

S/4HANA - Vista's Journey Towards Enhanced Efficiency and Scalability

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Las Vegas

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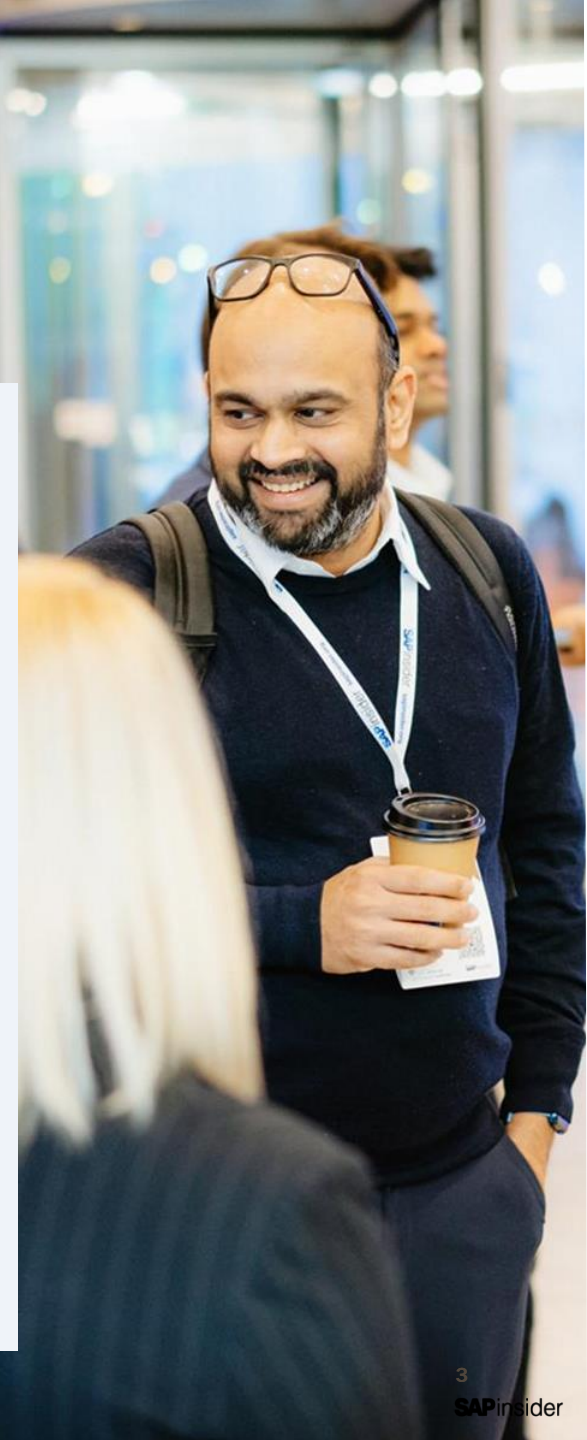


In This Session

You will learn how Vista successfully leveraged S/4HANA to optimize Financial processes, drive efficiency and achieve tangible business outcomes

What We'll Cover

- About Vista
- About GyanSys
- Business Challenges prior to S/4HANA
- Vista's S/4HANA Journey
- Fiori Adoption and Engagement
- Use Cases at Vista
- Wrap Up

