



# UNITED VARS COMPANY PRESENTATION

Status 2021

## AGENDA

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**1** Profile

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**2** Competences

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**3** Customers and Global References

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**4** Appendix A: United VARs Member Profiles

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**5** Appendix B: United VARs Global Solution Partner Profiles

# 1

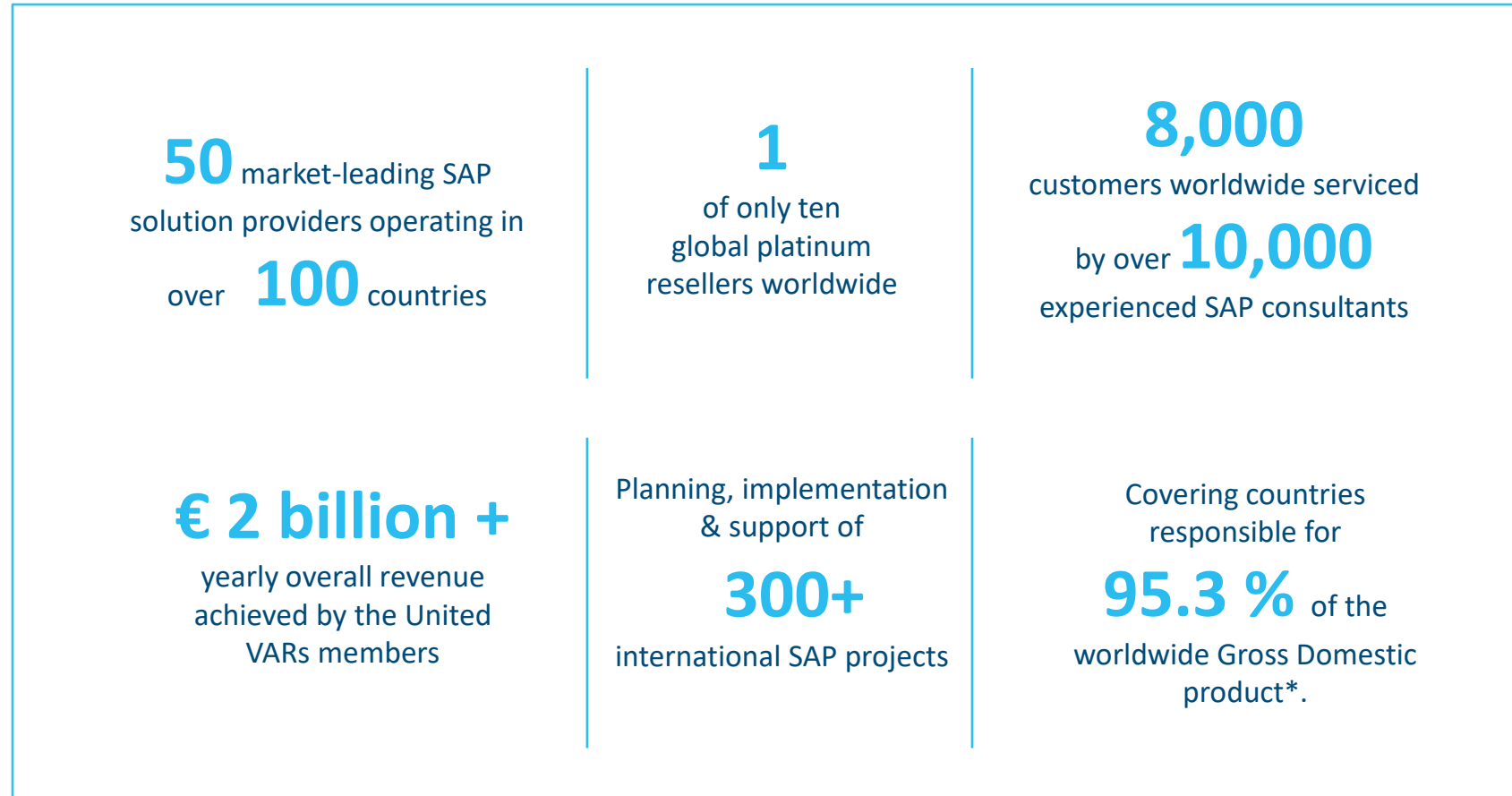
## Profile

United VARs at a glance

WE ARE NOT ONE ORGANIZATION. WE ARE **STRONGER** THAN ONE.

