

# SAP S/4HANA® for Fashion and Vertical Business

Trusted advisory to transition to the  
**Digital Fashion Age**



# Executive Summary

In our experience working with global fashion brands, we've witnessed a gradual shift in priorities as fashion retailers face increasing pressures from all sides.

**To survive and excel in its environment, fashion companies must transform to digital enterprises.**

With SAP S/4HANA® Fashion, fashion brands are empowered to run every facet of their business in real-time less complexity, faster business processes, and new business capabilities that simply weren't possible before.

As the co-innovation partner of SAP Fashion and close collaborator on the SAP S/4HANA® Fashion product development, our deep delivery capabilities, and extensive knowledge in the SAP Fashion ecosystem helps deliver an inside-view to the new solution to meet the unique needs of the fashion industry now and in the future.

**98%**

of top valued brands are SAP customers



**10 of the 10**

most admired apparel retailers in the world run SAP solutions.



**18 of the 25**

Fastest-growing retailers in the world run SAP



# Trusted SAP Fashion Partner for Digital Transformation



## OUR COLLABORATION WITH SAP

Co-innovation partner of SAP Fashion and close collaborator on the SAP S/4HANA® Fashion product's development (beta testing and continuous feedback based on validation testing)



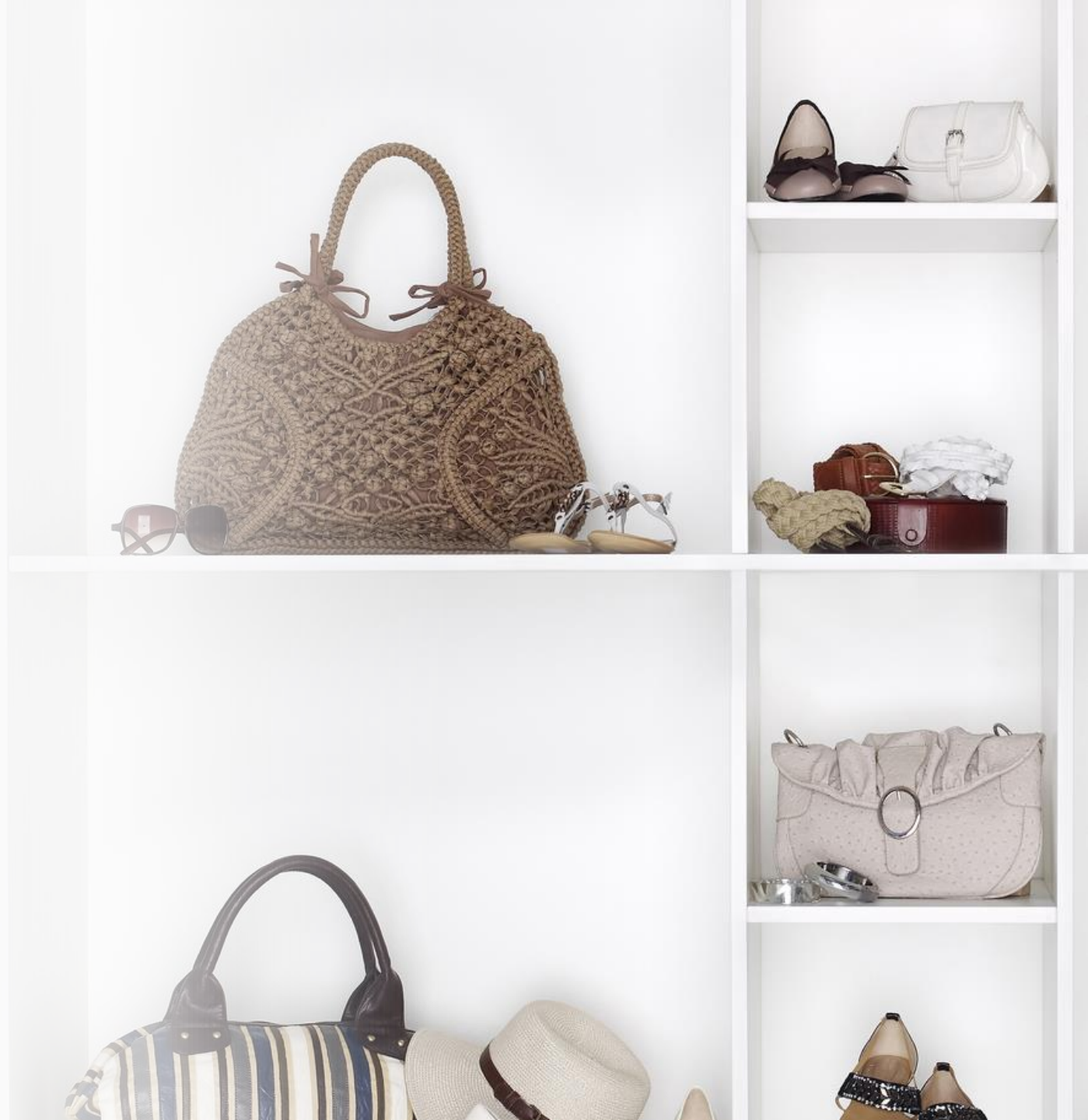
## OUR INNOVATION

We continuously invest in innovation relating to fashion-specific tools and accelerators to increase the speed to a value of SAP Fashion Solutions, primarily our SAP S/4HANA® Rapid Deployment Solution – attune Fashion Suite TM.



## OUR CAPABILITIES

Our delivery capabilities, methodology and fully pre-configured SAP Fashion solutions enable us to accelerate all the steps in the implementation process with reduced risk and lower costs.



# Transform your Company's Digital Core with SAP S/4HANA® Fashion

To help businesses transition to the digital age, SAP S/4HANA® Fashion is designed to place real-time business within reach to fashion companies.

It has been specifically designed to combat complexity, streamline digital transformation, and provide the ultimate simplicity by merging all fashion processes – wholesale and retail - onto a single platform. Outcomes of strategic options, and optimize planning, so fashion companies can adapt, innovate, and reinvent their fashion business.

This entirely new business suite runs on the SAP HANA in-memory database technology to give end users real-time decision support by moving away from the transactional ERP system and becoming a digital core – the nerve center – of your entire fashion enterprise.

