



SAP Business Analytics with ORBIS





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ORBIS – Your strong partner in the SAP Business Analytics field

Increasing floods of information, the demand for ever shorter response times and the growing responsibility in the operative business are the causes for increasing demands on modern reporting. SAP offers its customers a unique solution portfolio in the Business Analytics field.

In the field of Business Intelligence (BI), SAP offers market leading solutions ranging from classic reporting (formatted and ad-hoc), dash boarding and visualization options, analysis tools including Excel Frontend to the integration of reporting in the mobile world (e.g. on iPads).

Also in the field of Enterprise Performance Management (EPM), SAP offers its clients appropriate solutions for all their requirements. ORBIS covers the respective solutions from the SAP EPM portfolio in both areas of planning and consolidation.

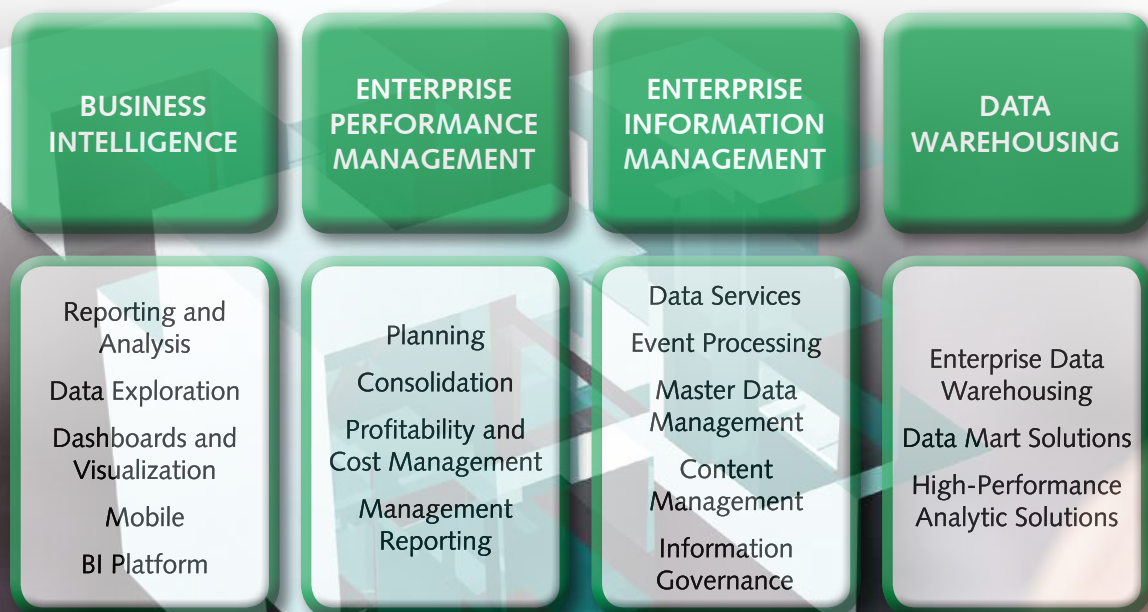
In the discipline of Enterprise Information Management (EIM) you receive solutions for data quality, master data management and event-driven process chains. ORBIS is your competent partner in the field of classic data warehousing and innovative In-Memory database

technology such as SAP HANA. ORBIS has been active in the SAP BW environment for 15 years. Thanks to our extensive project experience - from small BW installations to data storages of several terabytes and many source system connections - we are able to adapt your IT landscape to your requirements.

Our range of services:

- ♦ Conceptual design of company-wide BI/EPM strategies
- ♦ Design of requirement catalogues and process analyses
- ♦ „Proof-of-concept“ for the validation of core functionalities
- ♦ Implementation of company-wide SAP BI-/EPM solutions
- ♦ Reorganization of existing data warehouse and BI solutions
- ♦ Solutions with the SAP Netweaver Portal

OVERVIEW OF THE ORBIS RANGE OF SERVICES FOR BUSINESS ANALYTICS



Quick and sound decisions with Business Intelligence

SAP Business Intelligence – market-leading solutions

Quick and sound decisions form the basis for the success of any business enterprise. The extensive SAP Business Objects solution portfolio for reporting and analysis allow you to understand and analyse all company processes and economic interrelations.

