



# ORIGEN TECH

**S/4 HANA Origen Solution as a Service (SOaaS)**

# ORIGEN TECH: ABOUT US.



**Unwavering  
Commitment to Quality**



**Extensive SAP ERP  
Experience and Capability**



**Deep Localization Expertise  
across US, LATAM & Brazil**



**A Culture of Collaboration  
and Client-centricity**

Founded in 2012. Tier 1 SAP Solutions provider, US-based global SAP consulting, products and solution development company focused on helping MNC's with their compliance and localization needs in the United States, Brazil & Latin America.

- ❖ VAR, Service, Solution and Co-Innovation SAP Partner
- ❖ SAP PartnerEdge
- ❖ SAP PMC (Partner Managed Cloud)
- ❖ Partner for the Origen Brazil Hana Tax Solution (SAP TDF)
- ❖ Strategic SAP COIL (Co-Innovation Labs)
- ❖ Partner with SAP Labs, Inc.

- ❖ Go-To-Market with SAP for:
  - ❖ S/4HANA Implementations
  - ❖ SAP Nota Fiscal Eletronica (SAP DRC / GRC NF-e)
  - ❖ SAP Global Trade System (GTS) – Localized instances for USA & Latin America (Solution as a Service)
  - ❖ SAP Document & Reporting Compliance

## BUSINESS & TECHNOLOGIES TRANSFORMATION ADVISORS

With headquarters strategically located in Miami, USA, **ORIGEN TECHNOLOGIES** has also presence in the main economies in Latin America

### Our Footprint – US & LAC



OUR CLIENTS



# ORIGEN TECH: PORTFOLIO OF SERVICES, PRODUCTS AND SOLUTION.

BUSINESS MODEL	PROJECT DRIVEN - INSTALLED BASE				SOLaaS			
BUSINESS DIVISION	Enterprise Consulting	Compliance		Managed Services	Cloud Platforms (Powered by SAP)			
LINE OF BUSINESS	ERP – ECC & S/4 HANA	Statutory	Localization	AMS	S/4 HANA	SAP GTS	SAP DRC/TDF	AI Digital Optimization
SOLUTIONS	<ul style="list-style-type: none"> <li>➤ Cloud (AWS)</li> <li>➤ SAP Rollouts</li> <li>➤ ECC UX Fiori Upgrade</li> <li>➤ S/4 HANA Upgrades</li> <li>➤ BTP Services</li> </ul>	<ul style="list-style-type: none"> <li>➤ Document &amp; Reporting Compliance</li> <li>➤ Tax, Legal &amp; Fiscal / TDF</li> <li>➤ SAP and Invoicing</li> <li>➤ SAP GRC NF-e for Brazil</li> </ul>	<ul style="list-style-type: none"> <li>➤ SAP BR Localization</li> <li>➤ SAP LATAM Localization</li> <li>➤ SAP GTS</li> </ul>	<ul style="list-style-type: none"> <li>➤ SAP Nearshore AMS for USA</li> <li>➤ SAP Application Maintenance &amp; Support (LATAM/Brazil)</li> <li>➤ SAP AMS Safe Harbor for LATAM &amp; Brazil</li> </ul>	<ul style="list-style-type: none"> <li>➤ Net New Accounts</li> <li>➤ Upgrades</li> <li>➤ Transformation</li> </ul>	<ul style="list-style-type: none"> <li>➤ SAP GTS for US</li> <li>➤ SAP GTS for MX</li> <li>➤ SAP GTS for BR</li> </ul>	<ul style="list-style-type: none"> <li>➤ DRC/TDF Brazil</li> </ul>	<ul style="list-style-type: none"> <li>➤ Supply Chain Optimization</li> <li>➤ Financial Optimization</li> </ul>



# ORIGEN TECH: About SAP: The world largest provider of Enterprise Application Software.



**400.000**

Around 400K Customers Worldwide



**50.000**

Customers in Mexico and Latam



**15.000**

Customers in Brazil

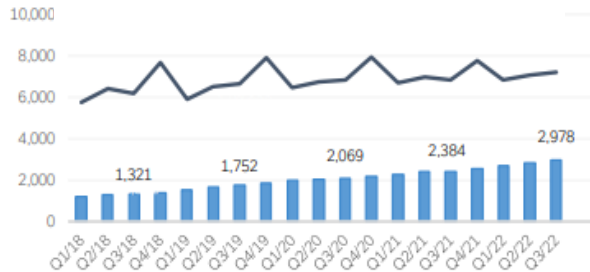


**80%**

Approximately 80% of SAP's customers are SME

## SAP's Cloud Growth

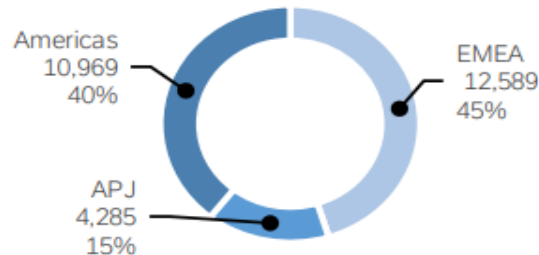
in € million at constant currencies



## Revenue by region FY2021

€ m, non-IFRS / share of total rev. in %

Revenue by region FY2021  
(€ m, non-IFRS / share of total rev. in %)



## Revenue - FY2021 (non-IFRS, growth rates @cc)

Cloud revenue	€9.42b (+ 19%)
Cloud and software revenue	€24.05b (+ 5%)
Total revenue	€27.84b (+ 3%)

## Revenue - 03/2022 (non-IFRS, growth rates @cc)

Cloud revenue	€3.29b (+25%)
Cloud and software revenue	€6.71b (+ 5%)
Total revenue	€7.84b (+5%)

## Top Cloud Vendor

- ❖ Cloud user base: >250m users
- ❖ Cloud infrastructure: Choice across hyperscale cloud vendors (Alibaba, Amazon, Google, Microsoft) and SAP

- ❖ SAP customers generates 87% of total global commerce
- ❖ 99 of the 100 largest companies in the world are SAP Customers
- ❖ 97 of the 100 greenest companies in the world run SAP
- ❖ 85 of the 100 largest companies in the world are SAP: S/4HANA customers



SAP Global Communications (October 25, 2022)

# SAP: The World's Largest Provider of Enterprise Application Software

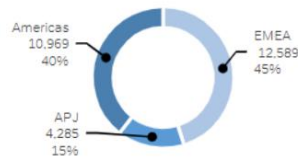
## Customers

- SAP customers generate 87% of total global commerce (\$46 trillion)
- 99 of the 100 largest companies in the world are SAP customers
- 97 of the 100 greenest companies in the world run SAP
- 85 of the 100 largest companies in the world are SAP S/4HANA customers
- Approximately 80% of SAP's customers are SME

## Financials

Revenue – FY2021 (non-IFRS, growth rates @cc)	
Cloud revenue	€9.42b (+ 19%)
Cloud and software revenue	€24.08b (+ 5%)
Total revenue	€27.84b (+ 3%)
Revenue – Q3/2022 (non-IFRS, growth rates @cc)	
Cloud revenue	€3.29b (+25%)
Cloud and software revenue	€6.71b (+ 5%)
Total revenue	€7.84b (+5%)

Revenue by region FY2021  
(€ m, non-IFRS / share of total rev. in %)



Outlook 2022 (non-IFRS@cc), updated Oct. 25, 2022

Cloud revenue	€11.55b to €11.85b
Cloud and software revenue	€25.0b to €25.5b
Operating profit	€7.6b to 7.9b
Share of predictable revenue (total of cloud subs. and support rev. and software support rev.)	approx. 78%
Free cash flow	approx. €4.5b
Ambition 2025 (non-IFRS)	
Cloud revenue	>€22b
Total revenue	>€36b
Operating profit	>€11.5b
Share of more predictable revenue	Approx. 85%
Free cash flow	~€8b

## Strategy

- SAP is committed to enabling every enterprise to become intelligent, networked and sustainable – bringing together the solutions, technology and best practices needed to run integrated, digital business processes in the cloud.