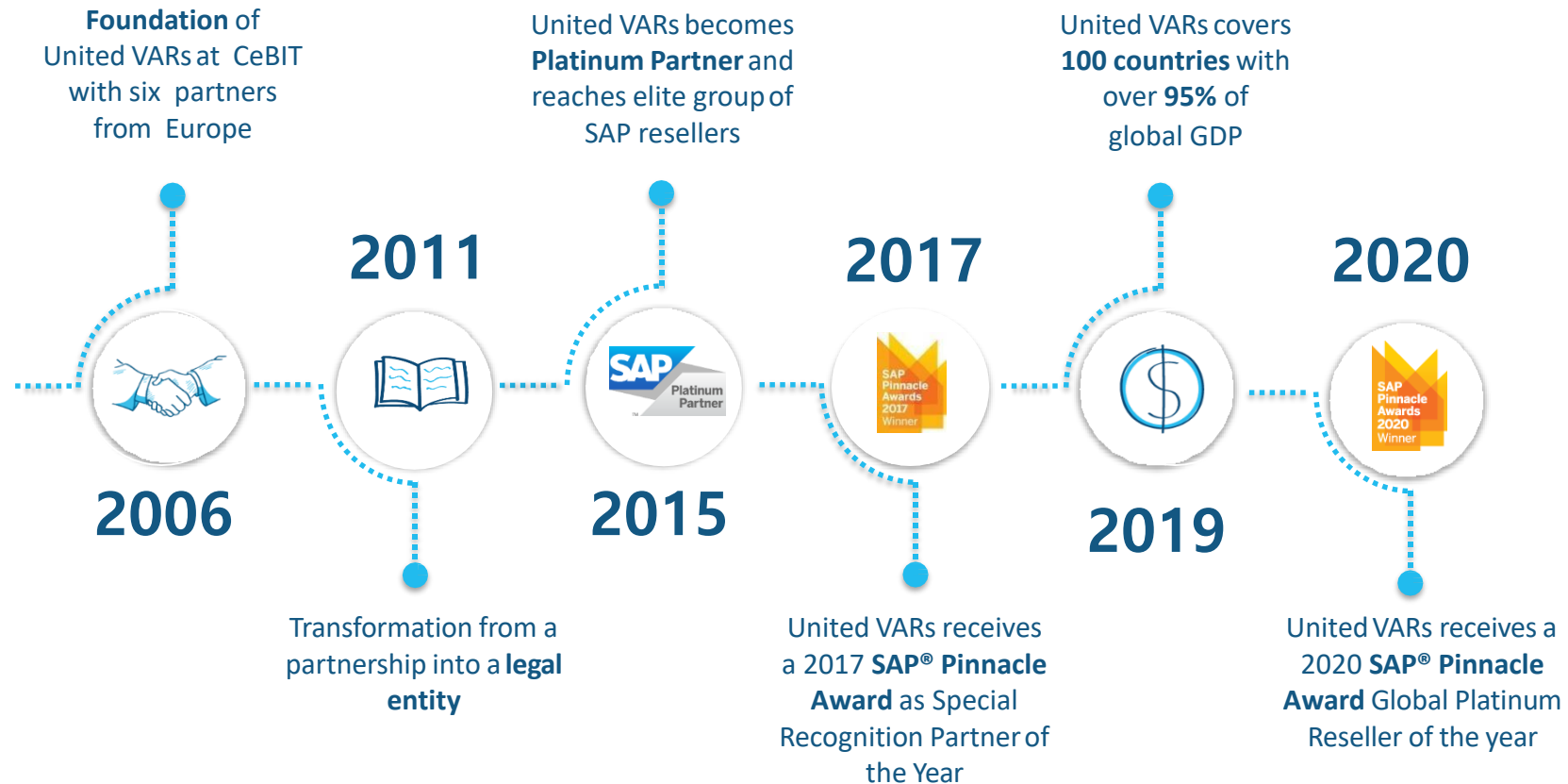


## FAST FACTS: TOGETHER, WE ARE ONE OF THE BIGGEST ELITE GLOBAL IT SOLUTION PROVIDERS WORLDWIDE

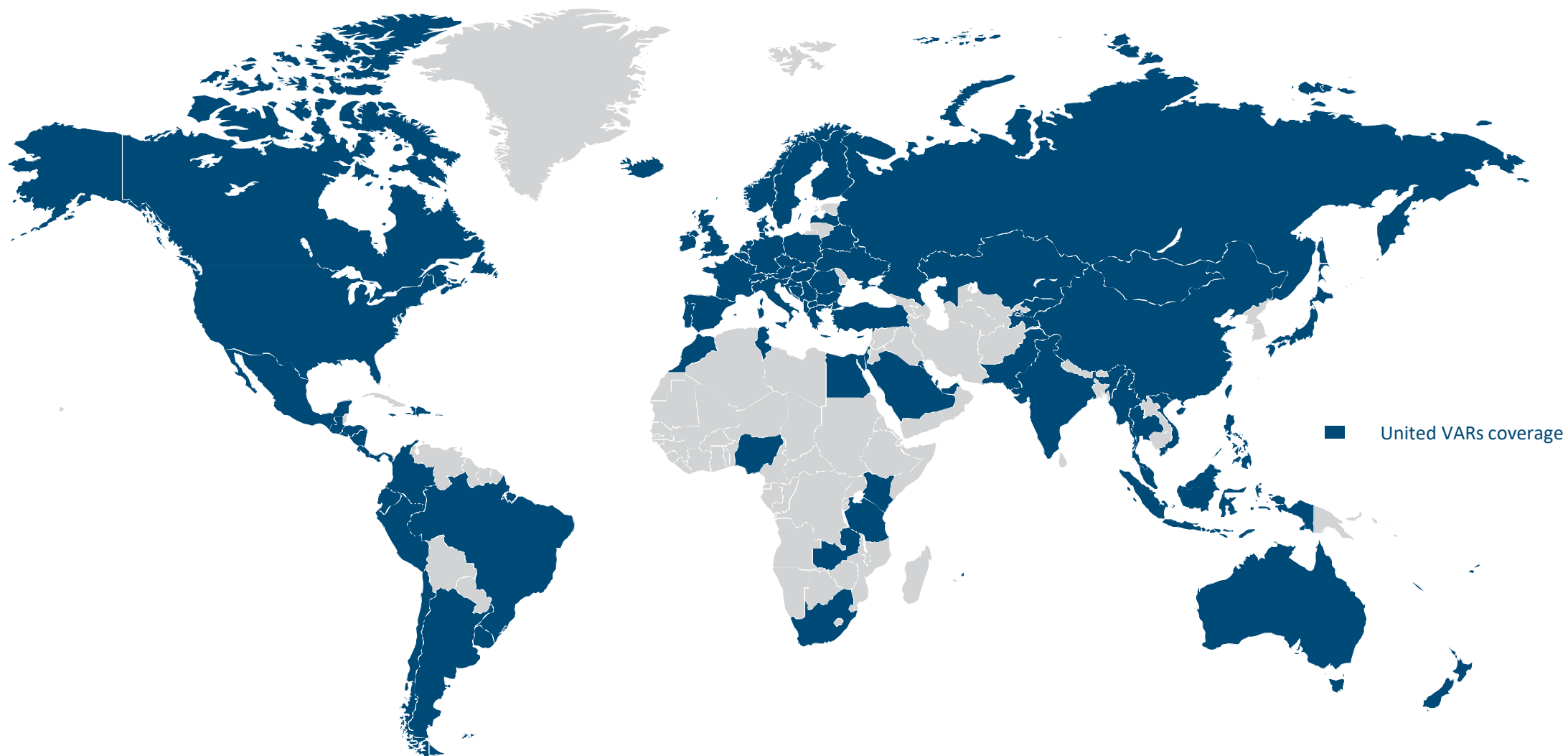


\* based on 2019 GDP, IMF

# OUR MILESTONES: 14 YEARS FROM FOUNDATION TO GLOBAL AWARDS



## WE HAVE AN EXTENSIVE INTERNATIONAL PRESENCE IN APPROXIMATELY 100 COUNTRIES





# OVER 50 MEMBER COMPANIES ARE LOCAL SAP MARKET LEADERS AND WE EXTEND OUR PORTFOLIO WITH GLOBAL PARTNERS' SOLUTIONS

## UNITED VARs MEMBERS

### IN THE AMERICAS



### IN EUROPE



### IN ASIA



### IN AFRICA & MIDDLE EAST



### IN AUSTRALIA

DXC Oxygen

## GLOBAL SOLUTION PARTNERS

### GOLD



### SILVER



### BRONZE



### GENERAL





“

Together with United VARs – who are co-innovating with us, reselling and implementing SAP® solutions – we deliver innovations to our customers so they can gain competitive advantage, grow their business and at the same time improve operational efficiencies based on best in class industry solutions and real time insights.