The value from SAP S/4HANA® Fashion comes through simplification of the user experience, architecture, and business processes to better analyze trends, simulate the outcomes of strategic options, and optimize planning, so fashion companies can adapt, innovate, and reinvent their fashion business.

## Proven Expertise in SAP Fashion Solutions



Pre-configured, Rapid Deployment Solution for SAP S/4HANA® Fashion



Only SAP Partner to Co-innovate SAP Fashion Solution with SAP



Proven Approach to Moving to SAP S/4HANA® Fashion by building a reference solution



# Challenges and Goals with SAP S/4HANA® Fashion

## YOUR PAIN POINTS

While growth is attractive, you're still faced with major challenges:

- Aging technology and limitations of running an omnichannel operation
- Catering to demanding customers
- Lack of enterprise-wide visibility in real-time
- Expensive investments
- Long implementation cycle and migration related challenges
- Finding the right platform for future needs

## YOUR GOALS

As a fast-growing fashion house, SAP S/4HANA® Fashion delivers:

- Digitized business processes across your enterprise with a modern core designed for the digital and omnichannel economy
- Visibility of your customers across all your channels
- Visibility across the enterprise through a single, vertically integrated platform
- Reduced total cost of ownership with the option of a cloud-based model - saves hardware, operational, and time costs
- Pre-configured solution for accelerated implementation with the ability to leverage new innovations exclusive to SAP S/4HANA® Fashion with greater ease
- A technology platform that is scalable as your business expands into new channels and regions; keeping you ahead of the curve

# Compelling Value Drivers: Opportunities for your Fashion Company

- Reduces stock-outs
- Reduces markdowns and waste
- Improves inventory accuracy
- Improves revenue margins
- Accelerates time to market
- Increases the number of transactions due to improved up-sell/cross-sell opportunities
- Reduces chargebacks

- Improves procurement productivity
- Increases annual savings on direct and indirect materials
- Reduces WIP inventory
- Improves on-time delivery to customers
- Reduces purchase order error rate

- Reduces IT integration cost
- Reduces cost of ownership due to simplified data model/landscape
- Enables native integration to other SAP S/4HANA® industry solutions
- Improves IT efficiency due to in-memory platform
- Improves data quality
- Eliminates the management of multiple interfaces

