



Deloitte.



SAP Summit  
Your SAP S/4 Cloud Digital Core  
Journey and our Customer Stories

27 July 2021



# Speakers



**DAVE LANE**  
Director, Consulting  
Deloitte



**KENDAL HANNAN**  
Specialist Lead,  
Consulting  
Deloitte



# Deloitte.

## Deloitte ANZ SAP S/4HANA Clients

“The joint RPC/Deloitte Consulting team worked together efficiently and kept everyone on track to deliver on time and budget. This was a true example of an RPC core value: Teamwork.”

– Tony Caristo, Managing Director  
RPC Technologies Group

“The new system has enabled us to consolidate 3 different ERP systems onto one common platform and gain efficiencies in our reporting. The system provides a fully integrated solution including joint venture accounting which enable us to have common processes and procedures across our entire operations leading to better controls and governance.”

– Anthony Neilson, CFO  
Santos

SAP S/4HANA Cloud has enabled our team to streamline and improve transparency of data, while continuing to focus on the rapid growth of the business and delivering delightful experiences for our customers.”

– Cormac Denton, CFO  
Kāpura

“This is seen as a lighthouse project for the Winning Group, providing a group wide platform that will future proof the Australian operations”

– John Hanna, CTO  
Winning Group

“The desire to do things right the first time carried over to the software we chose to run our business and manage our team, and the partner who would implement it.”