”

## **Bobby Vetter**

Senior Vice President Global Ecosystems and Channel Readiness, SAP

# 2

## Competences

Capacities of a Global Elite Partner Network

# OUR LOCAL IT LEADERS OFFER GLOBAL SAP IMPLEMENTATIONS INCLUDING CROSS-BORDER, NEAR-, OFF-SHORING AND ROLL-OUT & ERP OPTIMIZATION PROJECTS



## Global reach

Network in over 100 countries covering the **most relevant markets**.

Your closest partner—the primer solution provider—takes the **global project lead** following **global project standards**.



## Local feel

Tailored on-site service & support thanks to knowledge about language, culture and **local & legal requirements** and changes.



## Elite SAP Partners

United VARs members are **hand-selected technology leaders** with excellent industry-specific SAP knowledge. Criteria to become a UVARs Member: Be among the TOP 3 LOCAL SAP Partners in your country, in terms of: Experience, No customer served, No licences sold and future potentials.



## Integration Experts

Integration and optimization of your global systems creates unified processes, transparency, and uniform reporting.



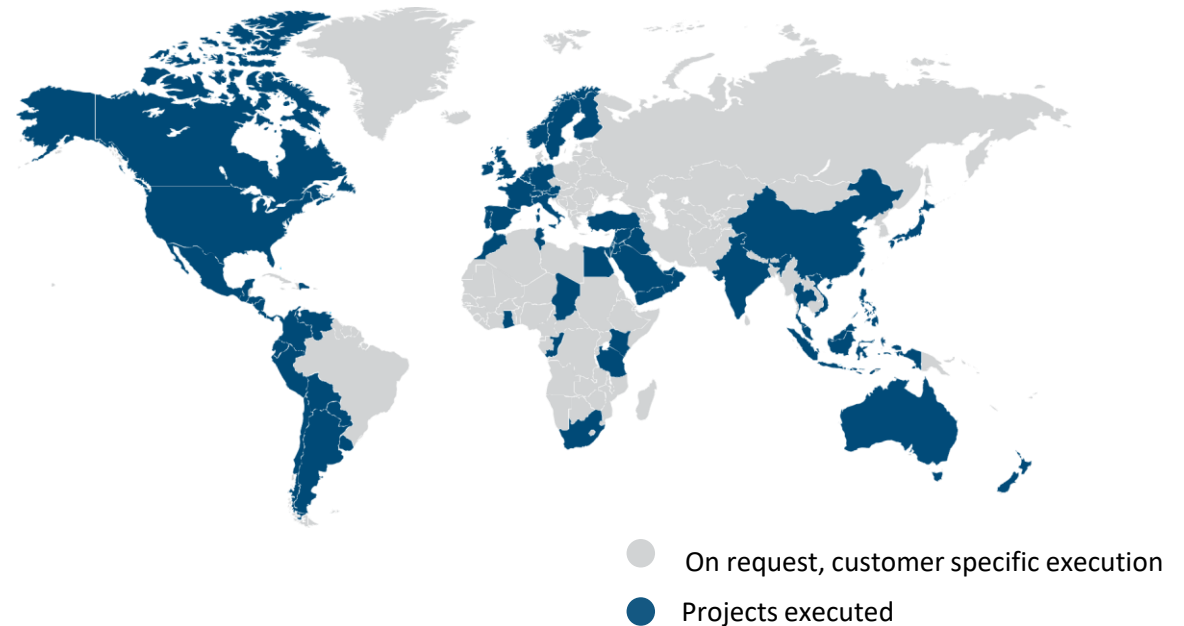
## Shared Resources

Customers benefit from shared experiences, solutions and resources in a global environment for rollout projects.

# A GLOBAL CLOUD ERP COVERAGE ENABLES YOUR BUSINESS TO USE A HOMOGENEOUS SAP BUSINESS BYDESIGN LANDSCAPE OR 2-TIER IMPLEMENTATION

## Efficient, rapid and reliable implementation of SAP Business ByDesign for global subsidiaries:

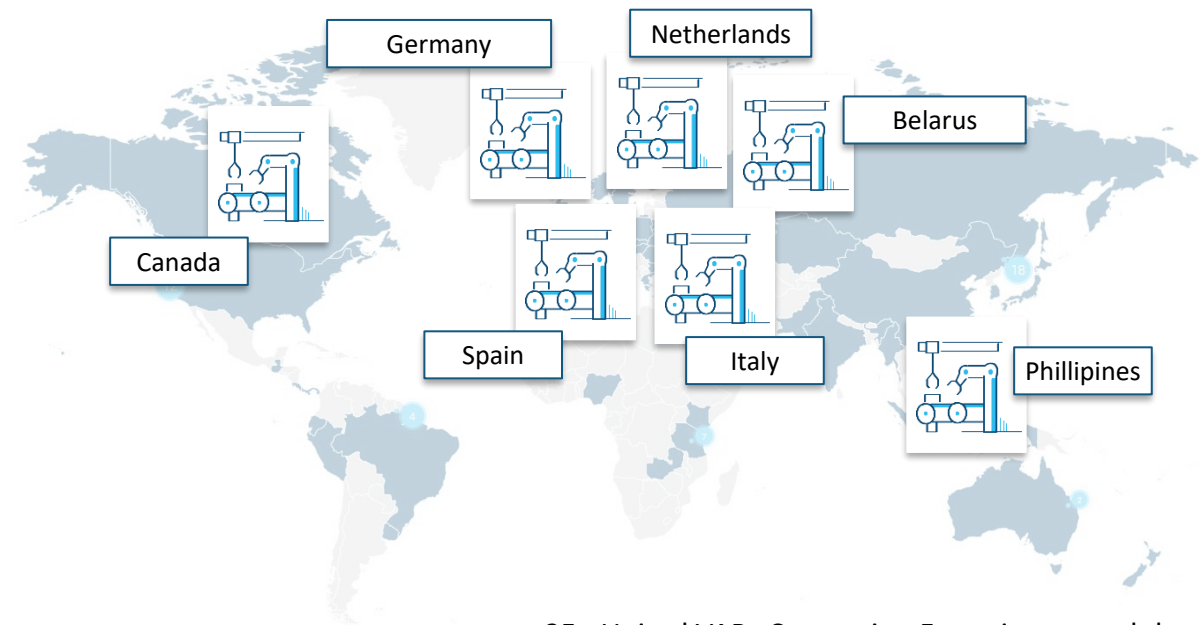
- ✓ **SAP certified packaged solutions**, localizations, add-ons as well as the long term experience by hand-selected United VARs members globally
- ✓ **Minimized costs**, IT needs and infrastructure
- ✓ **Large pool of localized countries** to fulfill local requirements with local resources and integrate them into the headquarters system.
- ✓ **Global practices** with improved planning and control
- ✓ **On Demand**: Ready to run when you are, anytime, anywhere