Corporate data from various sources is transformed - with the help of a central BI solution - into meaningful statements and can be made available to all corporate divisions or actively used by all users - from the technical department to management.

We are happy to advise you in the choice of a suitable solution for the optimal mapping of your business processes.

SIMPLE ... BI for users

- ◆ Simple BI use for all employees
- ◆ Quick to apply – easy to use
- ◆ Make critical conditions quickly

HETEROGEN ... BI for all data

- ◆ 360° view of your company
- ◆ One BI standard for all functions
- ◆ One version of the truth

COMPLETE ... BI for any use

- ◆ Extensive BI platform
- ◆ Solutions for any requirements
- ◆ Reliable BI – reliable data

SAP BUSINESS INTELLIGENCE SUITE

SAP Crystal Reports

- ▶ Formatted reporting

SAP BO Dashboards

- ▶ Corporate Cockpit

SAP BO Web Intelligence

- ▶ Ad-hoc reporting

SAP BO Analysis

- ▶ OLAP Reporting in Excel and Web

SAP BO Explorer

- ▶ Google for BI with predefined filters

Mobile BI

- ▶ Complete information on mobile end devices

SAP Design Studio

- ▶ Dashboarding and OLAP analyses

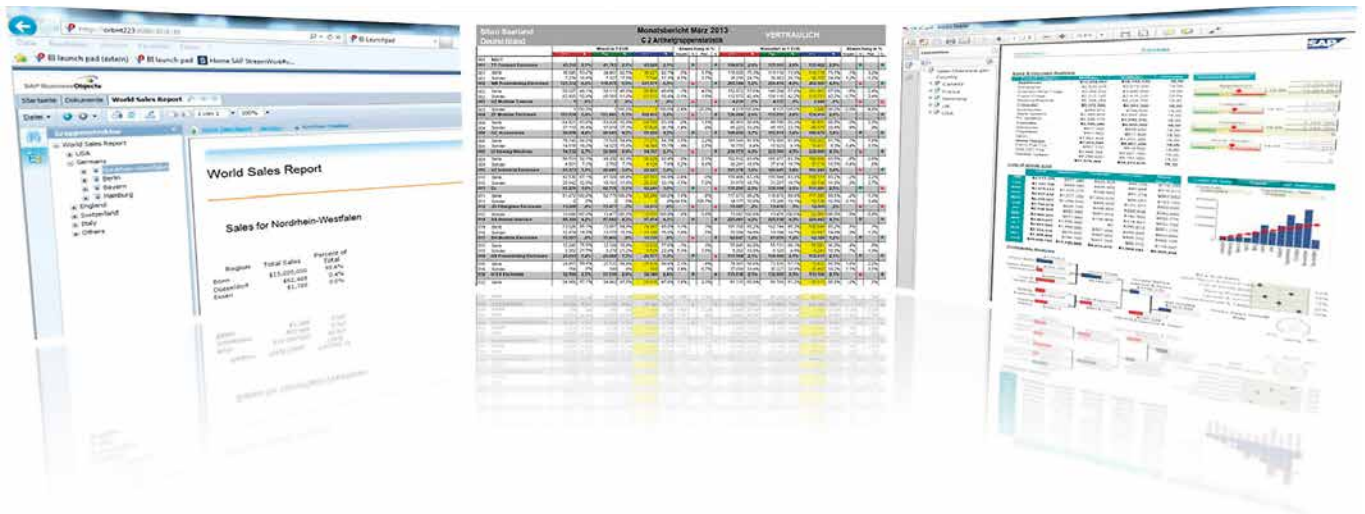
SAP Lumira

- ▶ Quick data analysis via visualization

Formatted reporting and visualization

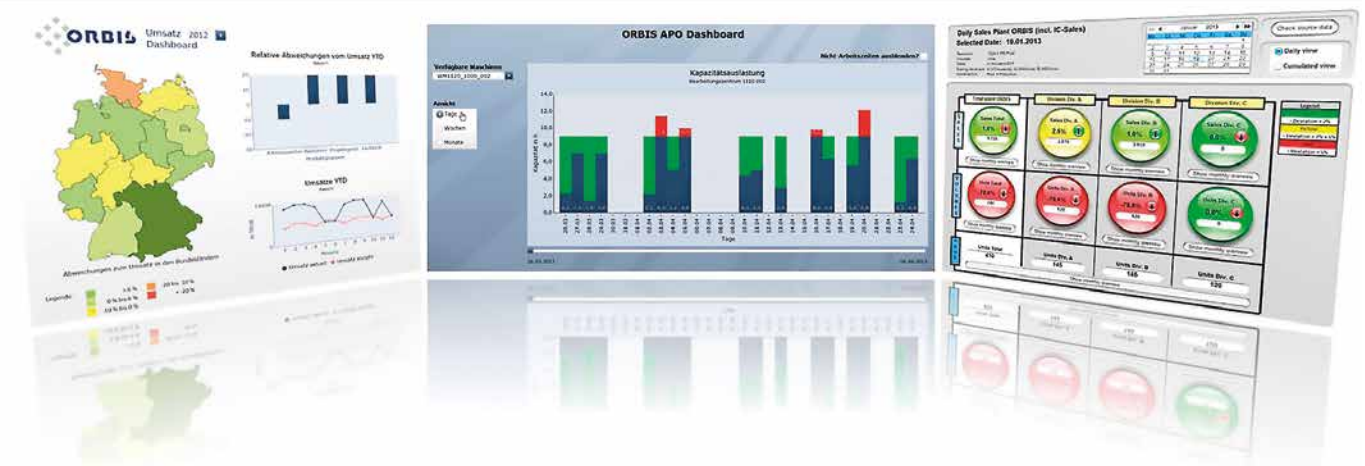
SAP Crystal Reports

- ◆ Formatted reporting ensures high quality of your presentations
- ◆ Ideal for mass report distribution in all standard formats (interactivity is retained - even in PDF)
- ◆ Suitable for all users, from the key user to management



SAP BO Dashboards

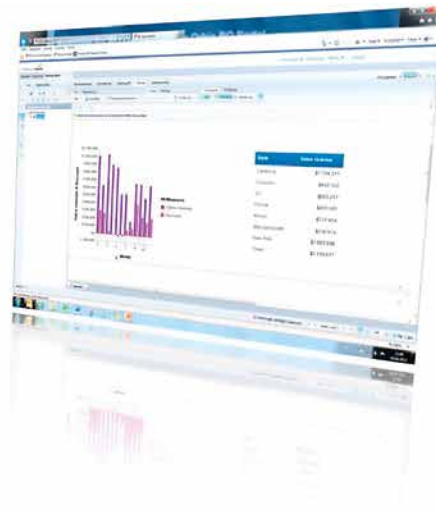
- ◆ Decision-making with a wide range of interaction possibilities and "what-if analyses"
- ◆ Ready to use in no time
- ◆ Available online and offline in all standard formats
- ◆ Ideal for visualization of facts for (top) management