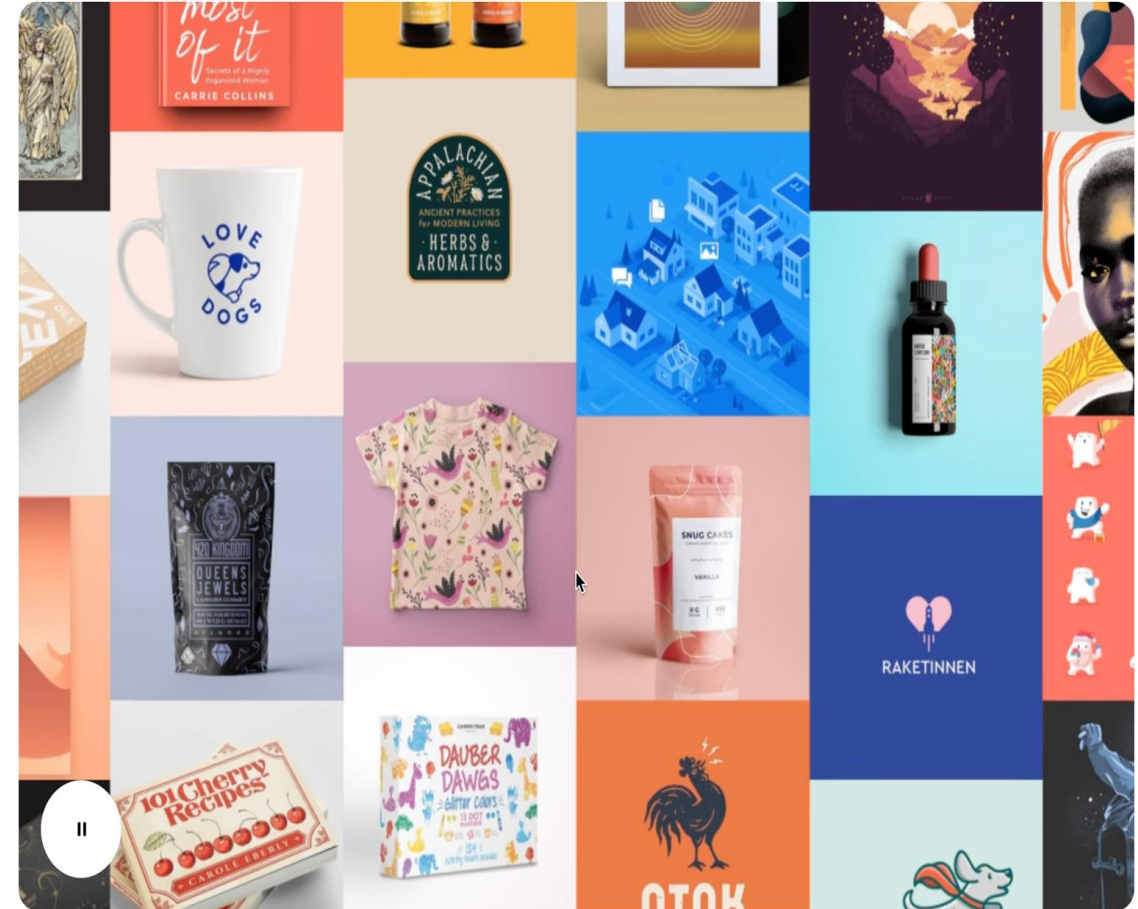


About Vista (Vistaprint)



Our mission is to be the expert design and marketing partner for the world's small businesses.

- 17 million customers globally
- Leader in Mass Customization
- Custom-designed marketing products
- Consumer goods
- Promotional goods
- Designer Services
- Websites
- Online marketing content
- Signage
- Packaging



About GyanSys

SAP® Qualified
Partner-Packaged Solution

SAP® Certified
Partner Center of Expertise



GYAN SYS

Founded

2005



2,000



Employees

Big Enough to Deliver. Small Enough to Care.

End-to-End Capabilities & Services including **S/4, IBP, APO, AATP, EWM, TM, MII/MES, PP/DS, ISBN (Ariba), EAM, PLM/PPM, AGV Integrations, Advanced VC, Batch Traceability, Yard Logistics, and others**

Professionals Worldwide	
North America (US, Canada)	550+
Asia (India, Philippines, Singapore, Vietnam)	1,300+
Europe (Germany, Switzerland, UK)	50+
South America (Argentina, Brazil, Chile, Colombia, Mexico)	150+

SAP Practice Details	
SAP Practice Team Size	1,500+
S/4 Projects Delivered (incl. S/4HANA Private & Public Clouds)	50+

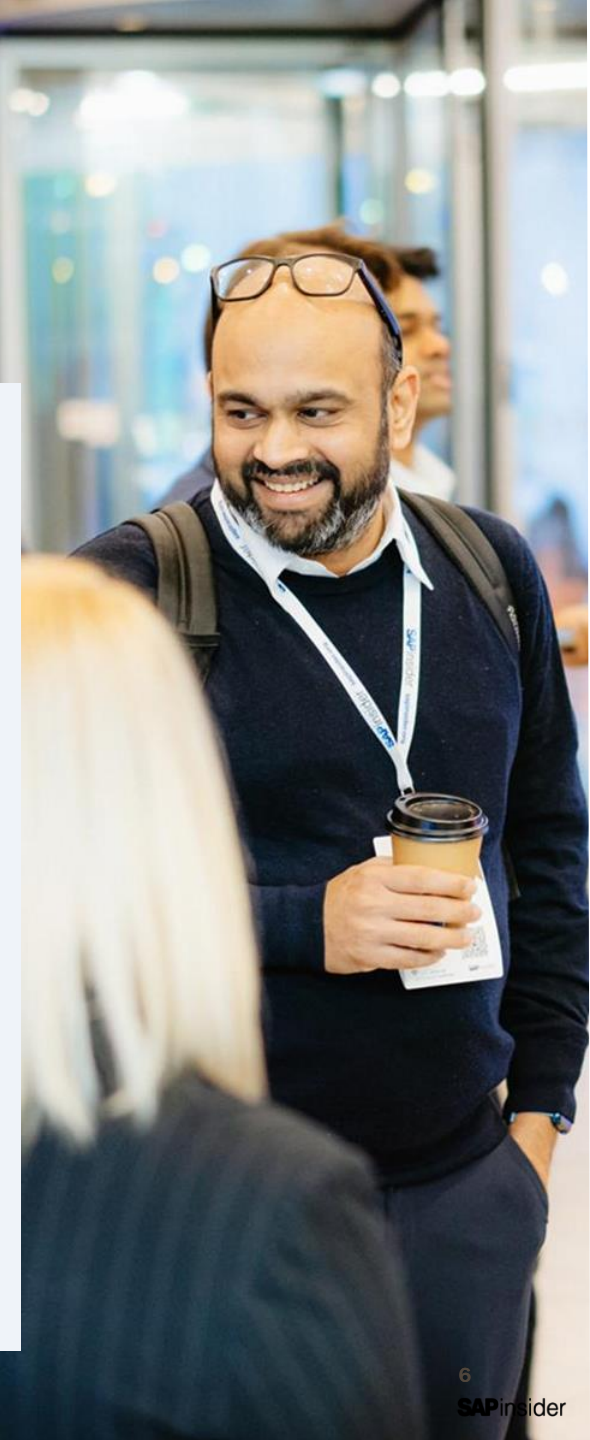
Service Type	Advisory & Projects	60%
	Managed Services & Support	40%