## Market Position

### Enterprise Application Software

- SAP is a market share leader in enterprise applications software, enterprise resource management applications, supply chain mgmt. applications, procurement applications software, travel and expense mgmt. software, and enterprise resource planning software acc. to IDC
- Broadest portfolio of modular and suite solutions available on premise, in the cloud and hybrid

### Top Cloud Vendor

- Cloud user base: >250m users
- Cloud infrastructure: Choice across hyperscale cloud vendors (Alibaba, Amazon, Google, Microsoft) and SAP
- Largest cloud portfolio: >100 solutions for all lines-of-business (LoB) as well as software suites
- 235m people use SAP SuccessFactors solutions
- 66 data centers in 35 locations in 16 countries
- SAP Digital Commerce for online SAP and partner offerings >267,000 orders from >180 countries

## Innovation

- R&D expense ratio: 18.3% (Non-IFRS; R&D expense as % of total revenue) for YTD/2022
- R&D headcount (FTE): 34,129 at 9/30/2022, equaling 30.3% of total headcount
- >100 development locations worldwide
- 20 development centers worldwide (SAP Labs)
- 17 Co-Innovation Labs locations worldwide
- 10 SAP Innovation Center Network locations
- >23,800 SAP partner companies in >140 countries
- Sapphire Ventures: Invested in >170 IT startups, >75 IPOs and M&A exits since 2011
  - Manages >\$10.2 billion USD in assets under man.
  - Operates independently from SAP
  - Provides SAP with early access to innovations
- Support for >500 external and internal startups
- openSAP: >1.5m unique learners, 6.5m enrollments
- Artificial Intelligence (AI) and robotic process automation: >300 innovations in SAP's applications

### SAP Business Technology Platform (SAP BTP)

- Unified cloud PaaS-environment optimized for SAP

## SAP's End-to-End Solutions

### Applications, Technology & Services

- Packaged solutions for 25 industries and 12 lines-of-business: on premise, cloud, hybrid
- RISE with SAP: end to end business transformation in the cloud. Integrated solutions with single accountability, from infrastructure to applications
- SAP S/4HANA: Market-leading intelligent ERP, delivered with intelligent capabilities and best practices for every industry, available in the cloud or any-premise
- SAP Digital Supply Chain solutions help customers achieve a resilient and sustainable supply chain, increasing productivity, improving connectivity with network collaboration, running sustainable business practices
- SAP SuccessFactors solutions support 45 languages. SAP SuccessFactors Employee Central localized for 102 countries and territories, with >5,400 customers
- SAP Customer Experience delivers intelligent customer engagement solutions for customer data with built-in identity and consent, commerce, marketing, service, and sales to enable end-to-end experiences
  - Commerce Cloud: customers in >70 countries
  - Customer Data Cloud: 3.2b identities, 15b consent records
  - Sales & Service Cloud: >4b customer records and interactions
  - Emarsys: 149b personalized messages in 2021
- SAP Intelligent Spend Management and Business Network:
  - SAP Ariba: connecting procurement from source to pay
  - SAP Fieldglass: >1.28 million new workers added in Q3
  - SAP Concur: >80 million end users
- SAP Business Network is trusted by millions of companies in 190 countries to handle \$4.9tn in annual commerce and >730m B2B transactions
- Industry Cloud Solutions foster business transformation by extending SAP S/4HANA, SAP's LoB Cloud solutions and SAP Business Network with industry next practices
- Services and Support enable the Intelligent Enterprise and guard customer business value: foundational tools and services, curated content, real-time and mission-critical support, innovation, insights, training and enablement

### Qualtrics

- Qualtrics' experience management software drives customer loyalty, employee engagement, brand and product quality. >16,750 organizations use Qualtrics

### Other

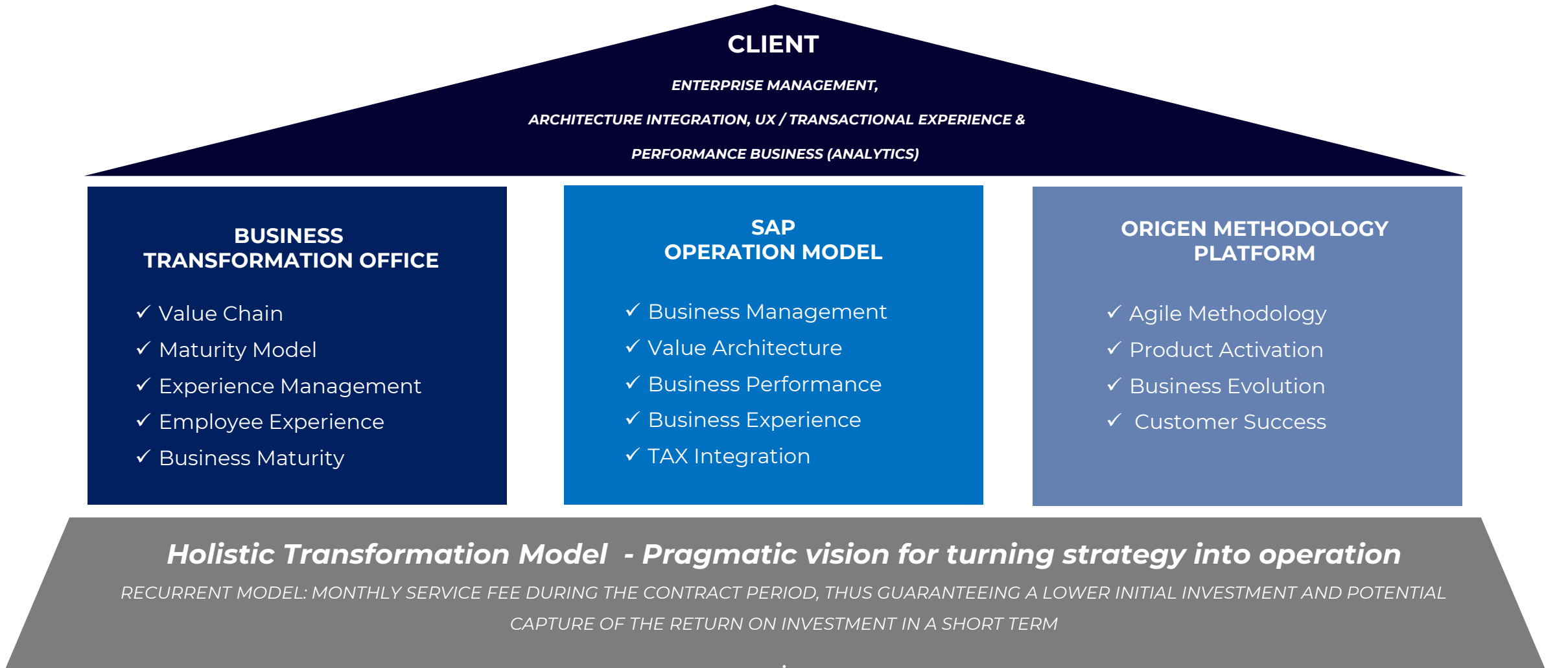
- SAP Signavio Process Transformation: process modeling, analysis and mining; governance; automated execution
- Taulia: leading working capital management solutions
- Sustainability: growing product portfolio

# ORIGEN TECH

## Solution Overview & Benefits

# ORIGEN TECH: SOLUTION AS A SERVICE - SOLaaS.

FOCUS ON SUPPORTING COMPANIES TOWARDS BETTER CORPORATE MANAGEMENT





# ORIGEN TECH: HOW CAN ORIGEN HELP COMPANIES WITH OPERATIONS IN US/BRAZIL/LATAM?

By providing a Solution as a Service (SOLaaS) powered by SAP S/4 HANA, Origen can deliver the following packages with all the localizations needed to do business in these countries - USA, Brazil, Mexico, Peru, Colombia, Chile and Argentina.