# THE CONVERSION FACTORY NETWORK ENHANCES PACKAGED CONVERSIONS FROM ECC TO SAP S/4HANA

United VARs Conversion Factories support the efficient and fast conversion to SAP S/4HANA:

- ✓ **Standard packages** (conversion & factory) offer **fixed price projects**
- ✓ **Efficient and predictable** execution of packages due to repetitive standardization (economies of scale)
- ✓ **Reduced financial investment** thanks to leveraging labour advantages in near- or offshoring conversion factories
- ✓ **Secured availability** of global network in case of bottlenecks
- ✓ **Qualified** United VARs Catalogue Solution

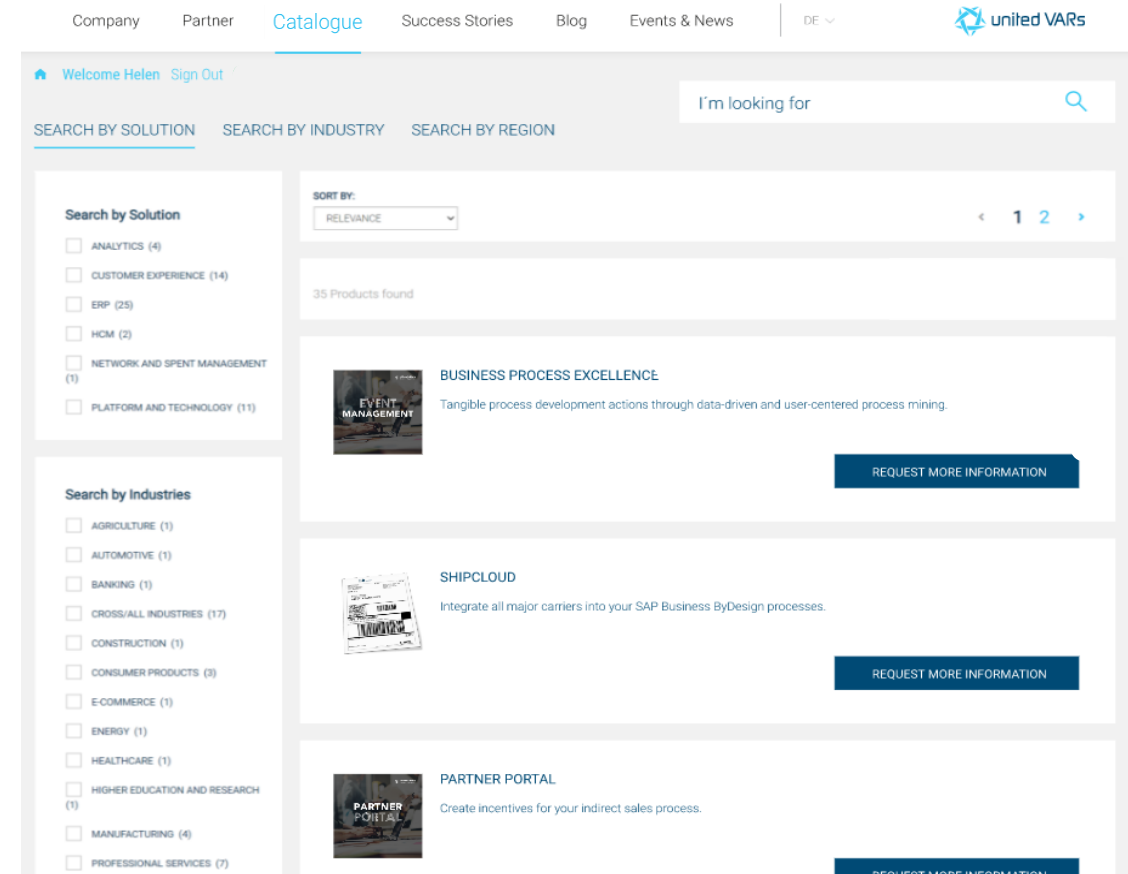


25+ United VARs Conversion Factories around the globe

# UNITED VARS CONJOINT PREMIUM SOLUTIONS AND TECHNOLOGIES OF THE NETWORK ARE COMPOSED IN THE UNITED VARS CATALOGUE

The portfolio includes best-in class industry solutions, services, add ons and packages:

- ✓ **Broad range** of technology solutions to digitalize your business processes
- ✓ **Best-in class** solutions from best-in class SAP consultants and others
- ✓ **Multiple industry-specific** solutions that are not SAP standard
- ✓ **International usability** for companies with different IT systems
- ✓ **Qualified** United VARs Catalogue Solutions



# UNITED VARs GLOBAL SOLUTION PARTNERS OFFER SPECIALIZED AND SUPPLEMENTARY SOLUTIONS TO YOUR MAIN SAP SYSTEMS

The supplementary solutions of our Global Solution Partners improve your end-to-end business processes:

## GOLD

Huawei



→ Infrastructure and Mobile Technology

## SILVER

ProcessWeaver



→ Transportation Mgmt System (TMS) for Global Logistics

SNP



→

## BRONZE

Winterhawk



→ SAP Security and GRC

## GENERAL

Ap'solute



→ Ariba and Purchasing Process Optimization

Cideon



→ Product Lifecycle Mgmt (PLM) & Engineering Process Optimization

Validated ID



Validated ID  
A way to be yourself

→ Electronic Signatures



# 3


## Customers and Global References




 **Industry:** Consumer Electronics

 **Products:** Mobile Phones

 **Employees:** 500+

 **Location:** Espoo, Finland

 **Website:** hmdglobal.com

 **Solution:** SAP Business ByDesign

## PROJECT:

- HMD Global Oy business model should be transformed from in-house manufacturing to an outsourced model.
- Set up business in multiple countries quickly and perform transformation, establish business model, and deploy underlying cloud solutions simultaneously.
- Project started in October 2016, and lasted for 9 months

## PARTNERS

- Sofigate, Finland (Prime contractor)
- Incloud Solutions - UK
- Acloudear - China
- Seidor – USA
- B4B Solutions - Germany

## MAIN CHALLENGES & OBJECTIVES

- Fixed and tight schedule: Prioritization for time and budget savings
- Limited resources: Efficient resource allocation management
- Evolving business model: Efficient communication, quick reaction time







## CUSTOMER BENEFITS

- Entire business - in approximately 40 countries - running on SAP Business ByDesign, and 70% cost reduction for IT
- 33 companies live with SAP Business ByDesign within 9 months.
- Business Transformation from on-premise manufacturing to outsourced production and cloud best practices business processes.