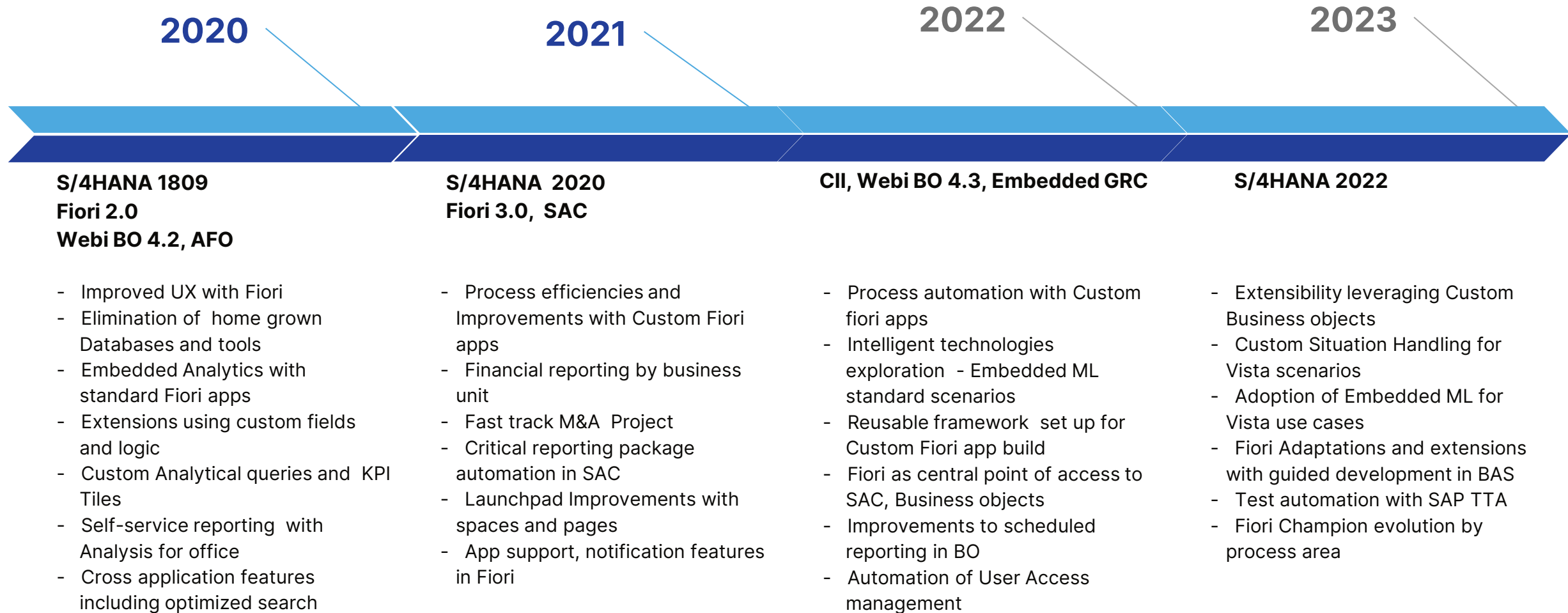
Gartner mentioned GyanSys as an honorable mention as an **SAP S/4HANA Application Services, Worldwide**, provider in their ***“Magic Quadrant for SAP S/4HANA Application Services, Worldwide”*** report.