Ad-hoc reporting and OLAP analysis

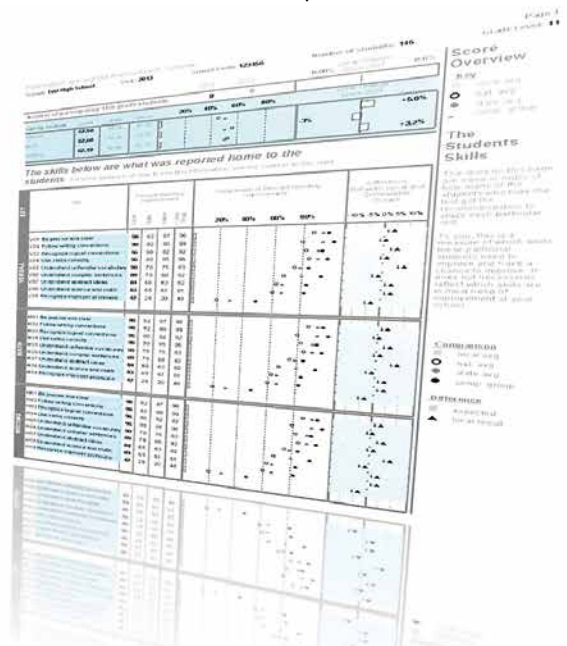
SAP BO Web Intelligence

- ♦ Self-Service Ad-hoc-Reporting
- ♦ Create reports and analyses from any data source
- ♦ Uniform tool for retrieval, analysis, formatting and sharing of information
- ♦ Ideal for key users (incl. personalization)

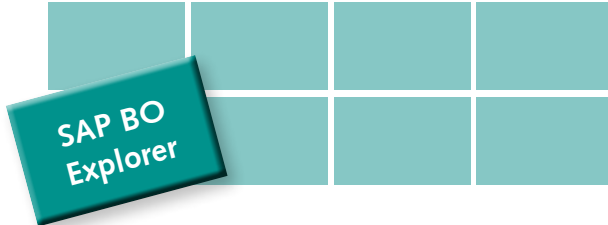


SAP BO Analysis

- ♦ Familiar environment based on Excel plug-in, resulting in higher level of acceptance and thus productivity
- ♦ Also available as web version
- ♦ Use of all Excel functions possible
- ♦ Dedicated formula language for all functions
- ♦ Suitable for users from all departments



Data exploration and mobile applications



- ♦ Fast and intuitive operation - like a search engine
- ♦ Navigation with predefined filters
- ♦ Web based tool
- ♦ Available as mobile App
- ♦ For all user groups



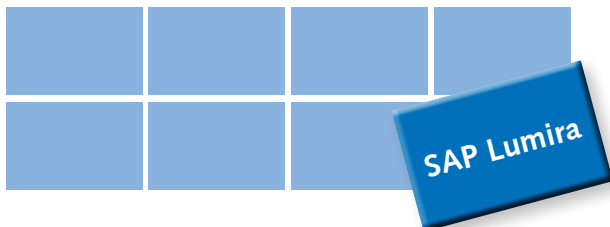
- ♦ High functionality, even when you are on-the-go, with tables, charts and diagrams
- ♦ Quick analysis of key indicators
- ♦ Can be operated online or offline
- ♦ Quicker exchange of events between all user groups (e.g. via integrated mail function or QR code generator)
- ♦ Suitable for all user groups, especially management and field service



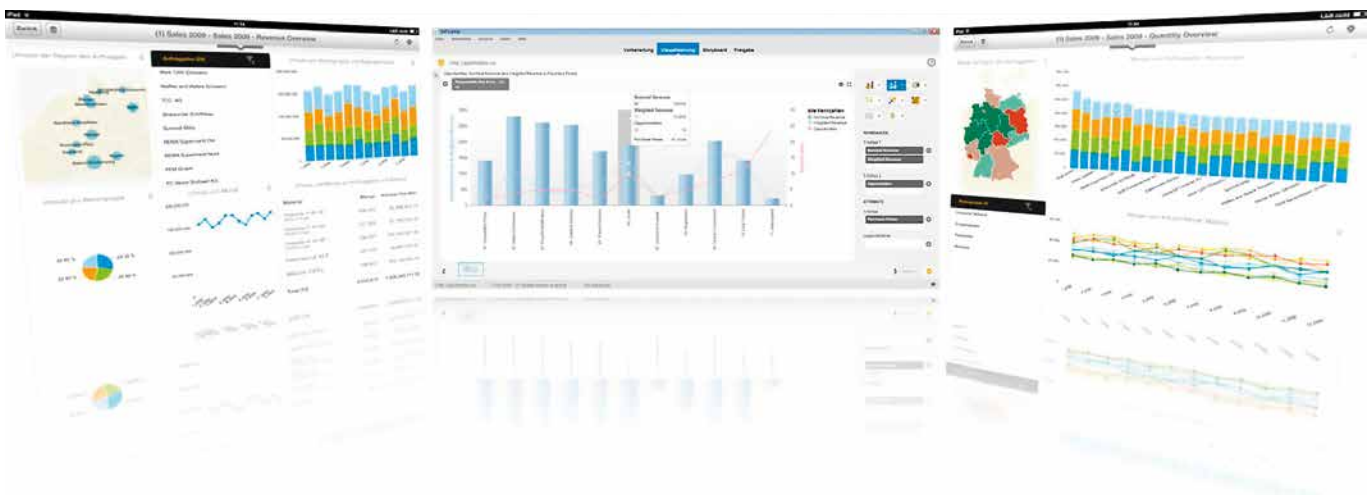
Data analysis via visualization and intuitive OLAP applications