- Enterprise-wide Financial consistency
- Real-time insights into financial processes and results; enabling timely decision making
- Ability to simulate and run what-if analysis for financial planning

- Improves efficiency in warehouse operations
- Reduces warehouse technology costs
- Improves on-time shipments orders
- Improves on-time delivery of shipments to customers or stores
- Reduces revenue loss due to fulfillment issues
- Reduces overall supply chain planning cost
- Improves supply chain planning FTE productivity
- Increases inventory accuracy

- Faster user adoption through consumer-grade user interfaces enabled by SAP Fiori
- Improved productivity
- Improved user experience
- Easy access to data from anywhere on any device
- Improved store operations as store associates and store managers are better equipped with the right information at the right time to serve customers more effectively

- Improves customer interactions due to instant collaboration and access to data
- Improves fulfillment due to real-time inventory management
- Native integration to SAP Hybris Commerce and SAP Customer Activity Repository to enable omnichannel functionalities
- Improves cross-sell and up-sell opportunities
- Reduces stock-outs



# Key Features on SAP S/4HANA® Fashion



## Live Inventory Management

Sales associates, store managers, logistics and controlling share the same base of data – keeping them informed on stock position and stock values in real time – with workbenches that allow course corrections and revaluations whenever needed. This enables quicker reactions to critical stock situations while inventory controllers track and assess profitability.

**30% - 40% Higher Inventory Accuracy**



## Seasonal Merchandise Management

Easily manage an increasing number of products with the ability to incorporate any rapid changes. New seasonality concepts form the main driver for all processes of a product, covering its complete life-cycle, from master data creation to procurement and sales, price calculation, and stock management.

**Reduction in Logistics Costs**



## Pack separately, Ship Together (PSST)

Addresses challenges in managing a significant number of sales order items to fulfill customers' "ship together" requirements. Identify order items from one or more locations that need to be shipped together as a complete collection, based on customer rules.

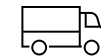
**10% -20% Reduced Overall Supply Chain Planning Cost**



## Advanced available-to-promise (ATP)

Helps identify mass product availability for Sales, Planned and Production orders, giving the business new levels of visibility. This sophisticated order promising, and confirmation process allows users to check availability in real time to promise accurate and reliable order dates based on business priority instead of order creation time with the option of rescheduling to adapt to last-minute changes in customer orders or supply.

**5% -10% Reduced Markdowns**



## Accelerated MRP Runs

A real-time MRP run triggered anytime during the day delivers the MRP controller timely, up-to date information to help identify supply at risk, and immediately resolve issues.

**10% -12% Reduction in Days in Inventory**



## Stock Protection

Prioritize stock based on the most profitable and/or strategic channels and avoid channel cannibalization. Reserve stock for high-priority channels and manage protected stock quantities using plans and product availability.

**0.5% -1% Profit Increase**

# Moving to SAP S/4HANA® Fashion: Why Act Now?

With all the available and planned SAP innovations now focused on SAP S/4HANA® and given the product support and maintenance plans, the need to adapt SAP S/4HANA® Fashion is a given. But how can fashion companies determine the best path forward?

There is no one-size-fits-all solution for moving to SAP S/4HANA® Fashion due to the varying starting points and priorities. However, fashion companies making the move early, stand to get the most out of applications expressly designed for the digital age and are the first to benefit from SAP S/4HANA® innovations as they become available.

## SAP S/4HANA® Can Save an Organization



**70%+**

On Software



**15%+**

On Hardware



**20%+**

On Administration and  
Development Labor

## Designed for the Always Evolving Fashion Customer



**1350x**

Faster Reporting



**1000x**

Faster Analytics



**2000x**

Faster Response





# Proven Expertise to help you in the SAP S/4HANA® Fashion transformation journey

As a leading SAP partner working exclusively in the fashion and lifestyle industry with more than 12+ years of experience in delivering SAP Fashion solutions and a strong track record of co-innovating with SAP, we are well-positioned to help fashion brands unlock the potential of SAP S/4HANA® Fashion.

With our product knowledge, proven methodologies, accelerators, and migration capabilities, we have helped 65+ global fashion brands improve business performance by advising on roadmaps, navigating risks, and providing new industry solutions to meet the unique requirements of the fashion industry.