## Business

- ❖ Run the business on the most advanced Enterprise Resource Planning software worldwide
- ❖ Endless possibilities of integrating to the lead technologies in all segments of innovation IoT, ML, AI
- ❖ Lower TCO
- ❖ Improve overall operations by adopting market leader and proven best practices embedded in SAP
- ❖ Ability to grow the company and operate on any country, language, currency, with standard SAP functionality

## SOLaaS

- ❖ Customized provisioning including installation, configuration and deployment to Customer's business and technical requirements
- ❖ SAP Cloud Landscape SAP S4 production, QA, and development servers.
- ❖ SAP S4 software application
- ❖ SAP S4 licenses
- ❖ Annual license maintenance for SAP S4
- ❖ Application maintenance and functional support
- ❖ Hosting and Infrastructure Maintenance.



# ORIGEN TECH: THE BENEFITS OF THE ORIGEN SAP S/4 SOLUTION AS A SERVICE PROGRAM.

## FOCUS ON CLIENT'S CORE BUSINESS

Enables customer to spend less time and energy building and maintaining IT systems. Let human assets do what they do best – focus on innovation, delivering quality products, and providing superior customer service

## LOWER TOTAL COST OF OWNERSHIP

Instead of hiring their own dedicated staff and IT infrastructure, this offering allows customers to lower their total cost of ownership by leveraging the expertise, centralized resources, and scale that Origen can provide via combined offerings

## REDUCE RISK

Helps the customer mitigate the uncertainty of anticipating future software usage requirements and operating costs. They can gain predictability and control by consolidating software, hardware, and support costs into a single, per-user, monthly subscription fee

## IMPROVE CASH FLOW

Helps avoid up-front cost impact on cash flow and balance sheet with lengthy approval cycles associated with CAPEX investments. Pay as you go using operating expense budget to free up cash and maintain the financial agility for business needs.

## ACCELERATED TIME TO VALUE

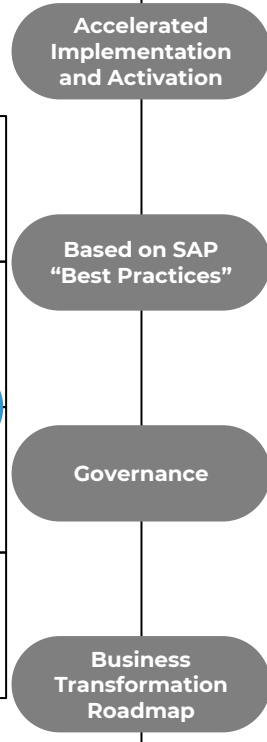
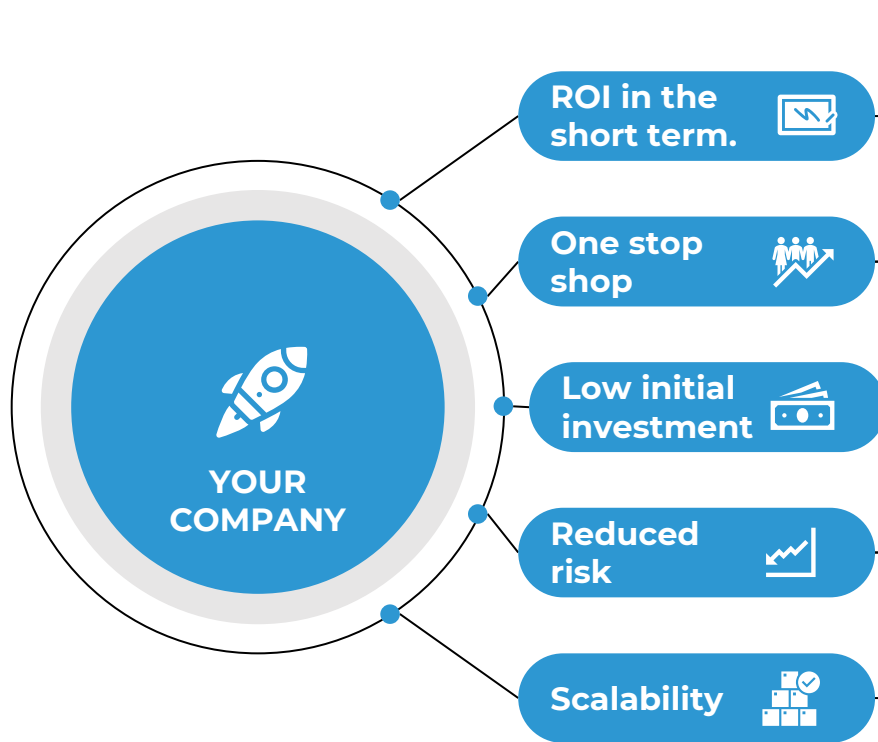
Rapid deployment capabilities allows the customer to take advantage of the core competencies and infrastructure maintained by Origen to start realizing business value faster.

## RUN CURRENT / UO TO DATE

The customer will never fall behind on the latest fixes, enhancements, and innovative features of SAP software. Origen can help ensure most current and updated technology provided by SAP.

# SAP - ORIGEN – SOLaaS

## THE BEST CUSTOMER CHOICE



### Why SAP?

- 99 of the 100 largest companies in the world are SAP customers.
- 85% of the largest companies in the world use S/4HANA
- Market share leader in enterprise application software, resource management and ERP, according to IDC

### Why Origen?

- Tier 1, US-Based SAP consulting, products and solution development company.
- Large portfolio of MNC accounts.
- Vast experience in compliance and localization needs in US, Brazil & LATAM.
- Extensive experience and solid technical expertise in SAP S/4HANA Solution and implementation.
- Owns usage rights from SAP.
- Provides application, implementation, management, and support services.
- Customer cultural alignment

### Why SOLaaS?

- Framed in a package that includes the SAP License, infrastructure, services, sustainability and support, all delivered in a subscription under a flexible financial model.
- Available for medium and large sized companies.
- Customized provisioning including installation, configuration and deployment to Customer's business and technical requirements .
- Add SOLaaS 4/TAX - SAP tax management solution
- Add SOLaaS 4/GTS - SAP Global Trade Services solution for international Commerce.

### Your Wins!

- Grow and Operate in any country, language and currency with standard SAP functionalities
- Convert CAPEX into OPEX and save.
- Endless possibilities of integrating to the lead technologies in all segments of innovation, IOT, ML, AI.
- Holistic Transformation Model with our BTO for correct business transformation map, based on industry best practices
- Lower TCO and optimize Cash Flow
- Sustainability, Run Current / Up to Date
- Improve overall operations

# ORIGEN TECH

## SAP S/4HANA SOLaas

The True Cloud and subscription-based SAP S/4HANA solution available for both medium and large sized companies.