- ♦ Preparation of reports, analyses and appealing visualizations (dashboards)
- ♦ Possible on the web and on mobile end devices (ideal for mobile scenarios, for example on iPads or iPhones)
- ♦ Design: IT consumption: From clerks to managers



- ♦ Ad-hoc data visualization and data analysis
- ♦ Local installation - charts can be stored locally, in the cloud, in HANA or sent by e-mail.
- ♦ Connect data from Excel, BO universes, SAP HANA



Effective data warehousing with SAP BW and SAP HANA

SAP BW – central component of data warehousing

SAP Business Analytics solutions provide you with an overall view of your company. The perfect combination of a powerful business intelligence infrastructure, numerous tools and features for planning & simulations as well as for the topic of data warehouse. This is provided via a highly sophisticated user-oriented portal technology.

The integral module is **SAP Business Warehouse (SAP BW)**.

The ORBIS team of BW experts consists of ERP consultants with many years of experience and thus offers the optimal combination of excellent technical know-how of BW applications and extensive process expertise.

ORBIS has been active in the SAP BW environment for 15 years. ORBIS is your competent partner in the field of classic data warehousing up to innovative In-Memory database technology such as SAP HANA.

SAP HANA for real-time direct access to data

The main requirement for quick and sound decision-making is direct access to all data from operative applications and company business information as well as the immediate processing and evaluation of the data.



Keeping big data under control with SAP HANA

Fast response times, even for exorbitantly large amounts of data

SAP HANA is a flexible, solution suitable for versatile applications – a combination of SAP software and customized hardware. With SAP HANA, business processes can be analysed at any time on various aggregation levels. From operative indicators to consolidated business indicators, you can prepare flexible analyses intuitively and at any time.

By storing data in memory, column-oriented organisation and data models optimized with HANA, fastest response times are guaranteed, even for exorbitantly large data amounts. In addition to the “analytical performance”, you also benefit in the ETL process from SAP HANA; various actions of the ETL process are transferred to SAP HANA for an improvement in performance. This way, the exchange of data between SAP HANA and ABAP STACK is obsolete.

For real-time applications, the SAP SLT Replication Server from SAP HANA offers the solution for the provision of information from different data sources, at any time during operation, in SAP HANA for analysis purposes without adversely affecting the performance. The SAP SLT Replication Server determines changes to operative data event-based (in real-time) and transfers these promptly to the HANA database or to SAP BW for further consolidation.

In conjunction with the SAP Business Intelligence Tools and the Business Objects portfolio, companies greatly benefit from the In-Memory data and SAP HANA. Users gain extensive insight and analysis options for all supported high-performance applications. Excel as well as other analysis tools and applications can still be used with SAP HANA.



Corporate planning reliable figures

Efficient planning processes with SAP BPC and SAP BW-IP

Sales and turnover planning, contribution margin planning, P&L and balance planning, staff planning and investment planning – these are all interdependent sub-plans of integrated corporate planning.

Planners from various departments are involved in this process. In addition to budgeting, rolling forecasts during the year need to be performed.