Business Challenges Prior to S/4HANA

- Redundant feeds to external tools for data volume intense reporting
- Inability to produce financial reports below the company code level
- Late visibility to issues due to lack of insight on data within SAP
- Longer time to market for new report builds and enhancements
- Heavy implementation effort during M&A projects
- Limitations to produce line item reports for longer periods
- Extreme dependency on workstations for access and operations
- Extensive onboarding and training needs for SAP users
- Intense effort to upgrade SAP versions every time

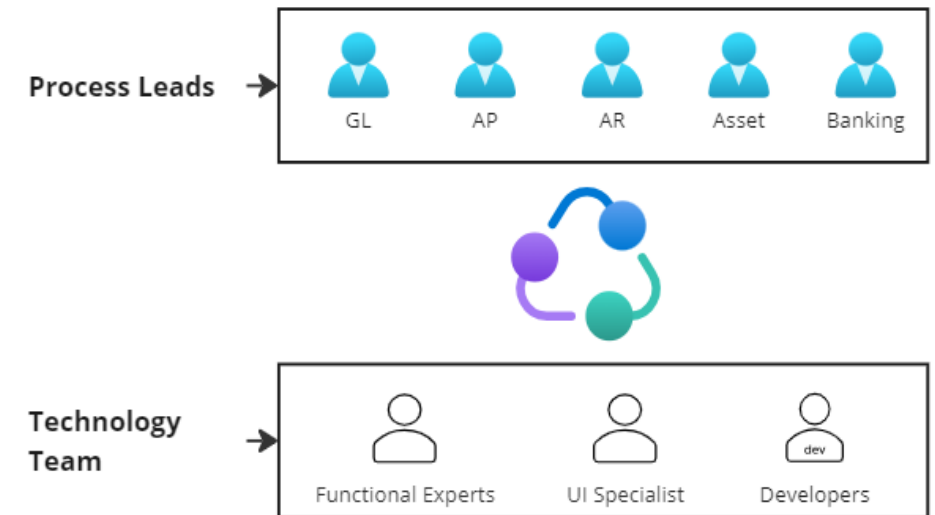
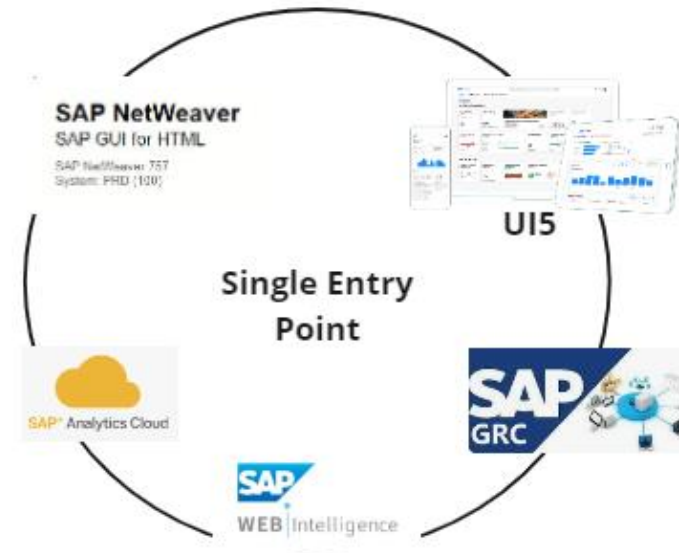


Vista's S/4HANA Journey



Fiori Adoption and Engagement

- **Fiori as Single Entry point** for SAP and Analytics tools
 - Enable most relevant Fiori apps
 - Deliver Fioritized transactions with App variants
 - SAP Menu Access in Fiori for exceptions
- **Fiori first** approach for current Finance users
- **Fiori only** approach for new Finance users
- **Self contained teams** covering process, functional and technology teams
- Set up **Feedback forums** to elicit new business requirements and gaps in enabled functionality / apps
- Aim to build longer term solutions factoring functional capability roadmaps
- Implement **upgrade proof** solutions using recommended adaptations and extension methodologies
- **Empower business users** with self-service capabilities



Case Study: Reduced Time to Implement Organizational Changes

Using Key User Extensibility

- **Use case:** Organization changes followed by rebranding / reorganization strategies of Corporate and these changes result in system updates from Financial reporting standpoint.
- **Motivation:** Bring agility with right solutions and tools to ease the maintenance of org changes in SAP
- **Applications and Tools:** S/4HANA, Flexible Hierarchy, Custom Business Objects, Custom Fields and Logic, Adapt UI, Embedded Analytics and SAC
- **Business benefits**
 - Reduced time to market ~ 1-2 weeks
 - Self Service tooling for FP&A teams to perform system updates
 - Minimal support from Technology teams if needed

Case Study: Reduced Time to Implement Org Changes

Using Key User Extensibility

VP Tech - EBS FIN&SC

General Information

Organizational Units

Control

Address

Communication

Company Code:
(Cimpress USA Incorporated)

FP&A Group:
(TECH&DATA)

Currency:
USD (United States Dollar)

Profit Center:
(VTO -EBSFin -Finance)

Functional Area:
(IT operations)

Standard Hierarchy Node:
(Waltham)

OneStream Data

Country:
No_Country (No Country)

Category:
(Vista Engineering)

VistaFunction:
(IT Operations)

Custom Fields on Cost Center

Flexible Hierarchy Detail

ONESTREAM

CC Fields to Onestream

Type: Cost Center Hierarchy
Controlling Area: (VistaPrint Ctrl Area)
Valid From: 02/07/2022
Valid To: 12/31/9999
Structure: Category, Country (Cost Center), VistaFunction, Level1, Level2