Secure, cost-effective, and scalable cloud infrastructure and services

ORIGEN TECH

# ORIGEN TECH: SOLaaS ADDED VALUE PROPOSITION.

## SAP Journey is customer-centric

The methodology inserted in this journey is Product Market Fit (PMT). This methodology analyzes the main customer pain points, modeling ORIGEN's offerings and operations to map and address those pain points. The other insight in this methodology is the validation that the relevant sales channels can distribute the offerings in the market with the monetization rules and keeping the focus to meet the customer's investment and budget scenarios.

## Origen Tech Digital Transformation Framework

By applying the Digital Transformation Framework, our clients will achieve the following Business Impacts:

### ✓ Business Value Added

- ❖ Operational Efficiency
- ❖ Cost Reduction
- ❖ Increased Revenues
- ❖ Impact on People

### ✓ Governance & Compliance

- ❖ Risk Management
- ❖ Benefits of Growth
- ❖ Cost Impact
- ❖ Business Collaboration

### ✓ Digital Innovation

- ❖ Impact of Growth
- ❖ Cost Reduction

### ✓ Business Stability

- ❖ Restarting the Business Model
- ❖ Cost Reduction
- ❖ Promotes Growth

### ✓ Business Sustainability

- ❖ Always Up to Date
- ❖ Hypercare
- ❖ Impact on people

### ✓ Business Transformation Office (BTO)

- ❖ Delivery Platform

# ORIGEN TECH: S/4 SOLUTION AS A SERVICE OFFER FOR SMB MARKET.

**SAP S/4 HANA**

## Origen Tech Provides

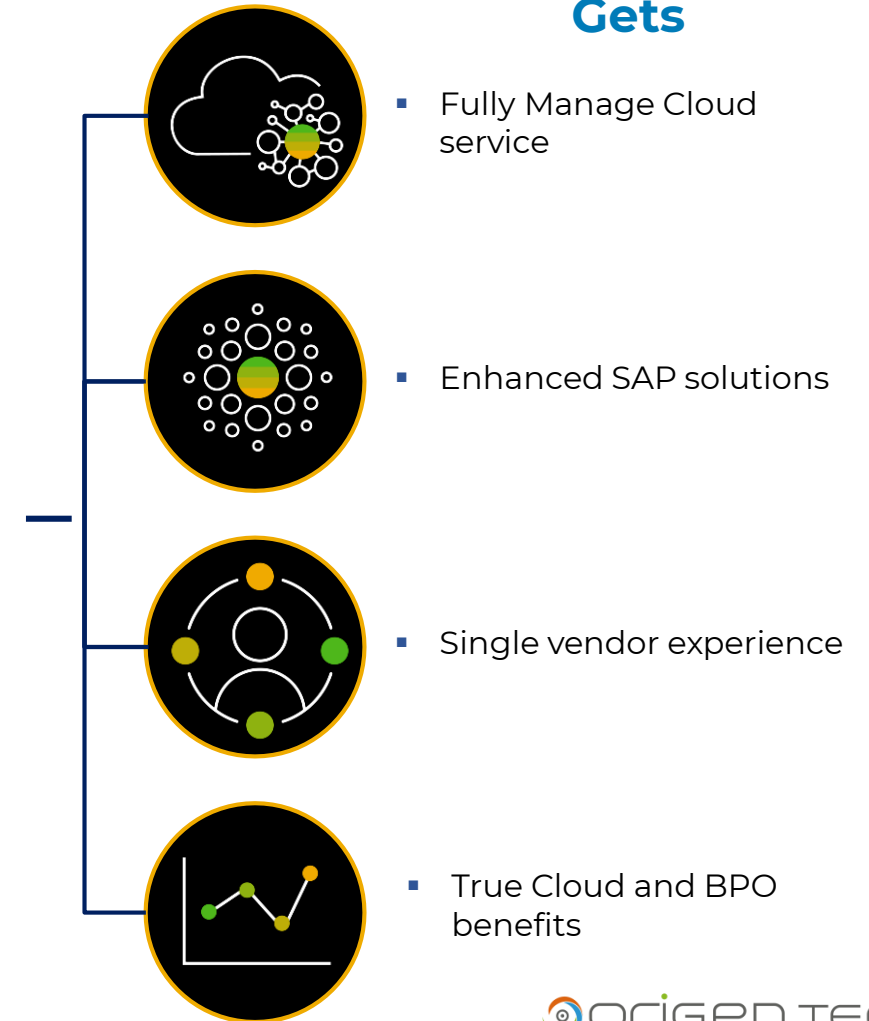
- Term-licenses for SAP solutions
- Alignment with SAP Account Teams, SAP Executive Leadership, SAP Globalization and SAP Solution Management



## Origen Approach

- Owns usage rights from SAP
- Hosting and AMS
- Enriches the SAP solution
- Delivers Cloud solution based on on-premises bundles
- Implementation Approach up to BPO
- Provides application, implementation, management, and support services

## Customer Gets



# ORIGEN TECH: S/4HANA SOLUTION SAP FUNCTIONAL PROCESSES .

## SAP Functional Processes Included

### Configured & Implemented:

- ✓ Sales & Distribution
- ✓ Materials Management
- ✓ Financial
- ✓ Controlling
- ✓ Document & Reporting Compliance



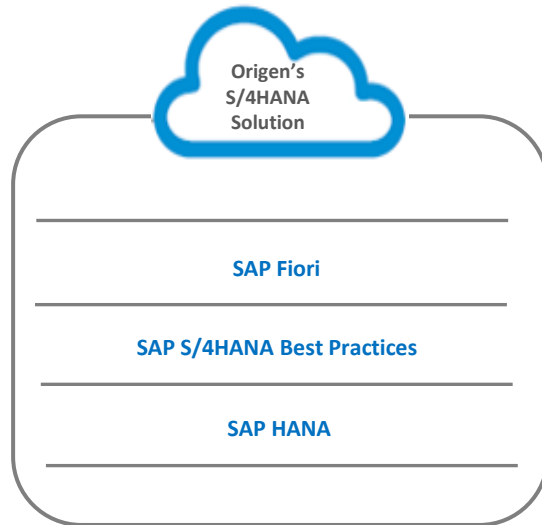
## Other SAP Functional Processes Can be added at additional cost