**Collaboration with SAP  
on SAP S/4HANA®  
Fashion**



**80+ Global Fashion  
Implementations**



**End-to-End SAP  
Fashion Services**

# Trusted by Leading Fashion Brands

**BIRKENSTOCK**

**BURBERRY**  
LONDON ENGLAND

**adidas**

K E R I N G  


**STREETWEAR BRAND**

**G-STAR RAW**

**PUMA**  


GANT

**tapestry**  
COACH | kate spade | STUART WEITZMAN

  
NICE GROUP HOLDING  
Nice Group Holding Corp., Ltd

**CALERES**  
★ 5 ★

**carhartt** 

 B E S T S E C R E T

 Gerber  
Childrenswear

**KONTOOR**<sup>TM</sup>

  
**SCOTT**

**stichd**<sup>®</sup>



 hela

**HANES**  
Brands Inc

# Our Services for SAP S/4HANA® Fashion



## **SAP S/4HANA® Transformation Assessment**

Strategic expertise to develop a high-level roadmap and business case for your transition to the SAP S/4HANA® platform.



## **SAP S/4HANA® Future Reference Solution (FRS)**

Build-in your business processes and validate the solution with our SAP S/4HANA® Fashion Reference Solution.



## **SAP Consulting & Implementation Services**

Leverage proven methodologies, assets and project management capabilities to support your end-to-end SAP S/4HANA® Fashion Journey.



## **Specialized Industry Consulting**

Specialized spot consulting and valuable insights based on deep industry knowledge and best practices around SAP fashion solutions.



## **Organizational Change Management**

Tailored support to help leaders and workforce fast-track value realization and adapt to the new practices in SAP S/4HANA®.



## **SAP Application Managed Services**

Comprehensive support to unlock the value of your SAP portfolio, ensuring long-term sustainability and continued program success.

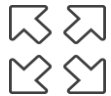


# attune Fashion Suite™

A Rizing Solution

attune Fashion Suite is a pre-configured SAP S/4HANA® Fashion solution, designed to help fashion brands migrate to SAP S/4HANA® Fashion from a complex, customized or high-risk environment with less migration effort, cost, and risk.

Built initially on the SAP Fashion Management platform, we utilized the know-how gained as a part of the co-innovation partnership with SAP in the development of its SAP Fashion solution and over 12 years of working with fashion brands to introduce the attune Fashion Suite™ in 2014. It has since been used by multiple clients including Rockport for global rollouts to expedite project delivery as well as to build a standardized template prior to an implementation.



## Scalable

Supports an accelerated project approach for large enterprises and as a templated approach for small to medium enterprises. Available both as a hosted and a subscription offering



## Documentation

Best practices documentation including business process and solution documentation, technical and functional documents and test scripts



## Industry best practices

60+ industry best practice processes based on our unmatched fashion industry and domain knowledge as the co-innovation partner on FMS with SAP



## Cloud or on-premise

Available on a Cloud or On-premise based deployment model



## High efficiency

Covers up to 80% of a typical fashion company's requirement and reduces 30-40% of a typical implementation effort



## Add-ons & tools

Industry leading tools and add-ons built on Fiori/HANA, RICEFs to support the end-to-end processes

## SAP S/4HANA® for Fashion Available on a Private Cloud

Deploy in a fully managed, secure cloud – in an accelerated timeframe with our pre-configured solution, attune Fashion Suite™.

- Reliable hosting environment
- Managed services approach
- Increased flexibility and low TCO
- Reduced risk

# attune Fashion Suite™ - at a glance

A Rizing Solution



Built on  
**SAP S/4HANA®**  
**Fashion & Vertical**  
**Business 1809**

**20+** Customers  
Globally &  
Counting

The Most Proven Accelerator in the Market



**50-60%**

Coverage of typical business  
process requirements as

**Out-of-the-box Functionality**

**50+**

## Pre-configured processes

Based on our Fashion Industry  
Knowledge and experience working  
with 70+ customers

## Supports a Future Reference Solution based approach to implementation



## Documentation

Best practices documentation including  
business process and solution  
documentation, technical and  
functional documents and test scripts

