

Unlocking the Full Potential
of Your SAP Program



MAXIMIZING BUSINESS VALUE WITH TNP'S SAP SERVICES

CIO ADVISORY
SAP Advisory

For over 15 years, TNP Consultants has been a trusted partner, guiding its clients through a wide array of structural transformations, including operational, IT, digital, regulatory, cybersecurity, and data protection.

We support CIOs, CDOs, CFOs, and CEOs in analyzing the value proposition of SAP's offerings. In an ever-changing landscape, achieving accelerated value necessitates exceptional flexibility. Conventional change methods fall short. Instead, companies must adopt innovative strategies to become agile, staying ahead of rapid shifts to remain relevant and thrive.

Your Challenges

Adopting an effective deployment roadmap (Brownfield/Greenfield): Create a well-defined deployment roadmap that outlines the approach for both brownfield and greenfield implementations, considering specific business needs and process requirements.

Securing project delivery and monitoring KPIs: Ensure secure and successful project delivery while monitoring relevant business indicators to track project progress and align with business objectives.

Implementing best-in-class processes and reducing technical debt: Support best-in-class processes, streamline operations, and address accumulated technical debt to improve overall efficiency.

Improving user experience and leveraging an integrated data strategy: Add value to the business by improving the user experience and optimizing data processing through the implementation of an integrated data strategy.

Driving user adoption of the new system: Ensure successful user adoption through effective change management approaches, user training, and communication strategies for the new system.

Migrating to cloud-based infrastructure and technologies: Plan and execute a seamless migration to cloud-based infrastructure and benefit from scalability, flexibility, and cost-effectiveness.

Incorporating new IT business models and post-Go-Live Run operations: Adopt effective IT business models and optimize efficient run strategies to ensure long-term sustainability and cost-effectiveness.



How We Can Help You

At TNP, we understand the challenges that companies face when embarking on SAP programs, and we are here to help. With our expertise in maximizing business value, we provide tailored solutions and support to overcome these challenges and achieve successful outcomes in your SAP journey.

Maximizing business value

- Efficient and integrated general design and scoping
- Integration partner selection
- Process mining scoping and implementation
- Technical and functional SAP S/4 deployment expertise

Securing project security and governance

- Program management support
- Risk management and assessment
- Quality assessment KPIs and toolkits
- Design authority expertise

Ensuring successful project phases

- Driving the project methodology and approach
- Assisting in project planning, scoping, and execution
- Monitoring project progress
- Identifying potential bottlenecks

Driving user adoption

- Designing and implementing efficient change management strategies
- Engaging end-users early in the change management process
- Build a change management network among the business collaborators
- Identify impacts and build tailored-made training and communication plans

Our Offerings with SAP

Define your SAP S/4HANA roadmap

Shape your S/4HANA migration strategy and build a digital roadmap aligned with industry trends, your business initiatives (mergers, acquisitions, new offerings, SAP consolidation, etc.), and your cloud migration plan.

Adopt tailored business solutions through a «best of breed» approach

Identify, promote, and implement digital solutions that optimize operational efficiency (e.g., accelerating omnichannel transformation using best-of-breed solutions in the retail industry), ensuring seamless integration with your ERP system.

Monitor and support your SAP projects' delivery

Ensure the successful and secure delivery of your SAP and best-of-breed ERP transformation projects through our comprehensive program management services, change management expertise, and project owner assistance.

Optimize your operational efficiency and generate revenue with process mining

Analyze your process performance and identify bottlenecks in SAP (such as variants and specific impacts) to enhance operational efficiency (reducing time to market, automation, etc.) and design innovative operational models using process mining. Leveraging SAP and non-SAP data sources, this approach also utilizes data science to generate additional revenue opportunities.

TNP: Your Trusted Partner for SAP Transformation



+15 YEARS EXCELLING IN SAP TRANSFORMATION AS VALUED STRATEGIC SAP PARTNER



CERTIFIED IN SALES, PURCHASING, PRODUCTION, FINANCE, SAP ACTIVATE, ANALYTICS, ETC.