### Configuration & implementation based on client's requirements:

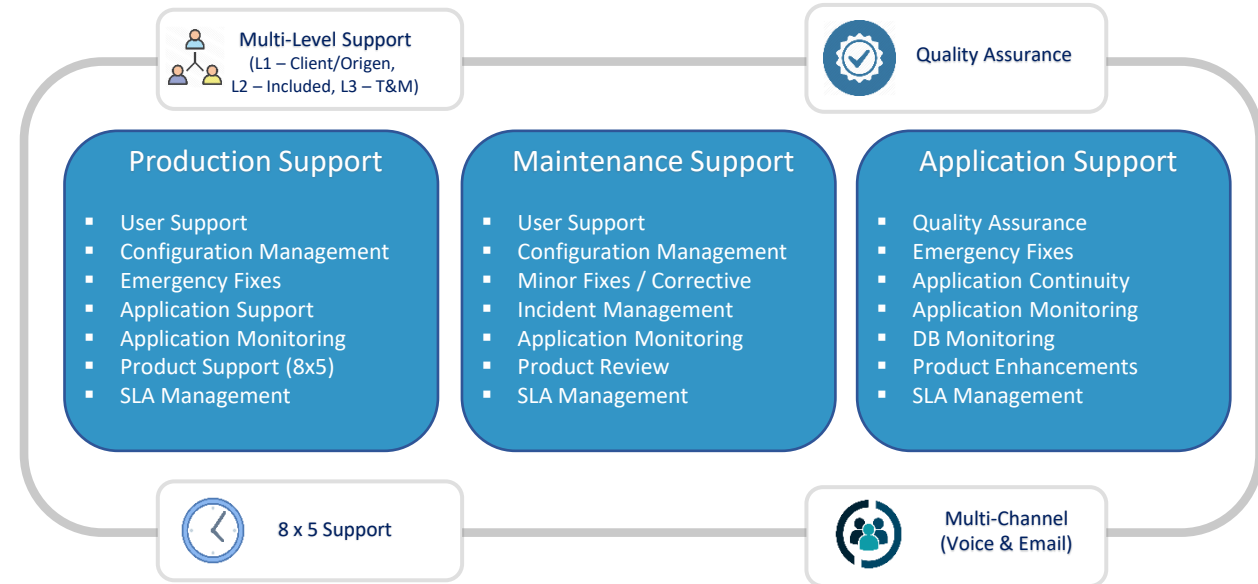
- ✓ Production Planning
- ✓ Plant Maintenance
- ✓ Product Life Cycle Management
- ✓ Human Capital Management
- ✓ Project Systems
- ✓ Investment Management
- ✓ Strategic Enterprise Management
- ✓ Customer Relationship Management
- ✓ Logistics Information Systems
- ✓ Supply Chain Management
- ✓ Customer Service
- ✓ Supplier Relationship Management
- ✓ Enterprise Performance Management
- ✓ Treasury
- ✓ NetWeaver
- ✓ Environment, Health and Safety

# ORIGEN TECH: S/4HANA Solution Components.

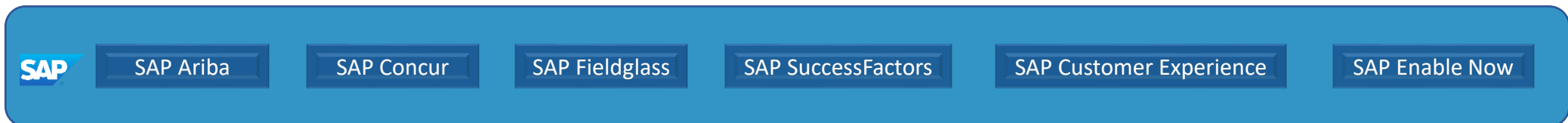
## Hosting & Infrastructure Support



## Application Maintenance Services - (AMS)



## SAP Optional SW Solutions

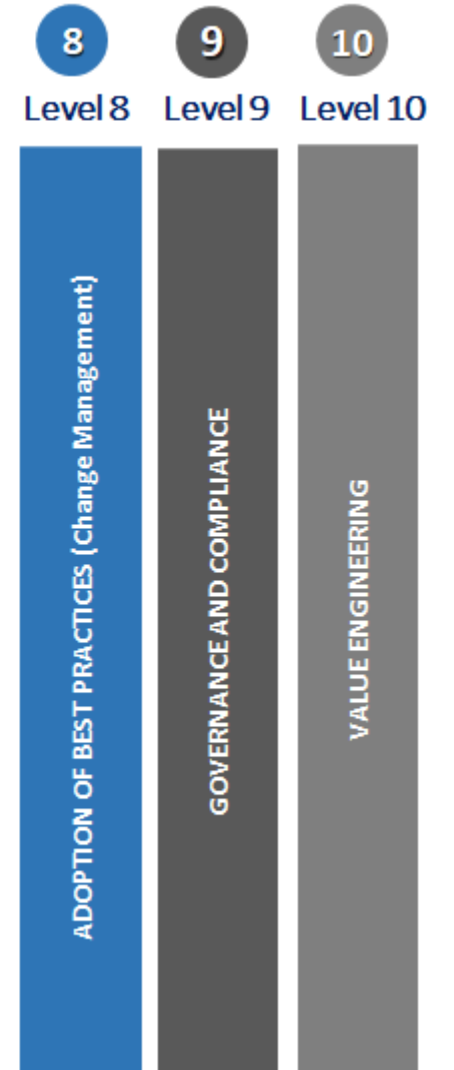




# BUSINESS TRANSFORMATION OFFICE - BTO LEVELS



- 1 LANDSCAPE PROCESS: VALUE CHAIN MAP HOLISTIC ARCHITECTURE
- 2 MAIN PROCESS: AREAS OF THE ORGANIZATION
- 3 PROCESS MANAGEMENT: ASSIGNING ALL PROCESS COMPONENTS TO AREA
- 4 SUB-PROCESS MANAGEMENT: TRANSACTION STEPS PROCESS
- 5 PROCEDURE MANAGEMENT: MAPPING ALL PROCEDURE NEEDS TRANSACTION TRAVEL
- 6 PROCESS ELEMENTS: MAP ALL THE ELEMENTS YOU NEED TO PROCESS
- 7 TECHNOLOGY - FUNCTIONAL / FEATURES, DEVELOPMENT AND INTEGRATION: FEATURES MAP (SAP S/4) AND VALIDATION NEEDS TO DEVELOPMENTS AND INTEGRATIONS TO CARRY OUT THE PROCESS



# ORIGEN TECH: OMP – ORIGEN METHODOLOGY PLATFORM.

BTO			GATE	Kick-Off	DESIGN		GATE	LIBRARY	BUILD				
Onboarding	Strategic alignment	Roadmap Management			Validation Gate	Product Definition			Product Design	Validation Gate	BTO Library	TECH DEVELOPMENT	

UAT & LEARNING			CUTOVER			GO & SUPPORT			LIBRARY	PLAYBOOK MODEL (SCALE UP)	
Integrated Testing	Learning Hub	Client Final Approval	Preparation	Integration	Cutover Tech.	GO LIVE		Final Approval		BTO Library	Origen Methodology Matrix

ACTORS								
EXECUTIVE COMMITTEE	RESPONSIBLES	BUSINESS SCOPE	BUSINESS TEAM	TECHNOLOGY SCOPE	TECHNOLOGY TEAM	CONSULTING SCOPE	CONSULTING TEAM	DELIVERABLES

# ORIGEN TECH: Ideal Customer Profile ( SOLaaS S/4Hana).

- Multinationals from USA and Europe – S/4 + TDF + DRC.
- Companies looking to Integrate company areas & fiscal impact.
- Companies running on software products reaching maintenance obsolescence like SAP ECC Business Suite, SAP Business byDesign, or SAP BusinessOne.
- Companies looking for better native integration with other SAP Products.
- Companies outside the SAP standard maintenance using or not third parties support provider Ex Rimini Street.
- Companies wanting to streamline business process by adopting SAP best practices .
- Multinationals from USA/Europe with small or initial operations in LATAM or Brazil .
- Net New coming from other Legacies software ERPs like Totvs, etc.
- Growing companies looking for updating underlying systems / Companies Building a Platform for Innovation / Companies looking for Modernization without disruption.
- Companies that need rigorous control of regulatory compliance by Industry or the type of product they commercialize.
- Companies that undergo frequent audits and need strong record control of their investments and expenses, as well as regulatory obligations.
- Companies looking for valuation and future IPOs.
- Local partners looking for expand their portfolio of offerings.