" **WE SET UP A GLOBAL BUSINESS TO WORK WITH WORLD-CLASS MANUFACTURING AND DISTRIBUTION PROVIDERS. DESPITE THE TIGHT TIME FRAME, SAP BUSINESS BYDESIGN MOVED AS FAST AS WE DID.** "

*Florian Seiche*  
President and Acting CEO | HMD Global Oy



-  **Industry:** Energy
-  **Products:** Renewable energy, hydropower, wind, solar, gas-fired, power
-  **Employees:** 500+
-  **Location:** Oslo, Norway
-  **Website:** statkraft.com
-  **Solution:** SAP ECC

### PROJECT:

- SAP ECC6 global implementation to integrate processes in their Latin American subsidiaries Brazil, Chile and Peru.
- Project ran from February 2017 to May 2018.

### PARTNERS

- Pearl Consulting (Prime contractor)
- Seidor Chile
- Seidor Brazil
- Seidor Chile

### MAIN CHALLENGES & OBJECTIVES

- Implement standardised platform for all Statkraft offices to increase day-to-day efficiency, achieve higher and faster standard of accurate financial reporting.
- Become compliant with both country-specific regulations and Group legal requirements.
- Apply SAP Best Practices for process optimization.

### CUSTOMER BENEFITS

- Latin American subsidiaries on the same business platform, increased interaction.
- Standardization of purchasing, reduced number of key vendors and better prices.
- Increase in accuracy and the reduction in time to meet Group consolidation reporting requirements.







" IN TOTAL, OVER 200 PEOPLE HAVE BEEN INVOLVED IN THE PROJECT, FROM PEARL, SEIDOR AND THE INTERNAL RESOURCES IN STATKRAFT. THERE WERE ONLY THREE CHANGE ORDERS AND NO UNFORESEEN EXPENSES. "

Roy Eidset, Project Manager | Statkraft



**Statkraft AS Group** is a leading player in global hydropower and is Europe’s largest producer of renewable energy.



-  **Industry:** Construction
-  **Products:** Construction equipment
-  **Employees:** >50
-  **Location:** Sydney, Australia
-  **Website:** makinex.com.au
-  **Solution:** SAP Business ByDesign

## PROJECT:

SAP Business ByDesign implementation in Australia's headquarter and within 2 months in Makinex' subsidiary in the USA.

## PARTNERS

- DXC Oxygen, Australia (main contractor)
- Seidor USA

## MAIN CHALLENGES & OBJECTIVES

- Business was using a lot of different legacy systems with different spreadsheets
- Low efficiency, not a single source of truth for proper decision making
- Processes were fractured within the business and created communication problems

## CUSTOMER BENEFITS

- Management has a very clear visibility of the performance of the business across the departments and countries of Makinex' global business
- Improved efficiency and management focus on strategy rather than day to day operations
- Improved Cash Flow
- Clearer visibility of the stock holdings

**" DXC OXYGEN WAS INVOLVED IN ALL STAGES THROUGHOUT THE ROLLOUT INCLUDING DESIGN, TESTING AND TRAINING, THROUGH THE ACTUAL GO-LIFE IMPLEMENTATION. SEIDOR WAS THE LOCAL PARTNER IN THE USA AND THEIR KNOWLEDGE OF THE LOCAL LANDSCAPE WAS INVALUABLE. WE WERE ABLE TO ROLLOUT IN THE USA ONLY 2 MONTHS AFTER WE WENT LIVE IN AUSTRALIA, IN A VERY EFFICIENT AND COST-EFFECTIVE WAY "**

*Steve Roddy, CFO, Makinex*



**Industry:** Healthcare



**Products:** Infection prevention, water purification, products for dialysis and open-heart surgery



**Employees:** 2690+ employees across 13 locations



**Location:** Minneapolis, USA



**Website:** cantelmedical.com



**Solution:** SAP Business ByDesign

## PROJECT:

- SAP Cloud Two-Tier Strategy global template implementation
- After implementing SAP ByDesign successfully in China ([watch video](#)), Cantel wanted to standardise their financial and sales reporting by implementing SAP ByDesign with a Global template at one of their Australian subsidiary in Victoria.
- This happened at the same time as implementing SAP S/4HANA at their Minneapolis, USA office.

## SAP PARTNERS (United VARs)

- Seidor, USA (Prime contractor)
- Acloudear, China
- DXC Oxygen, Australia

## MAIN CHALLENGES

- Define the global template because Australia is the first Cantel subsidiary to implement SAP ByDesign with a standardisation.
- Migrating legacy systems.
- Needing to standardise their material master data, but also allow for products which are bought and sold locally.
- Two very different time zones (USA, Australia).

## CUSTOMER BENEFITS







- Implementing revenue recognition.
- Becoming compliant with the new International Accounting Standards.
- Australia is now running using the rules for a global template, which means Cantel can add new countries in a more integrated way so they can run balance and P&L globally. Cantel already had implemented SAP ByDesign in three subsidiaries, but because they were running separately the numbers weren't visible at a global level.

**" WE SELECTED SEIDOR WITH ITS UNITED VARs NETWORK FOR OUR 2-TIER STRATEGY, ROLLOUTS AND SUPPORT, DUE TO ITS EXPERIENCE IN SAP BYD AND THE INTERNATIONAL COVERAGE. IT MADE IS EASIER FOR US TO HAVE A SINGLE PARTNER WHO CAN ATTEND US IN THE US, AUSTRALIA, CHINA AND OTHER COUNTRIES IN SOUTH EAST ASIA, WITH A SINGLE METHODOLOGY AND A CONSOLIDATED SUPPORT PLATFORM. "**

*Mike Casey | Cantel*

# SMP IMPLEMENTS SAP HCM



-  **Industry:** Automotive manufacturing
-  **Products:** Automotive parts and products
-  **Employees:** 10,000+
-  **Location:** Bötzingen, Germany
-  **Website:** smp-automotive.com
-  **Solution:** SAP HCM

“  
**THE DIFFERENT GLOBAL PAYROLL PERIODS REQUIRE SOME DIFFERENT PROCESSES ON-SITE. THANKS TO UNITED VARs PROCESSES AND STRUCTURES WERE HARMONISED GLOBALLY**  
”

*Jürgen Benz*  
*Head HR Global | Information Systems, SMP*

## PROJECT:

- Harmonise and consolidate HCM data structures in SMP countries.
- In the corresponding countries, unique structures and processes should only be used if this was necessary due to legal requirements.
- Apply SAP Best Practices for process optimisation.
- Strict Project Time Line.