Challenges and goals:

- ♦ Improvement of planning accuracy
- ♦ More frequent rolling over of forecasts
- ♦ Central data storage
- ♦ Highly user-friendly

All this makes planning a complex process that can only be mapped efficiently with an Enterprise Performance

Management (EPM) solution. **SAP Business Planning and Consolidation (SAP BPC)** is a new and innovative solution, which allows users an intuitive planning in a familiar Excel environment (per add-on).

Operative planning can be mapped optimally with the **SAP BW Integrated Planning (BW-IP)** tool. In combination with SAP BO Analysis, users can also use input screens in Excel or on the web.

ORBIS is one of the few vendors that has implemented multiple projects with both the NetWeaver version of SAP BPC as well as SAP BW-IP. In addition, the combination of business-administration process know-how and technical implementation know-how of our consultants must be emphasized.

We are happy to assist you in deciding on SAP BPC or BW-IP, as well as the in implementation and further expansion of your solution.

ROADMAP FOR INTEGRATED CORPORATE PLANNING



More transparency and speed for consolidation

In the divisions of corporate controlling and corporate finance, many corporate managements are faced with a multitude of requirements such as:

- ♦ Shorter „time-to-close“
- ♦ Adding of key figures and report contents into corporate reporting
- ♦ Shorter report and forecast cycles, “time-to-report”
- ♦ Automated report distribution
- ♦ Mobile access to company figures

Take up these challenges with the help of our experienced consultants and the SAP BPC solution. ORBIS consultants have in-depth know-how in both business administration processes and technical implementation in SAP BPC.

A company's individual user groups have different demands on reporting tools for consolidation. Controllers and power users would like flexible access to data with slice & dice features and full integration of the report front-end in Excel. These requirements are best supported by the BPC 10 Excel-Frontend.

This does not only apply to structured figures, but also to comments, which can be flexibly integrated into report layouts.

Recipients like to receive information based on standardized reporting with fixed report structures (Enterprise Reporting). The SAP Crystal Reports solution is perfect for this; it allows for automated report distribution.

As soon as the consolidated figures become available, the reports are generated for all legal units and consolidation circles and the results are distributed to the respective recipients. This can happen via different channels – from linking in the SAP portal or Intranet up to classic e-mail sending of PDF files.

For report generation and distribution, ORBIS has developed a solution that allows for a simple and flexible ad-hoc mass report generation in the standard formats such as for example