Hierarchy Levels

Custom Fields added using Key User Extensibility i.e.CBO, Custom Fields and Logic App, Adapt UI

Display Line Items in General Ledger

All Search

Ledger: *
OL (Leading Ledger)

Company Code:
(Cimpress Australia)

G/L Account:

Status:
All Items

Posting Date:
Year To Date (01/01/2024 – 03/08/2024)

Go Adapt Filters (5)

Line Items

Line Item Details

Company Code	G/L Account	Journal Entry D...	Journal Entry	JE Type Name	Posting Date	Amount in Balance Transactio...	Amount in Company Code ...	Category	Category Description
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Case Study: Process Improvements for Unique Business Scenarios

Marketing Expense and Partner Commission

- **Use case:** Marketing expense cockpit - Centralized Tool to track and plan marketing budgets for countries and channels, Partner commission - Unified solution for tracking commission contracts and automate calculation/postings to Third party
- **Motivation:** Setting up full end to end solutions to drive process improvements
- **Applications and Tools:** S/4HANA, Fiori App Adaptation tools
- **Business benefits**
 - Providing efficiencies on data entry, download/uploads, self-service reporting all in one place
 - Mobile friendly to facilitate budget approvals including C-suite executives
 - Expanded use of SAP for Marketing and Sales related processes
 - Easy to be train and adopt on new solutions in Fiori

Case Study: Process Improvements for Unique Business Scenarios

Marketing Expense and Partner Commission

SAP

Partners Commission

All

Search

Booking Numbers

Upload Booking Numb...

Review & Update Boo...

Delete Booking Numb...

Calculation Engine

Generate Proposal

Review and Update Pr...

Delete Proposal

Confirm Posting

Master Data

Manage Contracts

Link External ID to SA...

Reports

Supplier with External ...

Commission Posting Log

Upload Booking Numbers

Template: xlsx

Upload: Choose a template-based file to upload

Browse...

Batch Items

Batch	Batch Status	Created On
No data available		

SAP

Marketing Expense Cockpit

All

Search

Budget

Create Budget

Search Budget

Approve/Reject Budget

Expenses

Create Expense

Search Expense

Partners

Create Partner Name

Search Partner

Extend Partner

Dashboard

Period Lock

Campaigns

Create Campaign

Display Campaign

Create Expense

Line Items(4)

Website Country	Spend Year	Spend Month	Spend Type	Channel Name	Channel ID	Budget ID	Cross Charge Entity

Case Study: Standardization of Financial Reporting Packages

SAC with S/4HANA

- **Use case:** Critical Financial reporting packages during close at regional and corporate levels in Vista. Packages are prepared combining various data sets out SAP and the activity involves diligence and effort by several Finance users.
- **Motivation:** Systematization of periodic reporting packages to replace significant manual effort resulting in overall efficiencies.
- **Applications and Tools:** S/4HANA, Custom CDS views, SAP Analytics Cloud
- **Business benefits**
 - Standardization of reporting packages at all levels within Vista
 - Complete elimination of human effort in preparing data
 - Real time reporting for majority of reports in the package
 - Easy and quick validation of period end adjustments
 - Improved reporting views to gain insights

Case Study: Standardization of Financial Reporting Packages

SAC with S/4HANA

The screenshot displays the SAP S/4HANA Reporting Packages SAC Launchpad. At the top, the SAP logo is followed by a 'Home' dropdown menu. A navigation bar contains several menu items: 'My Home', 'Marketing Expense', 'Purchasing' (with a dropdown arrow), 'Month-End Close' (highlighted with a blue underline and a dropdown arrow), 'GL Accounting' (with a dropdown arrow), 'Accounts Payable' (with a dropdown arrow), 'Accounts Receivable' (with a dropdown arrow), and 'Assets'. Below the navigation bar, the main section is titled 'Reporting Packages' and 'SAC Launchpad'. It features a grid of 12 reporting package tiles, each with a title, a subtitle, and a line chart icon. The tiles are arranged in two rows of six. The first row includes 'Asset Rollforward', 'AP Aging By Document Date', 'AP Aging By Payment Term', 'Days Payable Outstanding', 'Balance Sheet Flux - Consolidated', and 'Balance Sheet Flux - Local & Group Crcy'. The second row includes 'Balance Sheet Trend - Consolidated', 'Balance Sheet Trend - Local Crcy', 'P&L Flux - Consolidated', 'P&L Flux - Local & Group Crcy', 'P&L Trend - Consolidated', and 'P&L Trend - Local Crcy'. At the bottom of the interface, there is a row of four tabs: 'SAC Launchpad' (which is active), '99Design Flux Trial', '99Design Trend Balance Sheet', and '99Design Trend P&L'.