– David Williams, CIO  
Barrenjoey Capital Partners



Mining



Constellation Brands



Off Shore



# Deloitte.



Energy



On Shore

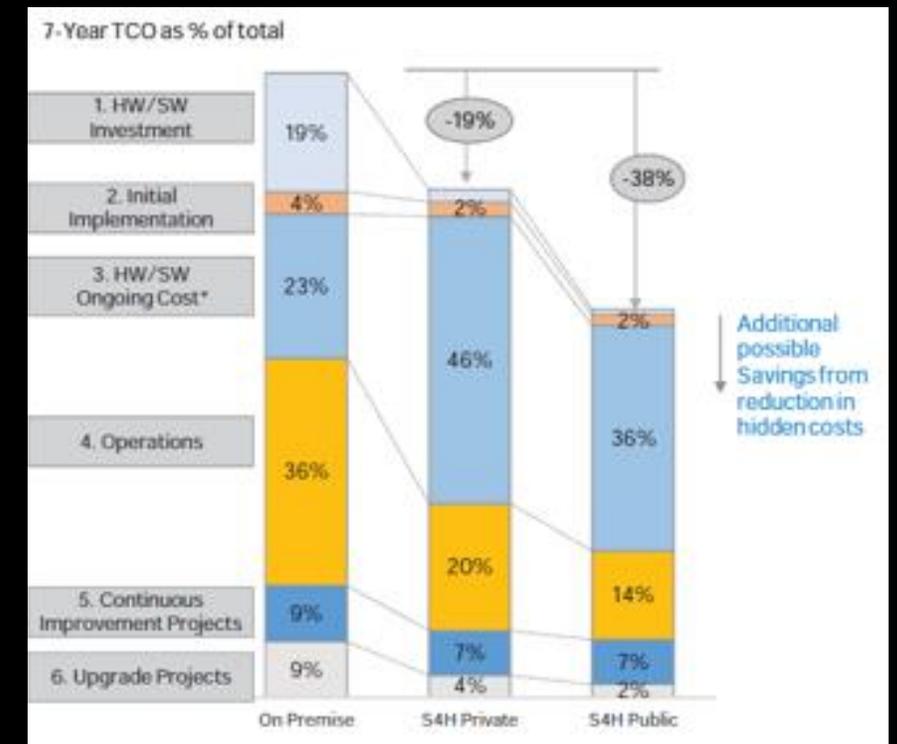


Recycling



# SAP S/4HANA Public Cloud - Why

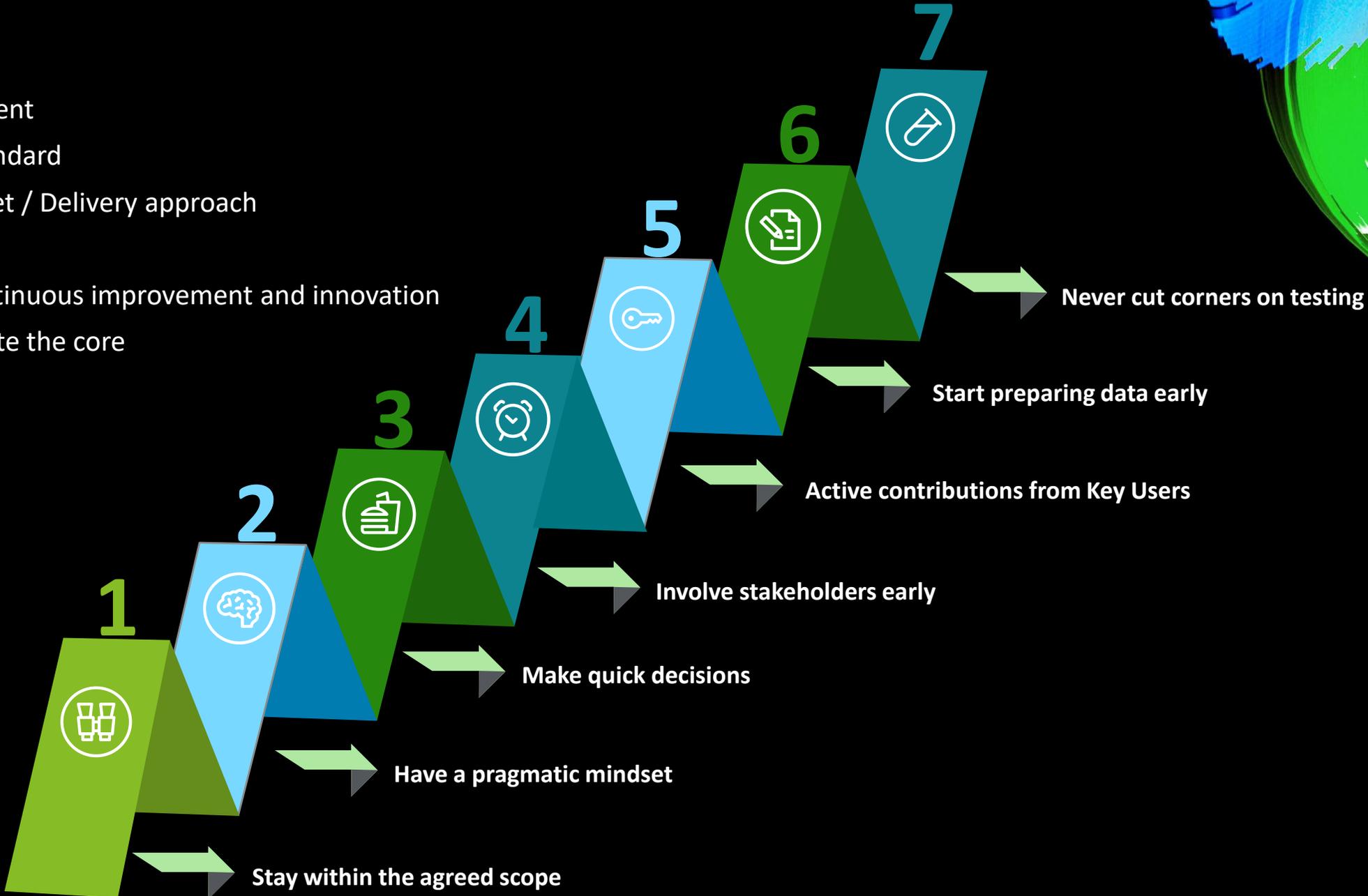
- ❑ Lower Total Cost of Ownership
- ❑ Faster time to value
- ❑ Standardization of process reduces operational inefficiencies
- ❑ Evergreen platform
- ❑ Modern architecture
- ❑ Constant innovation
- ❑ Ability to scale quickly
- ❑ Smaller delivery teams



# SAP S/4HANA Public Cloud – Barriers & Critical Success Factors

## Potential Barriers

- ❑ Change Management
- ❑ Acceptance of Standard
- ❑ Legacy ERP mindset / Delivery approach
- ❑ Legacy Landscape
- ❑ Not set up for continuous improvement and innovation
- ❑ Trying to complicate the core