Easy use of SAP functions – all users, all terminal devices

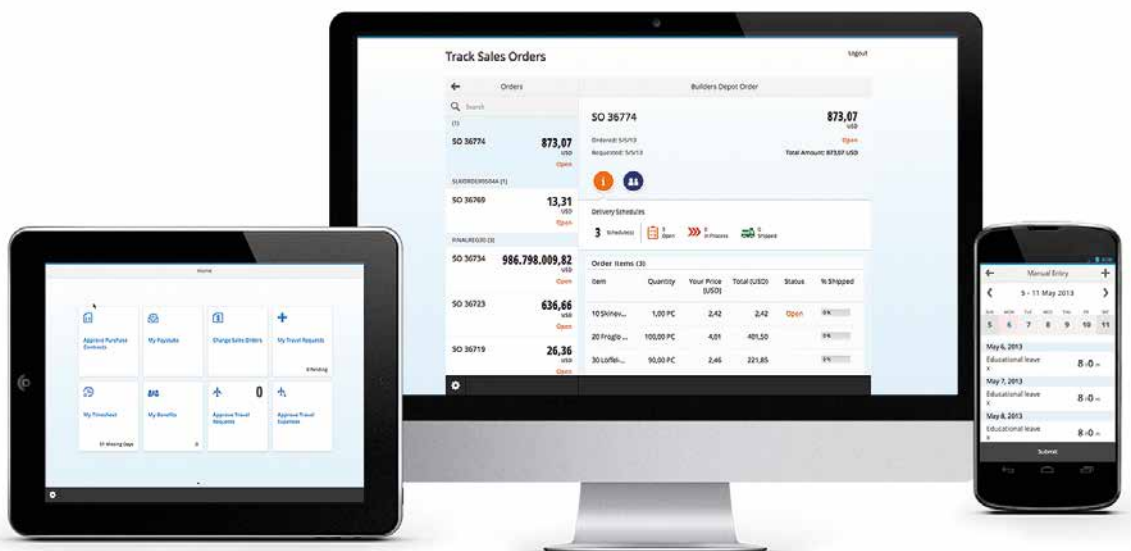
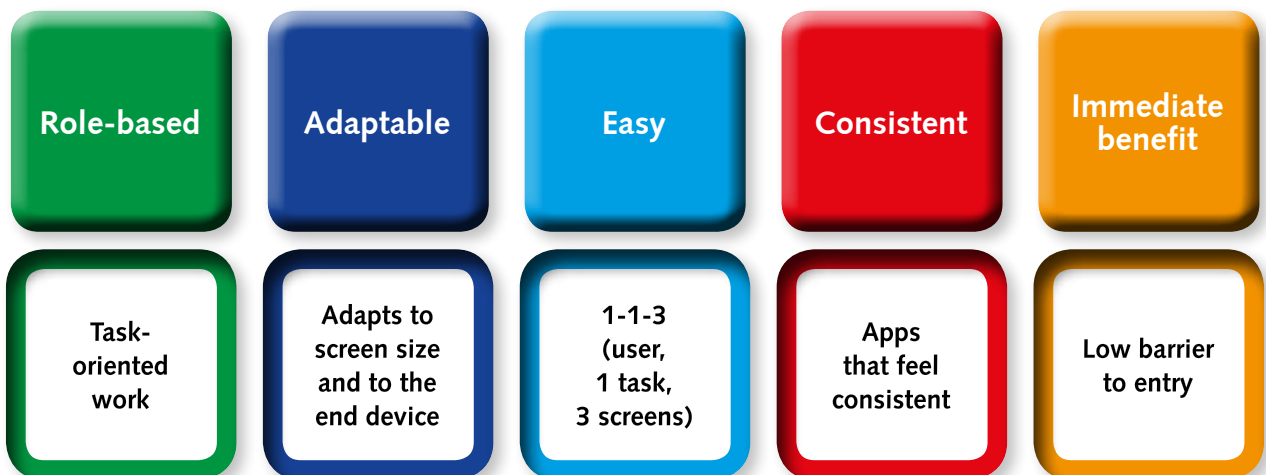
Carry out task easily – anywhere

SAP Fiori is the new surface technology from SAP. The solution allows for the easy use of frequent and widespread functions to be used on mobile and other end devices.

Benefits at a glance:

- ♦ **Immediate benefit:**
Quick implementation and integration into the SAP landscape
- ♦
- ♦ **For all users:**
Role-based, personalized and flexible
- ♦
- ♦ **Increased efficiency of the workflow:**
Simple tasks can be performed anywhere and independently

SAP FIORI USER EXPERIENCE CONCEPT



Source: SAP Deutschland AG & Co. KG

ORBIS AG is an SAP Gold Partner

ORBIS AG has been a Gold Partner of SAP Deutschland AG & Co. Kg since 2014

ORBIS achieved the highest partner status, which SAP awards as part of the SAP Partner Edge Program, within less than twelve months since qualifying as an SAP Value Added Reseller. The Gold Partner status award highlights the high level of commitment and customer orientation as well as the consultancy and method expertise in the implementation of SAP projects.

As a Gold Partner, ORBIS not only offers customized services from one source – from sales of SAP licenses, consultancy to support for applications –, but in return, also receives expansive support services, extensive sales and marketing support and access to technological resources from SAP.

For our customers, the Gold Partnership offers a great benefit: Clients can purchase all SAP licenses directly from ORBIS; this allows us to fulfil our function as a “Trusted Advisor” even better. We assist in finding the optimal license configuration with regard to the range of functions offered, as well as the price-performance ratio. ORBIS offers all services from one source: starting with the choice of a suitable solution, the obtaining of SAP licenses, consultancy and implementation, up to the support of applications.