## PARTNERS

- KWP Inside HR - Germany (Prime contractor)
- Seidor - Mexico
- BCS - Hungary
- HAND – China

## MAIN CHALLENGES & OBJECTIVES







- Different labour markets have different local laws, rules and regulations
- Common understanding and acceptance of the SMP HQ, SMP local subsidiaries, general contractors & local subcontractors
- Though project time constraints & time differences between America, Europe and China
- Language challenge and cultural sensitiveness

## CUSTOMER BENEFITS

- Processes and structures were harmonised.
- Deviations only exist if required by local legal systems.
- Correct, easy, and transparent corporate reporting.
- Consistent time saving through the automation of routine tasks.
- Solid Data Structure for further SAP implementations.





-  **Industry:** Fragrances
-  **Products:** Perfumery, Personal care
-  **Employees:** >500
-  **Location:** Murcia, Spain
-  **Website:** iberchem.com
-  **Solution:** SAP ECC

## PROJECT OVERVIEW:

- Objectives: To strengthen its position in the international market of fragrances and aromas, to increase security in critical business processes, and maintain a stable and common database for all subsidiaries of the Group.
- SAP Solution: SAP Business Suite
- Project Duration: 1 year
- Global implementations in China, Colombia, Indonesia, India, Mexico, Italy, South Africa and Dubai

## SAP PARTNERS (United VARs members)

- Prime contractor: Seidor Spain
- Answerthink, India
- Seidor Westrocon, South Africa

## CHALLENGES AND OPPORTUNITIES

- To have a flexible technology platform that would enable the company's continued strong international growth.
- To seek a homogenisation of processes among all the business areas and the different subsidiaries of the group.
- To integrate, within in a single solution, financial information and administrative management, as well as the coordination of technical projects, from the creation of a formula to the exit of the finished product from the warehouse.

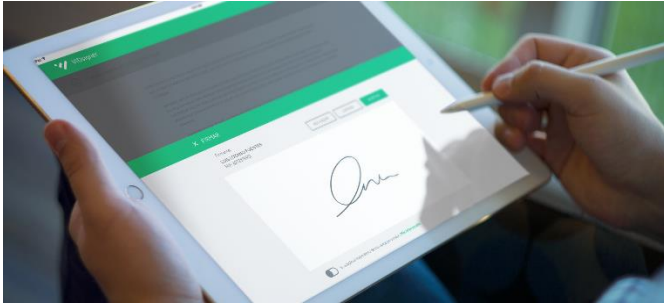
## CUSTOMER BENEFITS

- Having a more sophisticated and integrated system, without having to face the risks of "stops" for its implementation.
- Increase safety in critical business processes, from sale to production.
- The implementation of SAP Business Suite ECC, and the successive roll-overs, have allowed us to have a homogeneous working system at a global level with multi-currencies and multi-languages.
- Increased efficiency and reduced interruptions with a proactive, preventive and corrective maintenance.

" **FOR IBERCHEM GROUP, SAP IS A GUARANTEE OF SUCCESS IN OUR INTERNATIONAL ACTIVITIES AND IN OUR COMMITMENT TO OFFER FLEXIBILITY AND HIGH QUALITY TO OUR CUSTOMERS** "

*José Balibrea,  
CFO | Iberchem Group*

# UNITED VARs IMPLEMENTS SOLUTION PARTNERS OFFERING



-  **Industry:** Technology
-  **Products:** SAP - Networking
-  **Employees:** 10.000
-  **Headquater:** Germany (+100 countries)
-  **Website:** [www.united-vars.com](http://www.united-vars.com)
-  **Solution:** VIDsigner

## PROJECT:

- To support worldwide United VARs digital offices with the electronic signature services, [VIDsigner](#).
- This collaboration has helped United VARs to digitally sign all their annual contracts among their 50 partners and over 90 countries.

## IMPLEMENTED AT UVARs and Members:

- United VARs
- Seidor

## MAIN CHALLENGES / CUSTOMER NEEDS

- To guarantee the very best services to SAP solution providers.
- Reduce approval times and personnel costs.
- Reduce the environmental impact and the costs of printing, shipping, scanning and managing copies.

## CUSTOMER BENEFITS

- Easy to use and easy to integrate / 100% legal security
- Streamline workflows: Close transactions at any time and from any device.
- Protect documents against potential vulnerabilities and reduce the risk of human errors.
- Improve the user experience.
- Reduces costs / Improves user experience

" IN A GLOBAL ORGANIZATION LIKE UNITED VARs THE SIGNING PROCEDURE OF CONTRACTS WITH MEMBERS, PARTNERS AND SUPPLIERS FROM EACH CORNER OF THE WORLD IS TYPICALLY ONE OF THE MOST COMPLICATED. SINCE WE IMPLEMENTED VALIDATED ID THERE IS NO NEED TO SEND CONTRACTS AROUND THE GLOBE ANY MORE. SIGNATURES ARE COLLECTED IMMEDIATELY AND WITH 100% LEGAL CERTAINTY. "

*Detlef Mehlmann,  
Managing Director | United VARs*



# 4

## APPENDIX A

United VARs Member Profiles

# UNITED VARS MEMBERS AT A GLANCE

UNITED VARS MEMBERS ARE ELITE SAP PARTNERS IN THE COUNTRIES THEY REPRESENT.

THE NETWORK BEST SERVES GLOBALIZING CUSTOMERS' NEEDS, BECAUSE OF ITS INTERNATIONAL PRESENCE IN 100 COUNTRIES, AND ITS MEMBERS' LOCAL SAP KNOWLEDGE AND EXPERIENCE (COUNTRY SPECIFIC LAWS, LOCAL REGULATIONS, LANGUAGE, RESOURCES, SERVICES & ADD-ONS).