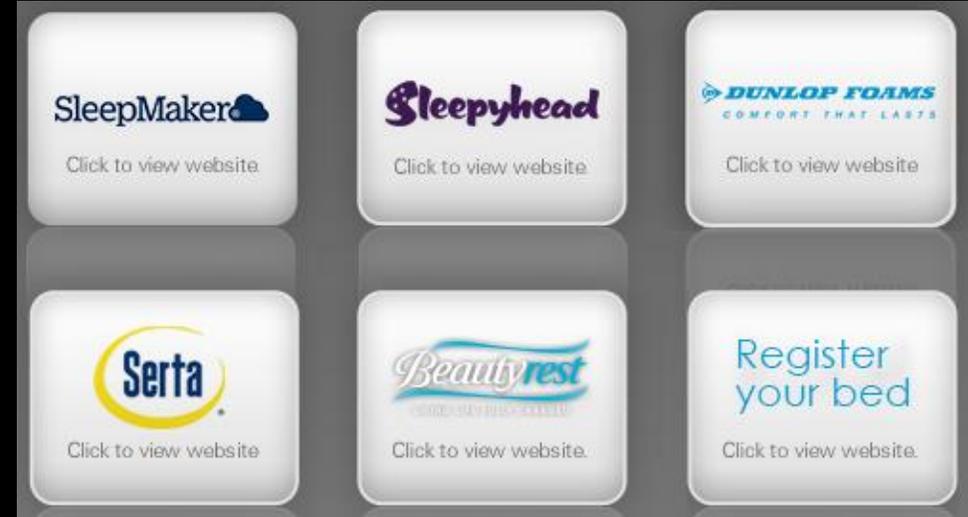


The background features a dynamic, abstract composition of thick, flowing lines in vibrant blue and lime green. These lines swirl and curve across the right side of the frame, creating a sense of motion and depth against a solid black background. The lines have a glossy, reflective quality, with highlights and shadows that give them a three-dimensional appearance.

# SAP S/4HANA Public Cloud Customer Stories

# Comfort Group

- Privately owned NZ business established in 1935
- Head Office based in Auckland
- Primarily a consumer goods manufacturing business
- Manufacture and distribute products across three main divisions:
  - Foam
  - Bedding
  - Flooring
- Revenue come from across NZ, Australia and APAC region



## S/4 Hana Public Cloud Journey

- Multi-country public cloud version
- Fully agile
- Delivery team 2-3
- Multiple phases across product lines

## SAP technology utilised

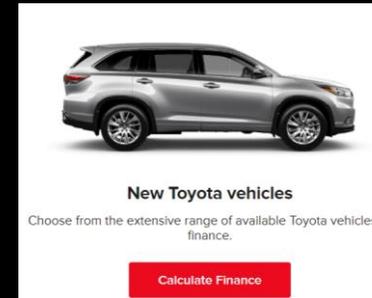
- S/4 HANA public cloud
- SAP Cloud Platform

# Toyota Financial Services

- Subsidiary of Toyota Motors Corporation
- Auckland based
- Primarily involved in automobile & boat Financing plus
- Fleet leasing
- Vehicle insurance

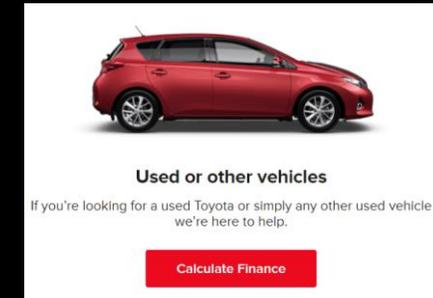
## S/4 Hana Public Cloud Journey

- FMIS solution plus procurement, single country S/4 Hana version
- Timeline from design to deploy MVP 5 months ( Nov 20 – Mar 21)
- Delivery Team Size 6
- Replaced an old ECC custom solution – upgraded to clean Public Cloud
- Leverage Deloitte accelerator to integrate with Concur for OCR and invoice matching.



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Calculate Finance



**Used or other vehicles**  
If you're looking for a used Toyota or simply any other used vehicle we're here to help.

Calculate Finance



**Boats and marine**  
Toyota marine finance can help you get out on the water faster.

Calculate Finance

## SAP technology utilised

- S/4 HANA public cloud
- SAP Cloud Platform Integration
- SAP Concur \*
- SAP SuccessFactors
- Qualtrics

# Constellation Brands New Zealand

- Fortune 500® company Constellation Brands Inc (NYSE: STZ and STZ.B) is a leading international producer and marketer of beer, wine and spirits with operations in NZ, the U.S., Mexico, and Italy.
- Its subsidiary, Constellation Brands NZ is headquartered in Auckland with vineyards, wineries and operational sites across NZ and offshore teams in Australia, Asia and Canada.
- It grows, produces and sells New Zealand and international wine brands for both domestic and export markets, including established New Zealand brands like Kim Crawford, Selaks & Crafters Union.