SAP Home ▾

My Home Marketing Expense Purchasing ▾ **Month-End Close** ▾ GL Accounting ▾ Accounts Payable ▾ Accounts Receivable ▾ Assets

Reporting Packages

SAC Launchpad

Asset Rollforward 	AP Aging By Document Date 	AP Aging By Payment Term 	Days Payable Outstanding 	Balance Sheet Flux - Consolidated 	Balance Sheet Flux - Local & Group Crcy
Balance Sheet Trend - Consolidated 	Balance Sheet Trend - Local Crcy 	P&L Flux - Consolidated 	P&L Flux - Local & Group Crcy 	P&L Trend - Consolidated 	P&L Trend - Local Crcy

SAC Launchpad 99Design Flux Trial 99Design Trend Balance Sheet 99Design Trend P&L


Case Study: M&A Project Fast Track Delivery

99designs Acquisition

- **Use case:** M&A Implementation for Legal entities in 3 countries. Project scope includes General Ledger, Accounts payable, Accounts receivable, Fixed Asset modules in SAP
- **Motivation:** Ability to shorten Implementation timelines and quick onboarding of acquired entities in SAP
- **Applications and Tools:** S/4HANA, Fiori Apps with adaptations, Developer and key user extensions, SAC
- **Business benefits**
 - Access SAP through internet. No Infrastructure dependencies
 - Early access to SAP in workshops to facilitate feedback loops
 - Fiori as single-entry point for Embedded Analytics and SAC
 - Rapid onboarding/user trainings through **Fiori Demos** and **App support**

Case Study: M&A Project Fast Track Delivery

99designs Acquisition



Home ▾

My Home

Employee Self Service

Marketing Expense

Purchasing ▾

Maintenance ▾

Month-End Close ▾

GL Accounting ▾

Accounts Payable ▾

Accounts Receivable ▾


Assets ▾

Banking ▾

Overview


Master Data

Create Business Partner BP - GUI




Transaction

Create Supplier Invoice Advanced




MIRO

Reconcile GR/IR Accounts



Post Acquisition (Integrated AP) Without Purchase Or...



Payments

New Payment Run F110



Manage Automatic Payments



Payment Audit Report



Display Check Registers



99designs

by  vista

Case Study: Efficiency Improvements with Reusability Framework

App for Journal Entry Mass Processing

- **Use case:** Mass upload Fiori app for collective processing of Journal entries in multiple company codes with a single iteration with custom features and functionality
- **Motivation:** Provide efficiencies to Finance user base with faster data entry approach with self-service troubleshooting
- **Applications and Tools:** S/4HANA, Fiori App Adaptation tools, Key user extensibility
- **Business benefits**
 - Ability to upload Journal entries for multiple entities in a single file
 - Detailed error analysis to facilitating self-service troubleshooting
 - Online editing capability for error handling and posting
 - Embedded feature to auto reverse upload postings as needed
 - **Reusable Framework** for uploads in other areas - AP, AR and Fixed Assets

Case Study: Efficiency Improvements with Reusability Framework

App for Mass Processing of Journal Entries

<

SAP

Upload General Journal Entries

Standard

File Name:

Status:

Journal Upload Logs

File Name

Journal Upload File

File:

File Path / Name

Browse...

Template:

Advanced (All fields)

Ledger:

OL

Doc. Type:

SA

Reversing Entry

Auto-Reversal Posting Date:

Select Reversal Date for Reversal Posting

Additional E-Mail Recipients:

Simulate

Post

Close

Upload File

Download Template

File Name:

Status:

Operation:

Upload Date:

21.03.2023 - 21.03.2024

Go

Adapt Filters (3)

Journal Upload Logs (4)

File Name	Operation	Total recor...	Error Re...	Success R...	Download Logs	Action
DEMO UPLOAD - UAT.XLSX	POST	72	0	72	<div><div></div><div></div><div></div></div>	<div><div>Post</div><div>Edit</div></div>
DEMO UPLOAD - UAT.XLSX	SIMULATE	72	0	72	<div><div></div><div></div><div></div></div>	<div><div>Post</div><div>Edit</div></div>