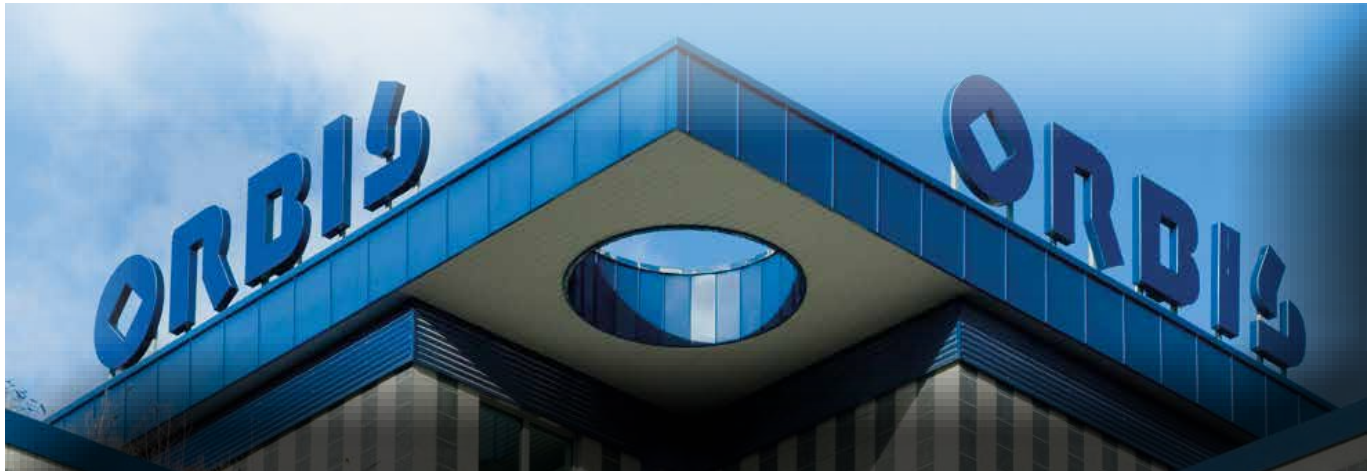
As a Gold Partner, we are close to “the pulse” of SAP. This enables us to promptly provide you with information about new trends and innovations and to translate these into practise.



References



About ORBIS



ORBIS is a business consultancy company that operates on an international level. ORBIS advises and supports international companies in questions ranging from their IT strategy and optimization of business processes to system selection, system implementation and system integration. To do so, ORBIS makes use of the solutions provided by the market leaders SAP and Microsoft.

Our core competencies cover classic Enterprise Resource Planning (ERP), Supply Chain Management (SCM), Logistics Execution (EWM/LES), Manufacturing Execution Systems (MES), Variant Management, Customer Relationship Management (CRM), Business Intelligence (BI) and Product Lifecycle Management (PLM). As a reliable business partner, ORBIS can support its customers in the rollouts of ERP solutions and processes worldwide. Our service portfolio is rounded off with our own products for Business Intelligence, MES, Product Costing, e-Learning and numerous SAP add-ons. ORBIS uses its experience in CRM and its close collaborations with Microsoft to create a variety of sector-specific templates and best practices for Microsoft Dynamics CRM such as SAP integration.

Over 1,400 successfully completed client projects bear witness to our business consultancy expertise and many years of experience in machine and plant engineering, logistics, retail, finance, pharmaceuticals, manufacturing, building supplier, electrical and electronic industries, metal, automotive supply and consumer products industries.

ORBIS' long-standing customer base includes Eberspächer, Hager Group, Heineken Switzerland, Hörmann KG, hülsta, HYDAC INTERNATIONAL, Jungheinrich, KSB, KUKA Roboter, Melitta Haushaltsprodukte, Ostfriesische Teegesellschaft, Paul Hartmann, Pilz, Rittal, Schott, Trelleborg Automotive AVS, Uponor, Villeroy & Boch, WAGO Kontakttechnik and the ZF Group.

Microsoft Partner
Gold Customer Relationship Management



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