**CRITERIA** TO BECOME A UNITED VARS MEMBER INCLUDE: TO BE ONE OF THE TOP 3 SAP PARTNERS IN THE COUNTRY, IN TERMS OF EXPERIENCE, NUMBER OF CUSTOMER SERVED, NUMBER OF LICENCES SOLD, AND FUTURE POTENTIALS. AS HIGH RECOGNITION FROM SAP, UNITED VARS MEMBERS RECEIVE THE SAP PLATINUM PARTNER STATUS.

IN THE FOLLOWING, WE HIGHLIGHT OUR MEMBERS' SAP EXPERTISE IN THE FOLLOWING AREAS:

- SAP S/4HANA (ERP)
- SAP S/4HANA Cloud (ERP)
- SAP Business ByDesign (ERP)
- SAP Business One (ERP)
- HCM - HR / SuccessFactors
- SAP Analytics Cloud
- CX Customer Experience
- Cloud Platform & Innovation Technology
- Network & Spent management



# UNITED VARS MEMBERS - BROWSE BY COUNTRY

- [AFGHANISTAN](#)
- [ARGENTINA](#)
- [AUSTRALIA](#)
- [AUSTRIA\(1\), \(2\)](#)
- [BANGLADESH](#)
- [BELARUS](#)
- [BELGIUM](#)
- [BOSNIA AND HERZEGOVINA](#)
- [BRAZIL](#)
- [CANADA](#)
- [CHILE](#)
- [CHINA\(1\), \(2\)](#)
- [COLOMBIA](#)
- [COSTA RICA](#)
- [CROATIA](#)
- [CYPRUS](#)
- [CZECH REPUBLIC](#)
- [DENMARK](#)
- [ECUADOR](#)
- [EGYPT](#)
- [FINLAND](#)
- [FRANCE\(1\), \(2\)](#)
- [GERMANY\(1\), \(2\), \(3\), \(4\)](#)
- [GREECE](#)
- [HONG KONG](#)
- [HUNGARY](#)
- [ICELAND](#)
- [INDIA\(1\), \(2\)](#)
- [INDONESIA](#)
- [IRELAND](#)
- [ISRAEL](#)
- [ITALY](#)
- [JAPAN\(1\), \(2\)](#)
- [KAZAKHSTAN](#)
- [KENYA](#)
- [SOUTH KOREA](#)
- [LATVIA](#)
- [LIECHTENSTEIN](#)
- [MACAO](#)
- [MALAYSIA](#)
- [MALEDIVES](#)
- [MEXICO](#)
- [MONTENEGRO](#)
- [MOROCCO](#)
- [MYANMAR](#)
- [NEPAL](#)
- [NETHERLANDS](#)
- [NEW ZEALAND](#)
- [NIGERIA](#)
- [NORWAY](#)
- [PAKISTAN](#)
- [PERU](#)
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- [PORTUGAL](#)
- [ROMANIA](#)
- [RUSSIA](#)
- [SAUDI ARABIA](#)
- [SERBIA](#)
- [SINGAPORE](#)
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- [URUGUAY](#)
- [USA\(1\), \(2\), \(3\)](#)
- [VIETNAM](#)
- [ZAMBIA](#)

**INDUSTRIES:** Public Sector, Life Sciences, Insurance, Defense and Security

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2000

**REVENUE:** approx. 13 mil €

**HEADQUARTERS:** København Ø,  
Denmark

**WEBSITE:**

[www.2bm.com](http://www.2bm.com)

## 2BM A/S IS THE UNITED VARs MEMBER FOR DENMARK WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS

**MORE:** <https://www.united-vars.com/en/partners/2bm>

In 2000, the company was founded with a purpose to support forward-thinking and quality-conscious companies and organizations, primarily with HR and mobile business solutions. Since then, 2BM has grown from being one of Denmark's and the Nordic region's leading niche companies within those two business areas to being a strategic full service provider focused on delivering optimized business value across technologies, platforms and products. The mission remains: to streamline the way companies do business, thereby energizing THE FUTURE @ WORK. 2BM creates the future workplace.

**INDUSTRIES:** Healthcare, Automotive, Professional Service, Banking, Manufacturing, High Tech

**SAP EXPERTISE:** SAP S/4HANA Cloud, SAP Business ByDesign, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** Alicloud

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2016

**REVENUE:** approx. 5 mil €

**AWARDS:** SAP Cloud Partner 2020 - Small and Midsize Companies (winner)

**HEADQUARTERS:** Shanghai, China

**WEBSITE:**

[www.acloudear.com](http://www.acloudear.com)

## ACLOUDEAR IS THE UNITED VARS MEMBER FOR CHINA WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/acloudear>

Acloudear is a leading SAP Cloud solutions provider in China's market. The company received 2020 Pinnacle Award: SAP Cloud Partner of the Year- Small and Midsize Companies. Acloudear has a strong capability to deliver high quality service, particularly SAP Business ByDesign Solution preferred as second tier solution in global level to international customers. Currently, the company has 8 offices in Beijing, Shanghai and Shenzhen etc. Acloudear has been involved in the HMD Global Oy project implementing SAP Business ByDesign with other United VARs members such as Sofigate, InCloud Solutions, All for One Steeb, and Seidor.

**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Automotive, Professional Service, Consumer Products, Retail, Chemicals, Higher Education & Research

**SAP EXPERTISE:** SAP Business One

**EMPLOYEES NO:** approx. 50

**YEAR FOUNDED:** 2000

**HEADQUARTERS:** Wien,  
Austria

**WEBSITE:**

[www.advanced.at](http://www.advanced.at)

## ADVANCED BUSINESS CONSULTING GMBH IS THE UNITED VARs MEMBER FOR AUSTRIA WITH SAP EXPERTISE IN SAP BUSINESS ONE

**MORE:** <https://www.united-vars.com/en/partners/advanced-business-consulting-gmbh>

Advanced Business Consulting is a consulting company for small and medium-sized companies in Austria. The company focuses on the areas of IT, Organizational, Financial and Management consulting.

Each company needs solutions tailored to its own needs. The professionalism, creativity and personal responsibility of the Advanced Business Consulting employees form the framework for a trustworthy and successful cooperation with the customers. As a strategic partner of SAP for the market segment of small and medium-sized enterprises with the product SAP Business One, advanced business Consulting has taken a leading role in the Austrian market.

