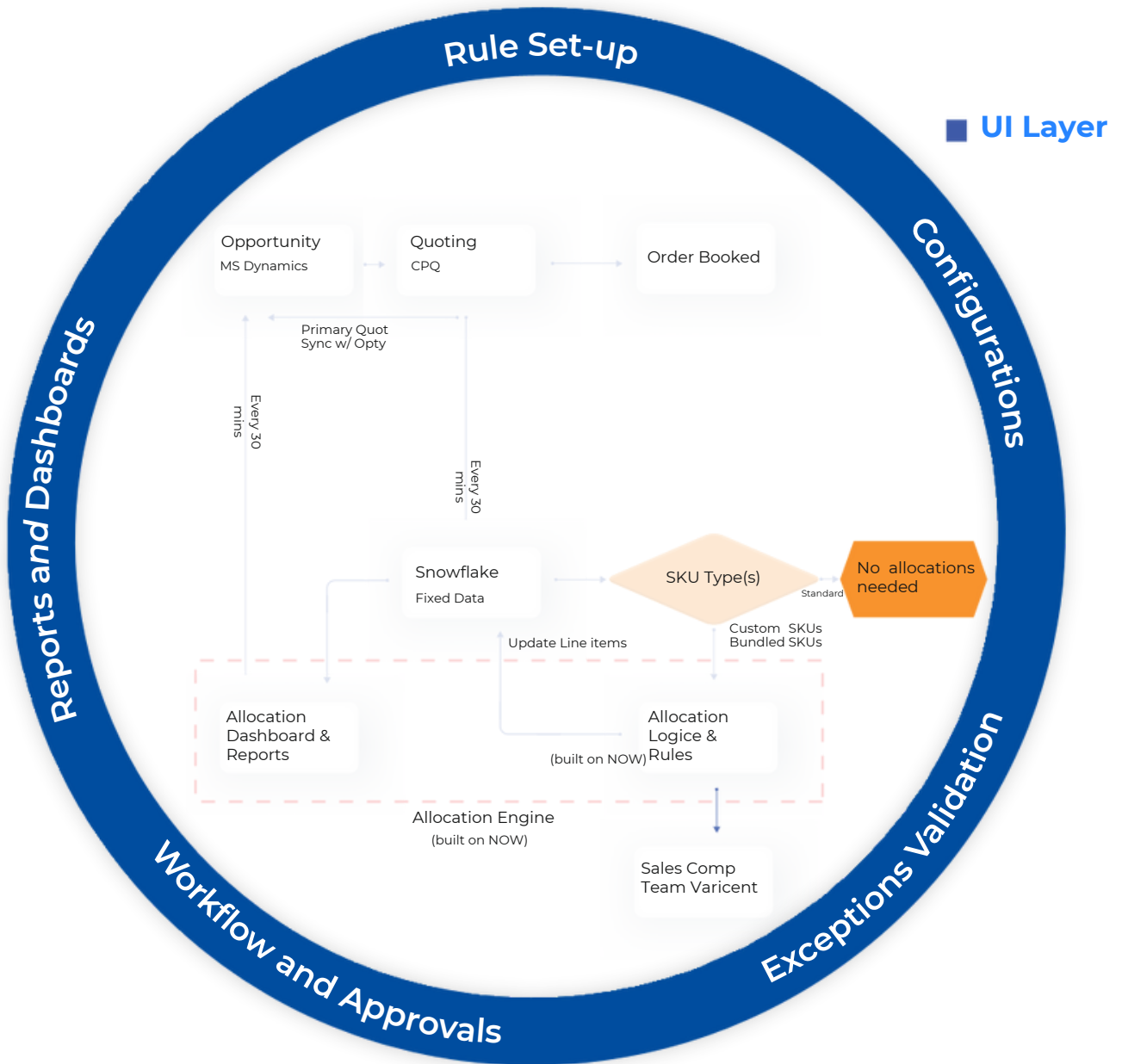
- Opportunity types considered for allocation - Renewals / Upsell / New Business
- Two ways of allocation – Standard & Historical
- In Standard allocation, we reference the products from the opportunity and capture the set split percentages
- In Historical allocation, we reference the customer history

Automation of Manual Allocations:

- Industry SKU and Custom SKU updates.
- Buying Program Suites automation
- Custom Now Buying Program
- Mega SKUs (Custom NBP)
- \$0 Services Carves
- SKU automation updates
- Split Adjustments