# ORIGEN TECH

## SAP S/4HANA MIGRATION SERVICES

The True Cloud and subscription-based SAP S/4HANA solution available for both medium and large sized companies.



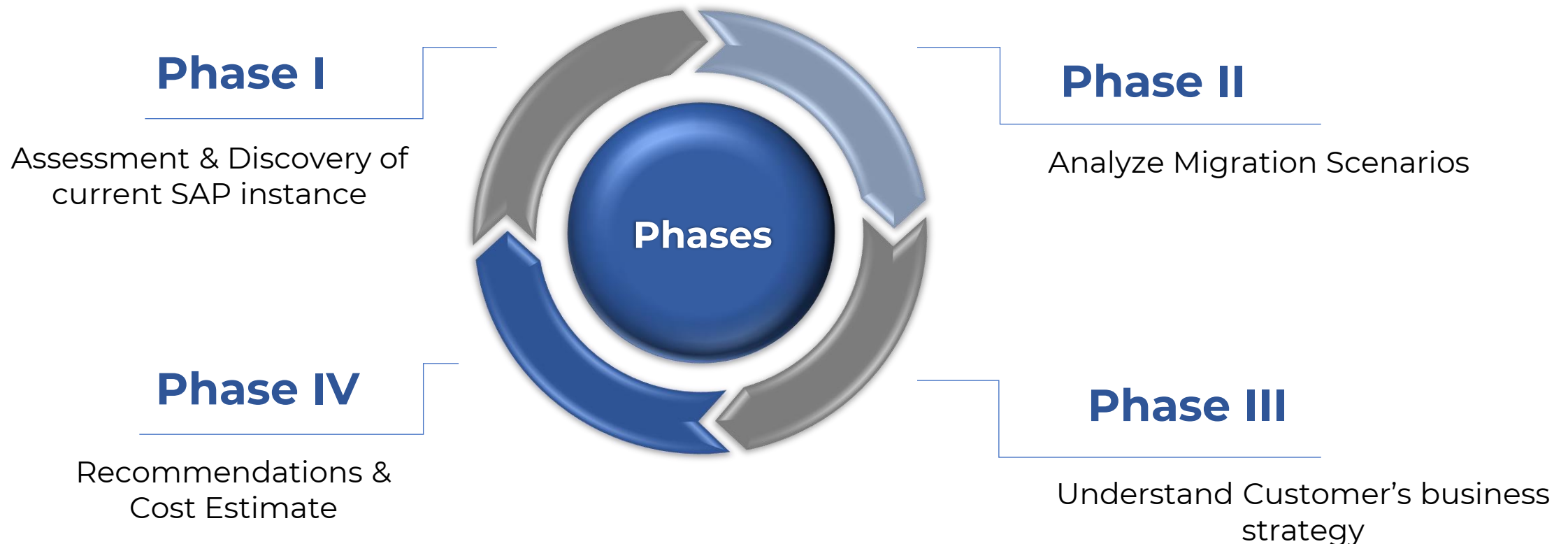
Secure, cost-effective, and scalable cloud infrastructure and services

 ORIGEN TECH

# ORIGEN TECH: WHAT IS ORIGEN'S SAP S/4 HANA MIGRATION PROGRAM?

Origen's Program is aligned to the global SAP program, whose main objective is to support our customers to make the best decision oriented to the benefits that SAP S/4 HANA can offer to their company.

Our program consists of 4 phases properly aligned to accompany you in the migration to SAP S/4 HANA:



# ORIGEN TECH: PHASE I - ASSESSMENT & DISCOVERY OF CURRENT SAP INSTANCE.



## OBJECTIVE

Ensure that the client has a clear vision and understanding of the benefits that the SAP S/4 HANA ERP can offer and the main reasons why they should perform the migration / implementation.



## ACTIVITIES

- Presentation of S/4 HANA Improvements and FI/RI application portfolio
- Origen survey questionnaire

## Questionnaire (Rapid Assessment Checklist)

This survey tool is made up of sections that allow us to have a deeper knowledge about the business, technical and functional characteristics of the SAP ERP application in your company.:

Components	Company Current system ECC (Answers)
ECC Version (source system)	Version and EHP of the current SAP ECC system
Industry	SAP industry implemented
S/4HANA Version (Target system)	S/4 HANA Version required to be implemented
Current Data Base	Current Data Base running in your system
Unicode in ERP	Yes or NO
SAP System landscape	SBX, DV, QAS, PRD?
SOLMAN and current version	YES/NO - If it Yes, please insert current version
Security Roles & profile adjustments	How many roles & profiles do you have in your current system?
Data Volume Size	Data Base Volume Size
Finance Scope	Insert the SAP Modules running in your current system: Example: GL, AR, AP, TR, AA, FM, CO
Company Codes	How many companies are running in your SAP?
Profitability Analysis	Do you have COPA running in your system?
Material Ledger implemented	Yes or NO
Number of Ledgers	How many ledgers are using for your companies in SAP?
Parallel currencies	How many currencies do you use in your system? And which ones
Fix Assets updated	YES or NO
Credit and risk management implemented	YES or NO
Logistic Scope	Current logistic Modules implemented in your system: Example: MM, IM, SD, PP, LETRA, PM
Human Resource Scope	HCM implemented?
Total of Custom Code	Total of current Z programs that needs to be moved in to S/4HANA
Total of interfaces	How many systems SAP or non SAP your current system is
BW integrations	Yes or NO, if the answer is YES we will need to know the total of BW extractors running.
Countries localized	In which countries are the companies that will migrate to SAP S/4HANA located?

# ORIGEN TECH: PHASE II - ANALYZE MIGRATION SCENARIOS.



## OBJECTIVE

Make the client aware of the different migration / implementation scenarios to SAP S/4 HANA and the solutions that Origen can offer to achieve it.



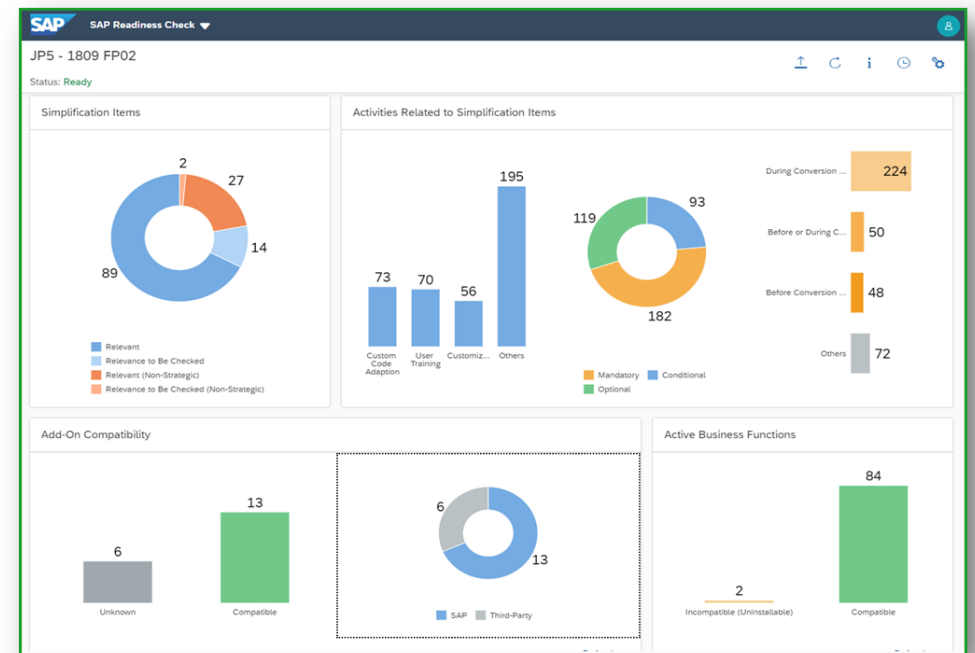
## ACTIVITIES

- Presentation of migration scenarios to SAP S/4 HANA.
- Execution of SAP reports:
  - Readiness Check
  - Business Recommendation
  - Transformation Navigator

Scenario

## SAP Readiness Check 2.0 report

The new version of the SAP automatic report released in June 2019 with FIORI technology for the identification of technical, functional and business characteristics that must be foreseen in an SAP ECC source system that wants to be migrated to SAP S/4 HANA.