BACKED BY VARIOUS SAP REFERENCES IN ALL INDUSTRIES



COMPLEMENTARY COLLABORATION OF SAP EXPERTS AND AGNOSTIC EXPERTS



OUR DNA IS FOCUSED ON ADDED VALUE FOR CUSTOMERS

Case Studies



MBDA

MBDA is a joint venture of the three European leaders in aerospace and defense: Airbus, BAE Systems and Leonardo. With a revenue of €4.2B revenue, it is the only integrated defense company to provide missiles and missile systems for each branch of the armed forces (air, sea, land). MBDA is a multi-national group with more than 14.000 employees working together across France, Germany, Italy, Spain and the UK.

Challenges

The IMPACT Project is a SAP S/4 transformation program, aiming to unify and simplify business processes across MBDA companies by leveraging SAP S/4 HANA capabilities. The project involves deploying a first release that supports unified finance and indirect procurement processes, along with a centralized master data governance system. A common template with processes shared by national companies (France, UK, Italy) has to be built and deployed to manage customer projects and production.

Our Added Value

- Involved alongside MBDA Program leadership team as release manager and PMO to ensure the monitoring of the program phases and the activities of the different teams: integrator, internal IS and business team.
- Deployed our SAP and business knowledge in procurement, warehouse management, and business project management to assist MBDA in defining target processes.
- Led the design authority to ensure optimal design of the solution taking into account business requirements and strict WRICEF policy.



COURIR

Courir is the market leader in athletic shoes in France, with over 250 stores in mainland France. As of December 31, 2019, the Courir chain had 278 stores in Europe and has accelerated its international development since 2018 in Spain, Belgium and Portugal.

The brand is also present in French territories outside Europe through master franchises, including Reunion Island, French Guiana, North Africa and the Middle East.

Challenges

The company aimed to enhance its omnichannel offerings by introducing Click&Collect services and Ship from Store capabilities.

This entailed the implementation of an Order Management System (OMS) and the replacement of the current cash register system to cater to international deployment needs.

Our Added Value

- Operational project management, ensuring effective budget control.
- Streamlined the two projects to minimize disruption for store teams.
- Delivered functional batches to facilitate smooth project execution.

Our clients

Maximize business value

AIGLE
1853

CEVA
LOGISTICS

EDF

elegen
Empowering a sustainable world

misfat
FILTRATION

Pernod Ricard

Société
du Grand
Paris

sodexo

TOYOTA

Ensuring project security and governance

ARVAL
BNP PARIBAS GROUP

BALENCIAGA

cfao

COURIR

invivo

MBDA
MISSILE SYSTEMS

Société
du Grand
Paris

Luxury Goods



KERING

A global luxury group, Kering manages the development of a series of renowned Houses in Fashion, Leather Goods and Jewelry: Gucci, Saint Laurent, Bottega Veneta, Balenciaga, Alexander McQueen, Brioni, Boucheron, Pomellato, DoDo, Qeelin, as well as Kering Eyewear. Kering has a dynamic and diverse workforce of more than 47,000 employees worldwide and delivered a revenue of €20.4 billion in 2022 - making the Group a leading player in the luxury industry.

Challenges

The luxury group embarked on a global SAP deployment project covering functions such as offer, supply chain, sales, and finance. The new SAP Core Model is set to be utilized across all brands within the group. The project involved establishing a transversal logistics platform for brands, centralizing restocking operations for web sales, own shops, and B2B customers.

Our Added Value

- Providing Kering Comex with clear visibility into the program's progress.
- Coordinating project team activities between Italy and France.
- Ensuring the timely launch of the Trecate platform.
- Securing and meeting the delivery schedule of the 160 interfaces integrated into the program.

Energy



EDF

EDF (Électricité de France) is a global, integrated energy company, one of the world's largest electricity producers, and the largest renewable energy producer in Europe. With 140 GW of generation capacity across more than 30 countries, EDF generates, transports, distributes and sells electricity to 38 million customers worldwide, and most of that electricity has low or no carbon emissions.

Challenges

The objective of the ProMiCe Project (Process Mining Celonis) is to analyze the operational performance of EDF Commerce's billing processes, identify process variants to evaluate the impact of returning to the SAP S/4 standard, and determine migration options (greenfield, brownfield) for existing SAP specific objects (ECC6).

