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## 20 Most Promising SAP Consulting Providers

SAP—in its present form, running in the veins of small, mid to large companies is gaining more momentum due to its capability to fulfil niche requirements with the power of Cloud. The spectrum of SAP products is not only allowing companies to manage and optimize businesses but is also proving to be an integral part of their information systems architecture.

With the market embracing different modules of the software, the demand for interaction and collaboration between application suites to streamline business is witnessing ascend. Most SAP solution providers are therefore offering integrated solutions that could be deployed on-premise as well as through a private cloud placement, sensing the need of the small and medium enterprise businesses.

The pioneer—SAP, has allowed many companies to step forward and build tools to integrate SAP ideas into different business verticals as it guarantees consistency of data throughout the system and the company itself, enabling clients perform and deliver better results.

These myriad innovations call for experts to transform SAP software and technologies into solutions that address strategic

business needs. This is where SAP consulting companies play the role of a propeller to drive the company into achieving excellence. The expertise of the consultants to provide right data at the right time enables the marketplace to acquire sustainability, flexibility and succeed through innovation. Most players in this space offer advisory and process consulting through to implementation to support and hosting.

In this edition of CIO Review, we bring to you “20 Most Promising SAP Solution Providers 2014” and “20 Most Promising SAP Consulting Companies 2014”, featuring the best vendors and consultants providing technologies and services related to SAP. The companies featured have showcased extensive business process knowledge, in-depth integrated and innovative strategies combined with talent base across locations.

A distinguished panel comprising of CEOs, CIOs, VCs, analysts including CIO Review editorial board has decided the top companies that are at the forefront of tackling challenges in the SAP market in the U.S.



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### Company:

Platinum DB Consulting Inc

### Description:

Platinum DB Consulting, Inc. is a certified EPPM SAP consulting and services partner

### Key Person:

Anthony DeRosa  
President and Founder

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# Platinum DB Consulting Delivering Innovative Solutions to Accelerate Time-to-Value

With the high adoption of smart devices across the enterprise, solution providers are forced to rethink the whole dimension of User Experience (UE) when designing solutions for their customers. Simultaneously, businesses are demanding immediate payback for their investment in process improvements - not least in the area of project and portfolio management. Platinum DB (PDB) Consulting, an EPPM specialist based in Chicago, IL, has for almost 20 years been delivering innovative solutions that address such market dynamics with the primary goal of accelerating time-to-value. PDB has progressively introduced accelerators in the pursuit of this goal through software and services solutions like Desktop Analyzer and their Advanced Innovation Centre (AIC).

PDB partners with SAP and consults companies on the full spectrum of EPPM business use cases—capital, NPDI, revenue-generating and IT-offering Business Services, Technology Services, Education and Training, plus value added solutions in response to each customer’s requirements. During the course of several hundred engagements, PDB has researched the core problems that have traditionally contributed to low system adoption and found that while inadequacies in the User Interface (UI) were often cited as being the root cause, this dimension of UE was only one contributing factor. The most significant issue was a failure to align the UE with the role and class of the user. The key to high adoption is to clearly identify the profile of every participant then serve them with the experience that best fits

their skills and knowledge, frequency of use and information input and consumption needs.

The design of Desktop Analyzer epitomizes this philosophy through the delivery of a role based, MS Excel interface that can be used for a comprehensive range of functions from resource supply and demand analysis to financial what-if modelling. Additionally, the Desktop Analyzer provides an Excel front-end to SAP’s Portfolio and Project Management application, allowing users to quickly update and analyze large quantities of data.

PDB’s AIC hosts customer systems and houses multiple EPPM landscapes that are leveraged for a wide variety of uses—from prototyping innovations to “art of the possible” demonstrations, even full proof of concepts. Through AIC Services project implementations are less cumbersome; for example, Live Blueprinting enables clients to model requirements before they are committed for full implementation; early discovery of issues made during Live Blueprinting net significant cost savings.

PDB President, Anthony DeRosa states, “Investment in PDB infrastructure and people is my priority. SAP uses the AIC because we are the only partner that has the landscapes capable of encapsulating all of their EPPM ecosystem applications.”

Varian Medical, a manufacturer of medical devices, has historically used MS Excel to capture project planning and forecasting data; some of which was then manually entered into SAP. However, the standard functionality in the SAP applications is designed for power users that could not enable



Anthony DeRosa

Varian’s cost center managers to do FTE (full-time equivalent) level resource management. Varian turned to PDB for its highly automated solution as it could provide a tool that could easily be used by a wide range of users in their global engineering organization. “They now have the ability to support facility-level FTE calculations with global and facility-level visibility into demand and supply by resource type through an MS Excel-like interface,” claims DeRosa.

Going forward, PDB envisions continuing its innovation of value-added solutions for SAP-centric EPPM. Also, the company’s SAP partnered Rapid Deployment Solutions will see increasing adoption by customers demand for implementations based on fixed price, scope and timeline. **CR**