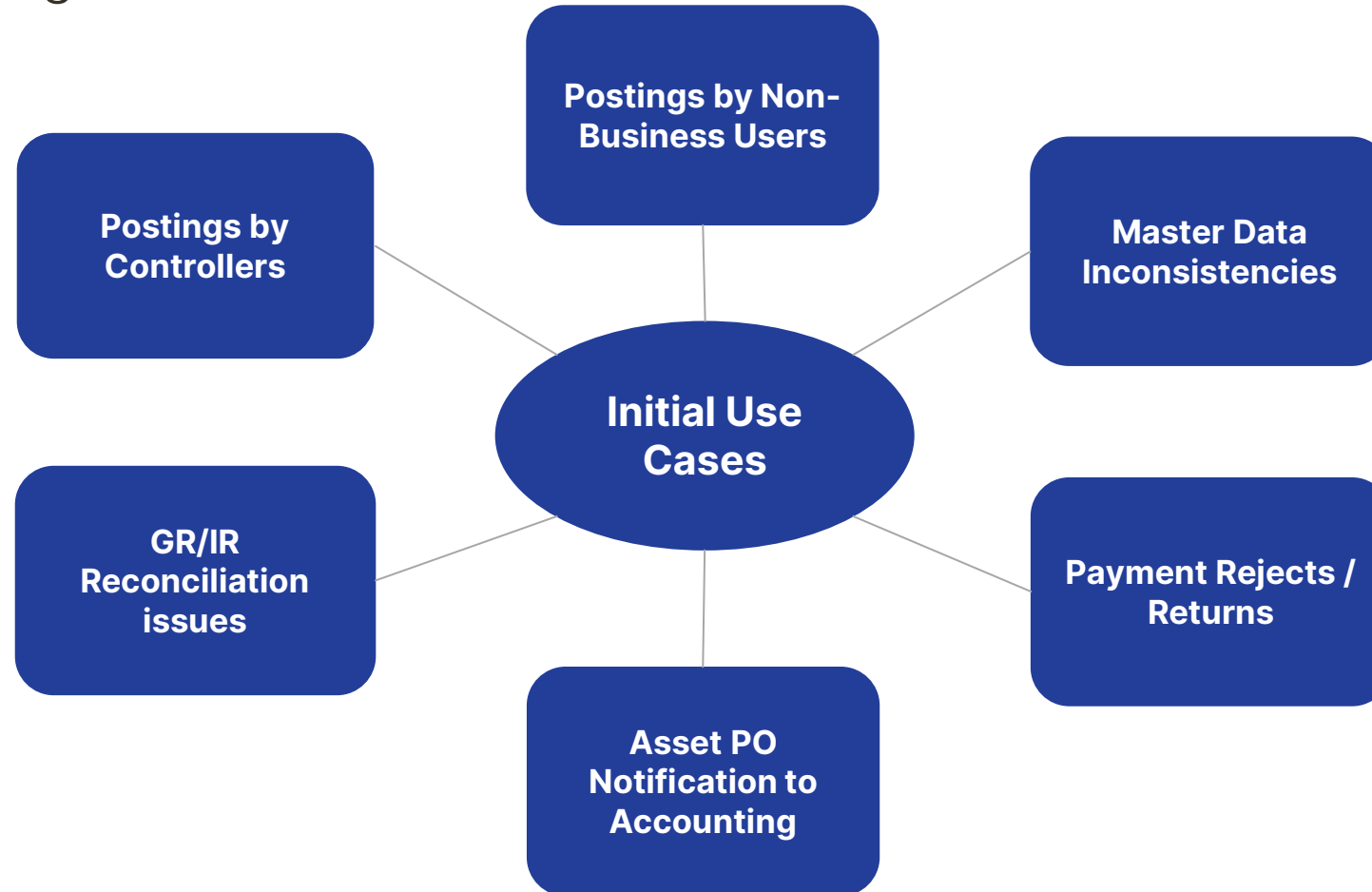
Case Study: React Faster on Critical and Important Events

Situation Handling

- **Use case:** Multiple use cases ranging expiring contracts, upcoming deadlines, pending approvals, exceptions and deviations to standard policies and controls
- **Motivation:** Ability to systematically receive alerts on specific use cases to help Vista's business as usual
- **Applications and Tools:** S/4HANA, Extended Situation Handling Framework, Custom CDS views, Responsibility Management, Analytical List Page in Fiori
- **Business benefits**
 - Auto detection of issues early on and prevents major disruption
 - Opportunity to review and record exceptions
 - Eliminates the need to run various reports on daily basis to find out exceptions manually
 - Opportunity to use the notifications for process automation

Case Study: React Faster on Critical and Important Events

Situation Handling



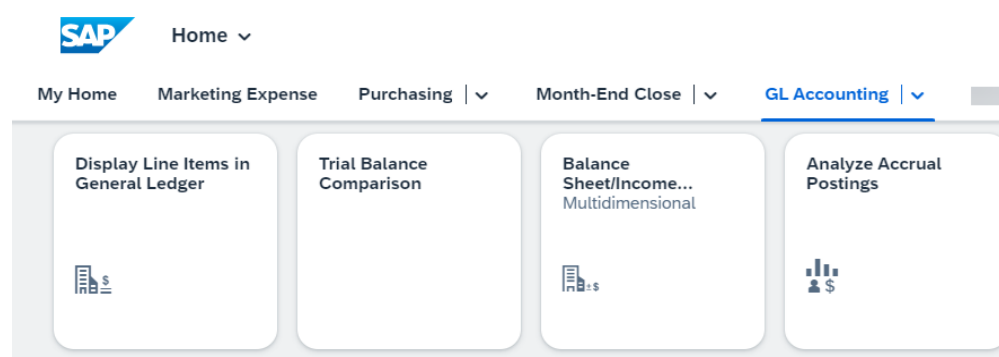
Case Study: Improved Analytics and Realtime Reporting