Workflow & Data Reports:

- Implemented allocation engine flow and the approvals for cases requiring manual repair.
- Dashboard reports in PowerBI with two levels drill down option to visualize the data.
- pulled and processed from SAP HANA



 **THE DEPEX SOLUTION HIGHLIGHT**

DEPEX leveraged this Revenue Allocation Engine to automate processes and appropriately assign a fair share of Annual Contract Value to each Business Unit whenever the client sells a multi-BU bundle. Our solution provides data integration with SAP HANA via Snowflake, which allows the transfer of data to the Allocation Dashboard & Reports and Allocation Logic & Rules. The Sales interaction data (Opportunity), and the quotes, are picked up by the Snowflake and fed into the allocation engine.

The Allocation Logic & Rules automates the data, which is constantly updated every 30 minutes, thereby enabling real-time visibility of the sales function.



THE CUSTOMER BENEFITS

This resulted in not only a faster, cheaper, accurate and automated allocation process but also a superlative self-serve experience. Here are few other benefits realized by the customer:

- Real-time allocation visibility of complex deals and pipeline forecasting for Solution Sales & Business Units.
- Scheduled Data sync significantly reduced manual data entry and related errors
- Quick decision-making aided by the summarized view of data in the form of dashboards
- Proper workflow implementation and a configurable engine reduced the calculation time.
- The automated rules-based solution reduced the manual errors and result in cost optimization.
- Streamlined workflows and improved turnaround time by 40% Allows operations team to engage in high-value work and reduce costs Enabled better forecasting and planning for quarterly goals and quotes, revenue allocation or service carve-out, solution, sales commissions/compensations, and BU P&L.

CONCLUSION:

The revenue Allocation Engine is a powerful tool that has helped the company overcome its revenue allocation challenges. By automating the process, the client has improved accuracy, efficiency, and visibility into revenue allocation. The company can now focus on delivering exceptional customer experiences and driving growth.

Case Study

Enterprise Solutions



Case 2: Digitization of Enterprise with SAP S/4HANA for a Leading Global Solar Energy Solutions Provider

The Client

The client is a large manufacturer of rigid thin-film modules or solar panels.

Business Challenges

The client's future aggressive growth plans required their systems to be more agile to respond faster. Their current processes lacked modern capabilities to provide real-time operational insights. They required timely strategizing for transforming their legacy model to a more disruptive technology framework, which could help them with faster revenue recognition.

Scope of Services

Being a SAP customer, the client decided to deploy SAP S/4HANA and leverage in-memory computing capabilities for transforming their business. **The following services were part of the scope:**

- S/4HANA transformation: ECC to S/4HANA Migration
- Custom Code remediation and performing tests to deliver migrated S/4HANA system
- Complete fit gap analysis of all business across R2R, O2C, S2P, P2P E2R
- SAP Fiori deployment and enablement

Solution Highlights

- Seamless S/4HANA migration
- Infrastructure and System Capacity recommendation
- Built ECC from existing production & Subsequent Installation of S/4HANA on to database and application server
- Performing pre/post conversion checks
- Executing system conversion from ECC to S/4HANA
- Set up of baseline Fiori apps

Business Benefits

- Big Leap towards digital transformation using S/4HANA
- Significant improvement in System Performance
- Simplified and Common business processes across Logistics and Finance • Seamless Data Exchange across Satellite system
- Next Gen User Experience – Ability of Any time, Anywhere Access

Overall Customer Value-Adds delivered

Record to Report

- Revenue Plan updation process automation
- Considerable effort saving for 200 projects with the help of an automated program that allowed customization of calculations and escalation schemas



Automation-led 30% Savings in overall time, effort and cost

- Security & GRC
- User access review process automation
- Manual effort to get access details from individual systems like SAP ECC, SRM & BPC of all the users and review has been automated



Supply Chain Management

- Reduction of IDOC incidents based on the repeated issues analysis

About Depex.

Depex Technologies Pvt. Ltd is a globally recognized IT firm with a decade-long expertise in SAP, Salesforce, Odoo, Microsoft Dynamics, Power BI, and various other cutting-edge technologies. With a robust presence in the global market, the company boasts a team of over 200+ engineers strategically located around the globe. Known for its proficiency in diverse tech stacks, Depex Technologies is committed to delivering innovative solutions and services in the ever-evolving landscape of enterprise software development.

For more information visit us at: www.depextechnologies.com or Email us at: info@depextechnologies.com