Our Added Value

TNP brought value to the financial challenges associated with migrating from EDF to SAP S/4 for Utilities by employing modeling and statistical analysis of variants on SAP ISU for cyclical invoicing (32 million transactions/year, 90% volume). Our focus lied in three key areas:

- Working Capital Management (BFR)
- Productivity enhancement
- Returning to S/4 Standard

Driving user adoption



★ Heineken

MBDA



Société
du Grand
Paris

Ensuring successful project phases



Three business lines for tackling our clients' current and future challenges



Digital Transformation: from the customer experience to data centrality

Our digital services unit guides companies through their transition to digital operations, whether that means transforming and streamlining their business model, digitizing their customer experience or adopting market solutions – always with a core focus on digital trust (data protection, cyber risks, ethics, etc.).

Our Digital Factory in India covers a wide range of topics, including data, automation, and software development.



Strategy and Operational Excellence

In order to provide effective and competitive strategic guidance in all of the sectors in which we operate, whatever the challenge they face, our Strategy and Operational Excellence unit is composed of consultants with in-depth knowledge of their industry and a thorough understanding of strategic support services.

Our clients gain access to the full range of methodologies, accelerators and benchmarkings that we have developed internally for each of the business sectors where we operate.

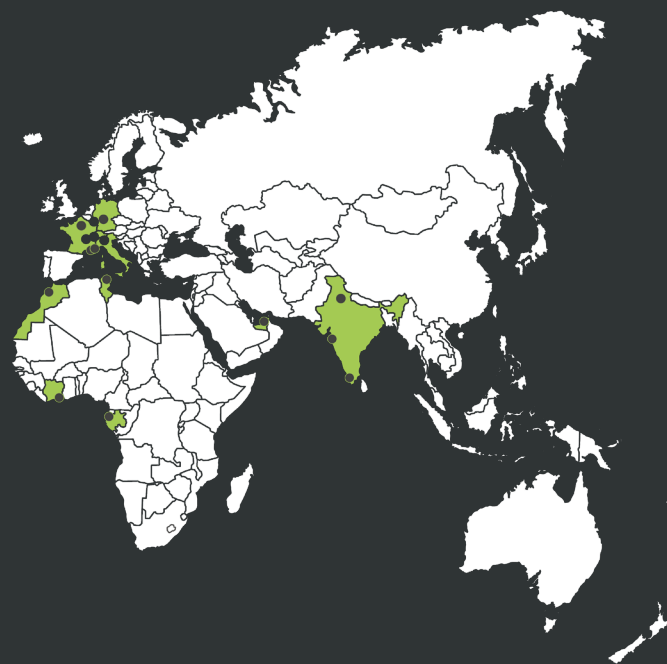




Sustainability, Finance, Risk, Regulation

Sustainability is at the heart of our operations and we have developed a strong know-how around sustainable transformation in order to meet the challenges of today and tomorrow: defining and operating these transformations as well as new performance management methods to meet the expectations of all stakeholders and regulatory changes in the area of ESG.

Our SF2R unit provides services to finance and management control divisions and risk and compliance units as well as administrative departments from every industry. Our teams review action plans for compliance with new regulations to ensure they are optimally efficient and cost-effective. Our teams are continually monitoring the latest regulatory developments as well as best practice, and conducts regular benchmarking exercises.



TNP operates in three strategic regions of the world

Western Europe

Paris, Lyon, Marseille, Monaco, Luxembourg, Milan, Geneva and Frankfurt

North and West Africa

Casablanca, Abidjan, Tunis and Libreville

India and the Middle East

Cochin, Mumbai, Delhi and Dubai

About TNP Consultants

Created in 2007, TNP is an independent and hybrid French consulting firm specializing in operational, regulatory, and digital transformations. With offices in Europe (France, Monaco, Italy, Luxembourg, Germany, Switzerland), Africa (Morocco, Ivory Coast, Gabon), India and the Middle East (UAE), TNP is involved in various dimensions and regulatory, operational strategy, information system, business and human capital and projects in many industries such as: banking, insurance, public sector and healthcare, transport and logistics, industry, energy, and retail. Today, TNP employs 750 staff and consultants for a worldwide turnover of 100 million euros.



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