# ORIGEN TECH: PHASE III - UNDERSTAND CUSTOMER'S BUSINESS STRATEGY.



## OBJECTIVE

Obtain business information related to the strategic objectives of the company that allows us to suggest the best migration / implementation scenario towards SAP S/4 HANA.



## ACTIVITIES

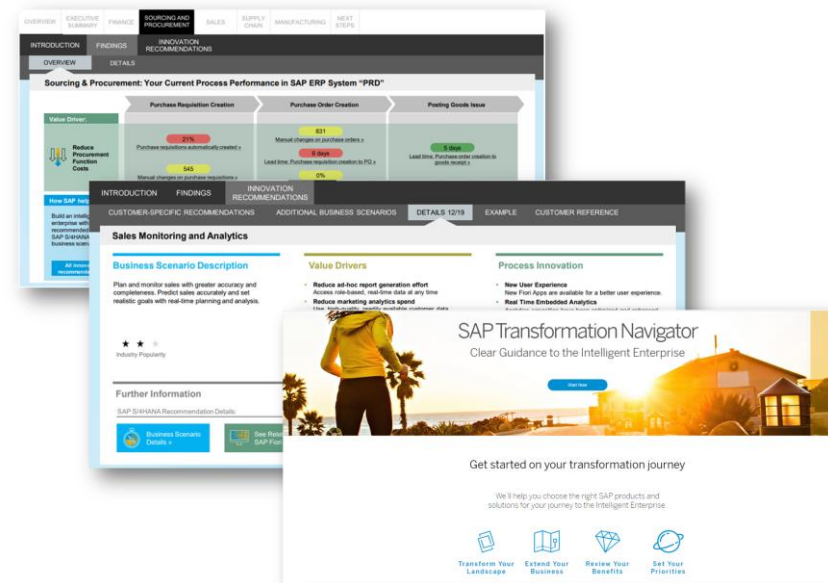
- Business information gathering meeting
- SAP Reports Interpretation
- Assessment

## Business Scenario Recommendation

The Business Scenario Recommendations for SAP S/4 HANA ("BSR") will use your current SAP usage information to help you identify the most valuable digitized business scenarios for your enterprise and provides unique insights into your current operational business process performance, functional usage and industry benchmarks.

## Transformation Navigator

This tool provides clear guidance on how to chart your digital path to an intelligent enterprise. It assesses your current IT landscape, business strategy, and industry trends.





# ORIGEN TECH: PHASE IV - RECOMMENDATIONS & COST ESTIMATE.



## OBJECTIVE

Present to the client the results of the information obtained during the program and Origen's proposal to migrate the company to SAP S/4 HANA.



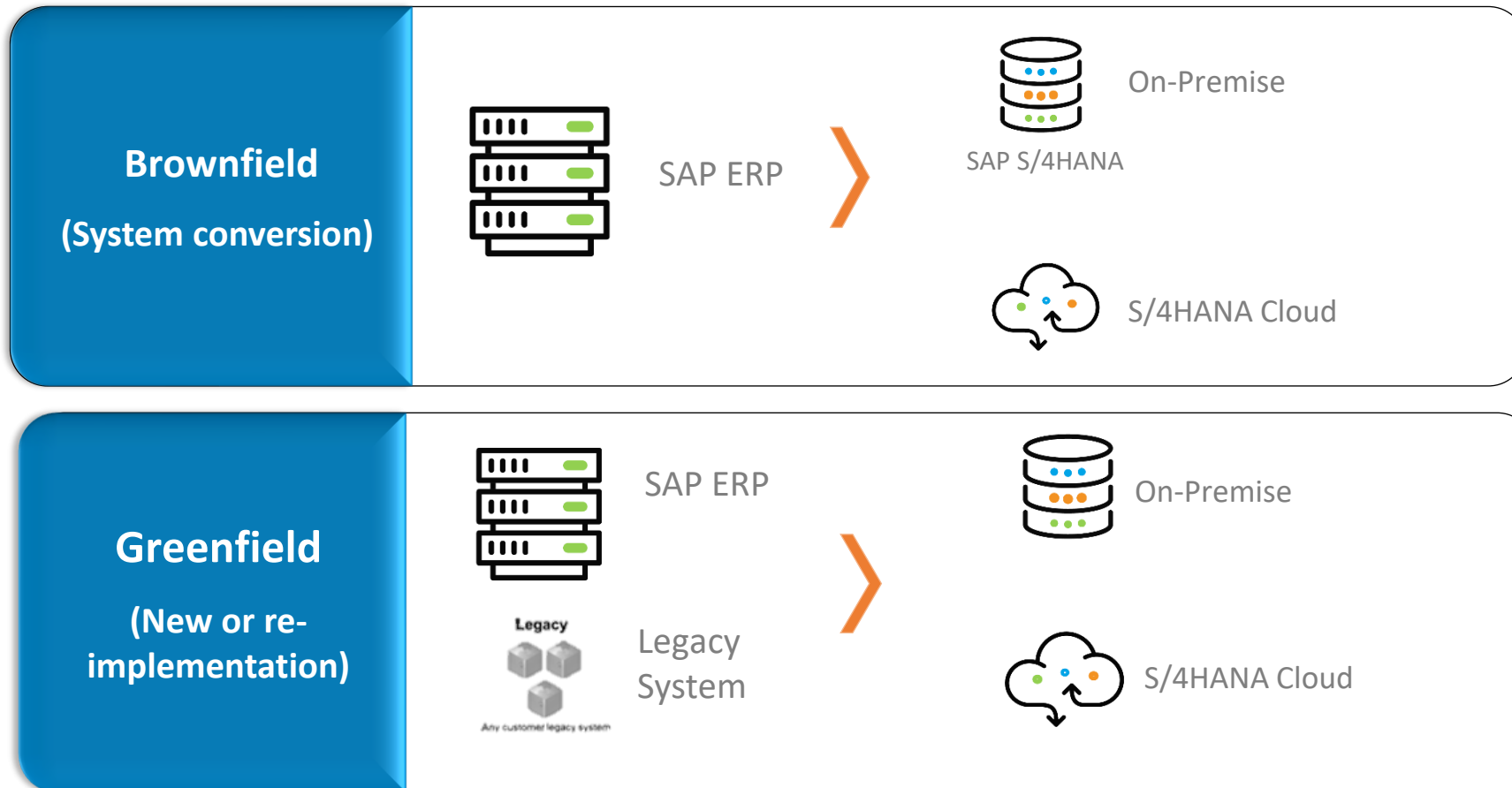
## ACTIVITIES

- Presentation of assessment results and reports.
- Economic Proposal for project implementation approach including:
  - SAP consultant services
  - SAP licenses
  - Infrastructure required