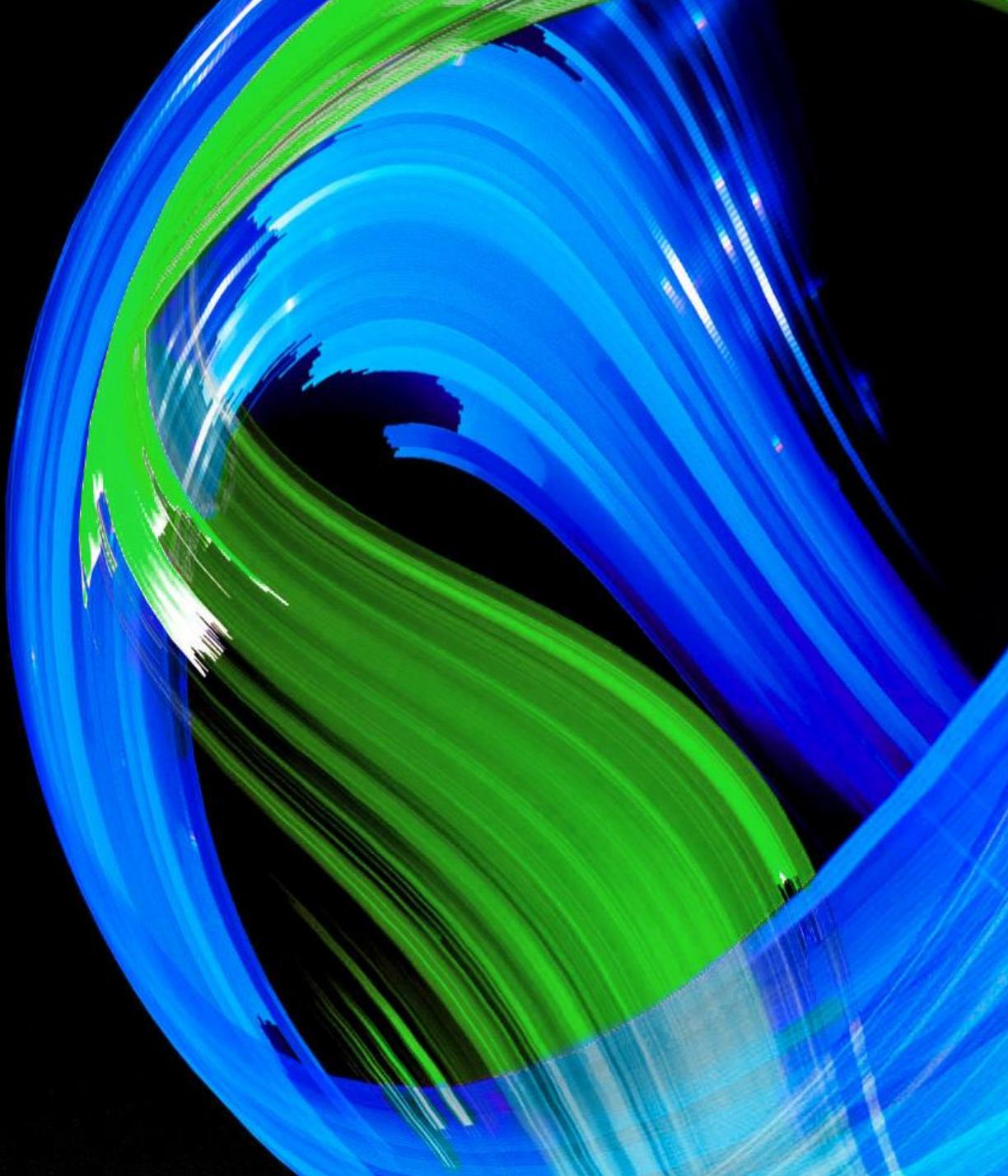


## S/4 Hana Public Cloud Journey

- Two Tier Implementation ( US parent migrating to S/4 Hana On Premise)
- Multi-country public cloud version
- Timeline from design to deploy for MVP 8 month (July 2020-Feb-2021)
- Deloitte delivery team ~8-10 people
- Ariba supplier portal to manage supplier self service integration with S/4 Core.
- Leveraging RPA from quarterly releases to drive innovation and process improvement

## SAP technology utilised

- S/4 HANA public cloud
- SAP Cloud Platform
- SAP Business Technology Platform (RPA)
- SAP Concur
- SAP Ariba/CIG
- SAP Multibank Connectivity

An abstract graphic on the right side of the slide, featuring thick, flowing, and overlapping lines in vibrant blue and lime green colors. The lines curve and swirl, creating a sense of motion and energy against a solid black background.

# SAP S/4HANA Public Cloud Journey to a Kinetic Enterprise

The background features a dynamic, abstract composition of thick, overlapping brushstrokes in vibrant blue and lime green. These strokes are set against a solid black background, creating a sense of movement and depth. The strokes are curved and layered, with some appearing more prominent than others, giving the overall effect a textured, almost three-dimensional quality.

QUESTIONS?



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