Using Embedded Analytics

- **Use case:** Operational and management reporting needs of Vista entities transacting in SAP across the globe, with opportunity for insight to data.
- **Motivation:** Real time and easy to use flexible reports directly from SAP
- **Applications and Tools:** S/4HANA, Multi Dimensional Reports, Analytical List Page, Overview Pages, Smart KPIs, Query Browser
- **Business benefits**
 - Direct reporting from transactional system of record with drill down
 - Improved User experience with ability to slice and dice per user needs
 - Faster time to market with user extensibility and analytics extensibility options
 - Easy navigation to related apps for deep dives

Case Study: Improved Analytics and Real time Reporting

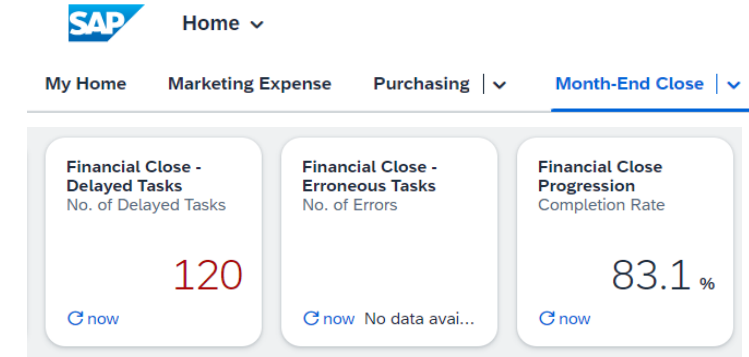
Using Embedded Analytics



List Report with Drilldown

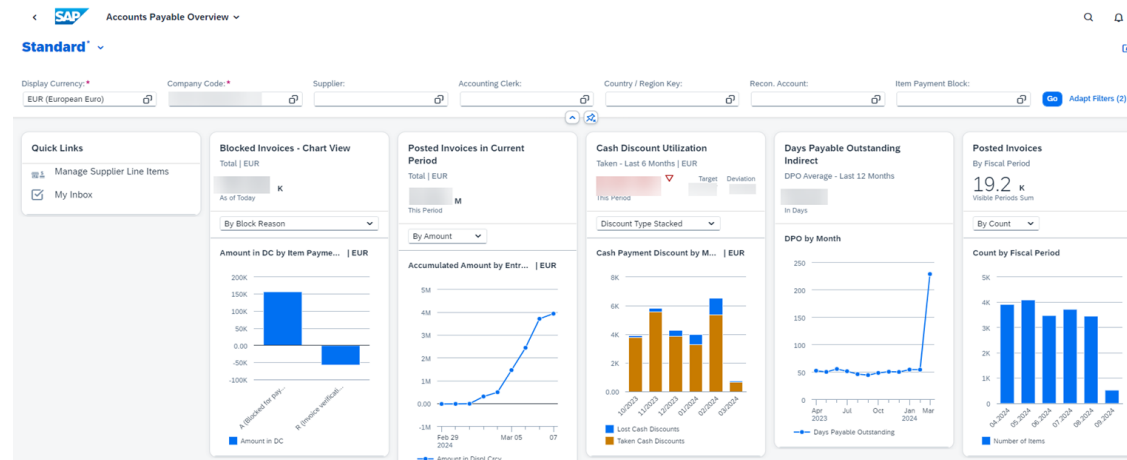
Multi-Dimensional Reporting

Analytical List Page



Smart KPIs

Overview Apps



Wrap Up

- Where to Find more Information
- Key Points to Take Home
- Thank You

Where to Find More Information

- **SAP Help Portal:** [Key user extensibility](#)
- **SAP Help Portal:** [Embedded Analytics in S/4 HANA](#)
- **SAP Help Portal :** [Intelligent scenario lifecycle management](#)
- **SAP Help Portal:** [Situation Handling - Extended Framework](#)
- **SAP RIG Blog series on Situation Handling:**
 - [How to start with Custom Situation - High level design of the Use Case\(1/4\)](#)
 - [How to start with Custom Situation - Detailed design of the Use Case\(2/4\)](#)
 - [How to start with Custom Situation - Design your situation object\(3/4\)](#)
 - [How to start with Custom Situation - Define your situation scenario\(4/4\)](#)

Key Points to Take Home

- **Upgrade often and Unlock new capabilities**

- Replacement/successors, Delta Fiori apps, Functional Innovations

- **Prioritize Quick Wins**

- Implement High value - low effort apps and functionality

- **Implement cross functional features early on**

- Personalizations, Manage search, app support, notifications and others

- **Introduce Innovation as continuous improvement**

- Ensure Framework, start simple and build complex use cases over time

- **Reduce time to market with extensibility tools**

- Custom fields, Adapt UI, Business objects, CDS views, Query browser

- **Continuous feedback loops**

- Follow up for Improvements in delivered solutions

- **Promote continuous learning**

- New tools/technologies with each release
- Document learnings

Thank you! Any Questions?

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Please remember to
complete your session
evaluation.

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