**Drives a  
templated  
"WHY NOT"  
approach**

**60+**

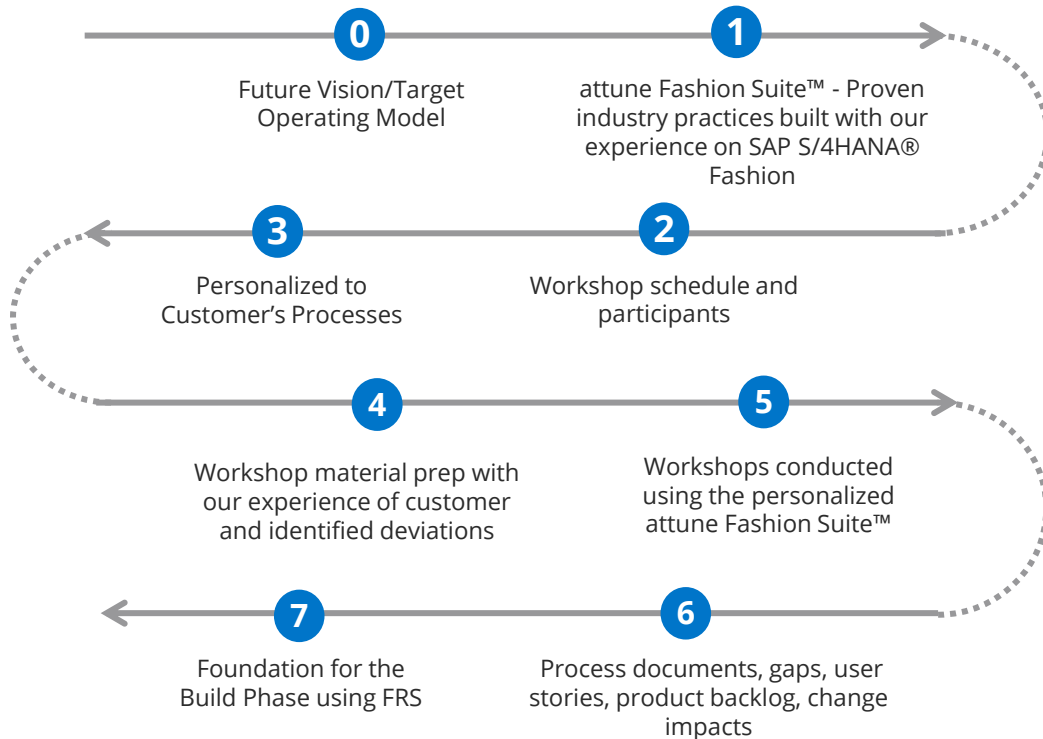
## Fiori Applications

# Building a Future Reference Solution leveraging **attune** Fashion Suite™

A Rizing Solution

Our Future Reference Solution (FRS) is designed to provide fashion brands with a reusable, personalized template of SAP S/4HANA® for Fashion, leveraging our rapid-deployment solution - attune Fashion Suite™.

Incorporating our knowledge of SAP S/4HANA® for Fashion and proven practice in the industry to support a why not approach, FRS helps reach a desired “to be” environment more efficiently and effectively, in order to drive your ERP implementation and augment your brand's uniqueness during the design and implementation phase.



## What You Get

- Global High-Level Design Template
- High-Level Design Walkthrough
- Reference Process Documents
- Personalized Reference System
- Gap List and Development list
- Change Impact Screening and Heat Map
- Product Backlog, User Stories, and Sprint Planning

## Business Value

- Global High-Level Design Template: A Platform to drive towards adopting proven industry practices
- Helps reach a common understanding of To Be “best practice”
- Draws out key convergence and divergence opportunities
- Helps refine key target operating model based on system capabilities
- Provides early exposure and understanding of SAP Fashion processes
- Potential change management considerations
- Provides a solid foundation for acceleration and quality of implementation

# Next Step

As the next step, we recommend you sign up for a comprehensive assessment to learn how SAP S/4HANA® can help you meet your strategic priorities.

## Outcomes and Deliverables

- ▶ Test drive SAP S/4HANA® and see your business processes played out on an SAP S/4HANA® environment
- ▶ Ensure users experience the new platform
- ▶ Get clarity prior to embarking on your SAP S/4HANA® journey
- ▶ See how current processes are impacted at a high level based on SAP S/4HANA® functionality
- ▶ Roadmap and recommended deployment approach

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