# ORIGEN TECH: SAP MIGRATION SCENARIOS.

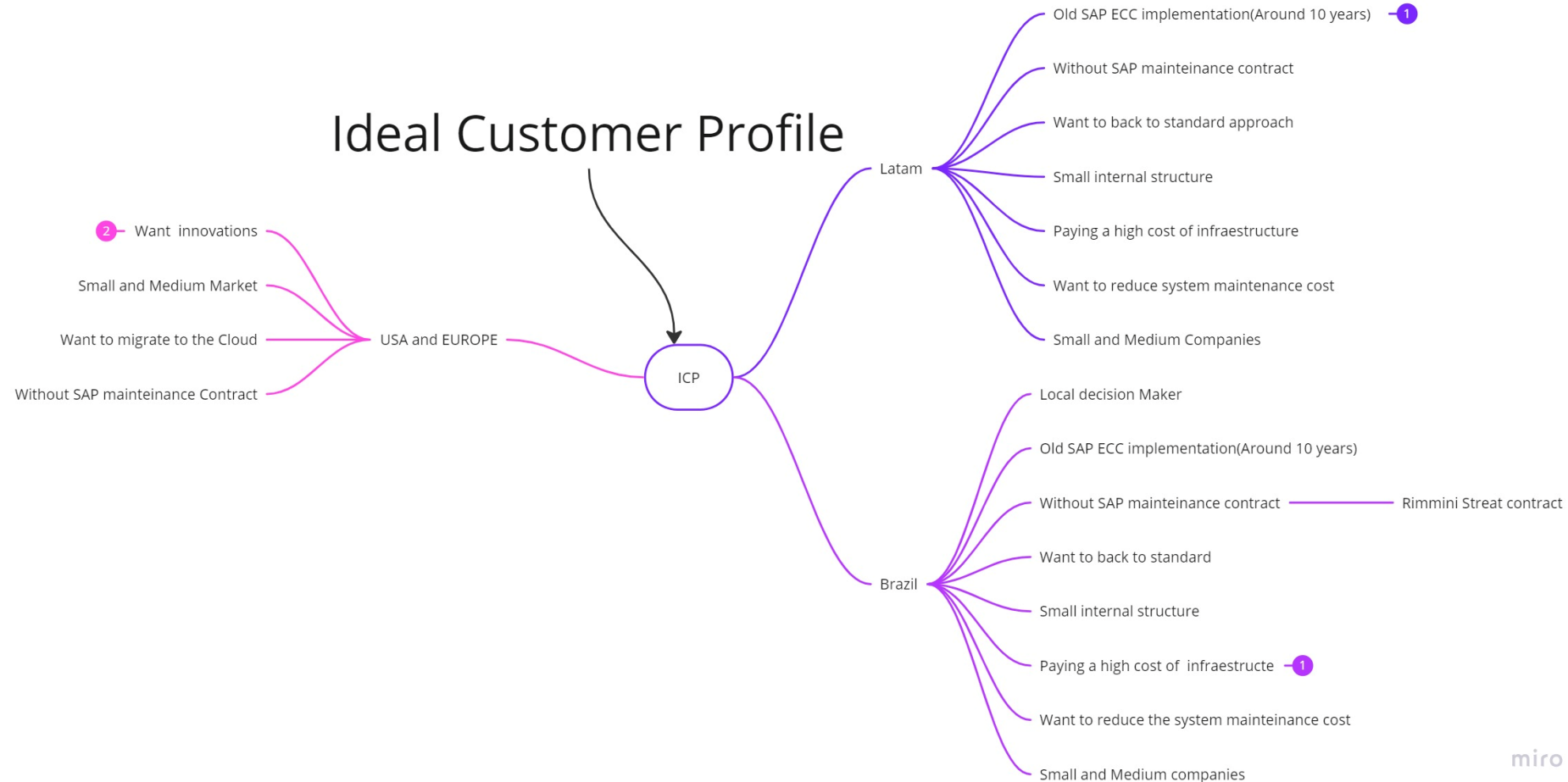
## Transition to SAP S/4 HANA

Two different approaches to migrate to SAP S/4 HANA



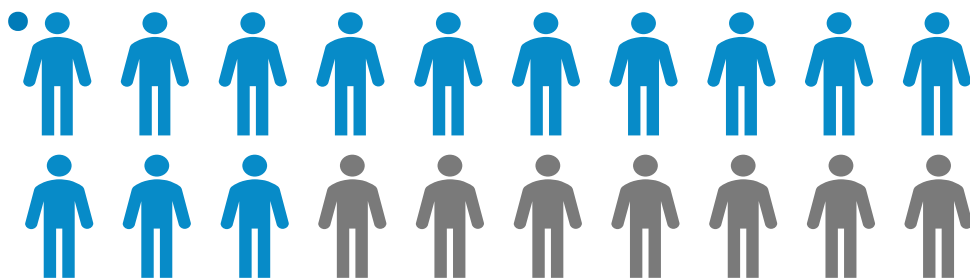
\*\* Origen helps companies to decide which is the best approach for S/4HANA migration scenario

# ORIGEN TECH: UPGRADES & CLOUD MIGRATION – POSITIONING .



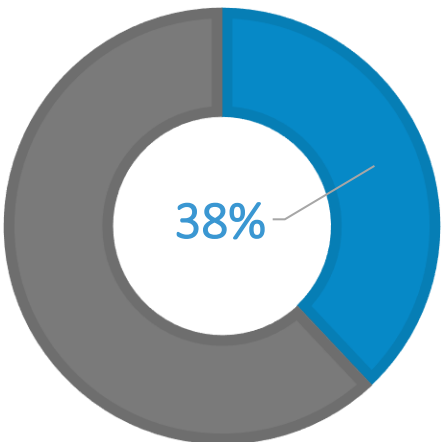
miro

# ORIGEN TECH: OPPORTUNITY - MOVE TO CLOUD WITH SOLAAS USING AWS AS HYPERSCALE

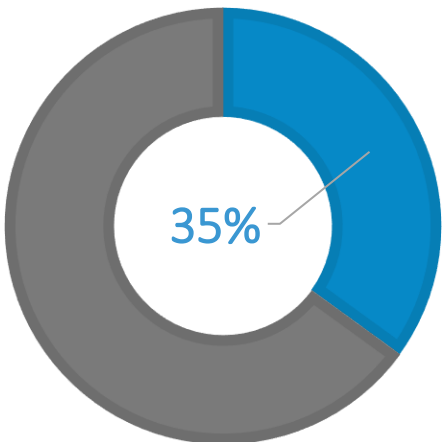


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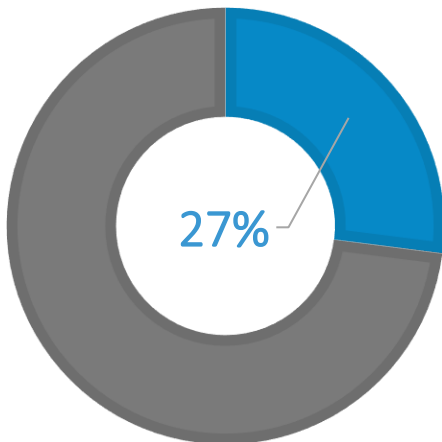
Of SAP customers are still using SAP ECC or SAP B1;



38% of those customers are considering a move to RISE



35% of those customers are undecided



27% of those customers are not considering Rise with SAP at all



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**ARGENTINA OFFICE**

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Avenida das Nações  
Unidas, 14171, 15º andar  
Morumbi  
CEP 04794-000  
São Paulo/SP - Brazil