**INDUSTRIES:** Consumer Products, Banking, Distribution, Transportation & Logistics, Pharmaceutical, Retail, Telecommunications, Insurance

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA, SAP SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2006

**HEADQUARTERS:** Kyiv, Ukraine

**WEBSITE:**

[www.ageless.com.ua](http://www.ageless.com.ua)

## AGELESS IS THE UNITED VARs MEMBER FOR UKRAINE WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/ageless-llc>

Ageless is a leading consulting company in the field of implementation and support of modern solutions for effective business management, the official sale partner of SAP software products with the status SAP Platinum Partner, United VARs Member. Over the 13 years of its activity, Ageless has acquired a unique industry and specialized expertise, which allows us to implement projects with a high level of quality and guarantee our clients the desired economic result from using SAP solutions. Among Ukrainian SAP Partners, Ageless has the greatest experience in projects for retail, distribution and consumer goods companies.

**INDUSTRIES:** Industrial Machinery & Components, Automotive, Professional Service, Consumer Products, Retail

**SAP EXPERTISE:** SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 5000

**YEAR FOUNDED:** 1995

**REVENUE:** approx. 330 mil €

**HEADQUARTERS:** Filderstadt, Germany

**WEBSITE:**

[www.all-for-one.com](http://www.all-for-one.com)

## ALL FOR ONE GROUP IS THE UNITED VARs MEMBER FOR ICELAND WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/all-for-one-group-ag>

All for One Group is number one in the German-speaking SAP market and a Microsoft Gold Partner with over 2500 customers. It stands for integrating the leading business IT systems. The goal of All for One Group is to offer first-rate expertise in every field of action and on every subject that where its customers are working. To do this, the company has different, specialized subsidiaries and units to combine all relevant competencies - strategy and management consulting, process consulting and industry and technology expertise with IT consulting and services - under one roof.



**INDUSTRIES:** Industrial Machinery & Components, Professional Service, Consumer Products, Life Sciences, Distribution, Transportation & Logistics

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** EzSuite of Solutions

**EMPLOYEES NO:** approx. 100

**YEAR FOUNDED:** 1997

**HEADQUARTERS:** Conshohocken, PA, USA

**WEBSITE:**

[www.answerthink.com](http://www.answerthink.com)

## ANSWERTHINK IS THE UNITED VARs MEMBER FOR INDIA AND THE USA WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/answerthink-usa>

Answerthink, a division of The Hackett Group, develops and offers qualified SAP® solutions, as well as SAP application management services, training, support, analytics, mobility, Cloud offerings and SAP HANA® platform. By leveraging The Hackett Group's leading repository of enterprise best practices, strategies, and metrics, Answerthink helps customers improve performance and maximize returns on investments in SAP software. The Hackett Group (NASDAQ: HCKT) is an intellectual property-based strategic consultancy and leading enterprise benchmarking and best practices implementation firm to global companies. Read more about the successful cases solved by Answerthink.

**INDUSTRIES:** Automotive, Banking,  
Manufacturing, Retail

**SAP EXPERTISE:** SAP S/4HANA,  
SAP SuccessFactors, SAP Customer  
Experience, SAP Analytics Cloud,  
Cloud Platform and Innovation  
Technology

**EMPLOYEES NO:** approx. 150

**YEAR FOUNDED:** 2001

**REVENUE:** approx. 7 mil €

**HEADQUARTERS:** Minsk, Belarus

**WEBSITE:**

[www.atlantconsult.com](http://www.atlantconsult.com)

## ATLANT CONSULT IS THE UNITED VARS MEMBER FOR BELARUS WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD, CLOUD PLATFORM AND INNOVATION TECHNOLOGY

**MORE:** <https://www.united-vars.com/en/partners/atlantconsult-llc>

AtlantConsult provides services in the field of business consulting and implementation of information systems based on a leading global platform SAP. Moreover, the company provides development and support of business solutions. For more than 18 years' experience company has been able to acquire invaluable experience automating core business processes in various sectors. AtlantConsult has passed turnkey over thirty projects in Belarus, Russia, Ukraine, Kazakhstan, Georgia and Armenia, which are successfully operating and developing.

**INDUSTRIES:** Healthcare, Engineering & Construction, Operations, Professional Service, Retail, Media

**SAP EXPERTISE:** SAP S/4HANA, SAP Business ByDesign, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 100

**YEAR FOUNDED:** 1998

**REVENUE:** approx. 17 mil€

**HEADQUARTERS:** Paris, France

**WEBSITE:**

[www.augustareeves.fr](http://www.augustareeves.fr)

## AUGUSTA REEVES GROUP IS THE UNITED VARs MEMBER FOR FRANCE WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/augusta-reeves-group>

Augusta Reeves Group has been established in 1998 as a SAP Consulting Company. It reached the VAR status in 2012 and concentrated on both Technology solutions (Mobility) and Industry solutions (Construction & Engineering). Augusta Reeves Group developed expertise in different industries such as Media, Distribution as well as solutions including Hybris (C4C/C4S) and HCP/Fiori. Currently the company is considered as a leading provider in SAP solutions in France. The clients of Augusta Reeves Group are both in LE and UGB market. Company implements vertical solutions for the LE market (C4C / C4S / HCP-Fiori) and most of the time full scope project for the UGB market.

**INDUSTRIES:** Wholesale Distribution, High Tech, Consumer Products, Industrial Machinery & Components, Chemicals, Trade

**SAP EXPERTISE:** SAP Business ByDesign, SAP Analytics Cloud, SAP Customer Experience, SAP Business One

**EMPLOYEES NO:** approx. 50

**YEAR FOUNDED:** 1997

**REVENUE:** approx. 5 mil €

**CUSTOMERS:** SH Integrated, Yenom, TrickleStar, Jamiyah, etc.

**HEADQUARTERS:** Ubi Techpark, Singapore

**WEBSITE:**  
[www.axxis-consulting.com/](http://www.axxis-consulting.com/)

## AXXIS CONSULTING IS THE UNITED VARs MEMBER FOR SINGAPORE WITH SAP EXPERTISE IN SAP BUSINESS BYDESIGN, SAP ANALYTICS CLOUD, SAP CUSTOMER EXPERIENCE, SAP BUSINESS ONE

**MORE:** <https://www.united-vars.com/en/partners/axxis-consulting>

Axxis Consulting is a member of United VARs, an SAP Platinum Partner, and a leading SAP Solutions with over 100 customers and 50 SAP experts, providing a broad range of services and solutions in IT strategy, consulting, technology, operations and support since 1997. Axxis Consulting provides regional deployment capability across Asia-Pacific Japan and has executed SAP related projects in over 15 countries.

**INDUSTRIES:** Industrial Machinery & Components, Professional Service, Life Sciences, Wholesale Distribution, Chemicals

**SAP EXPERTISE:** SAP Customer Experience

**ADDITIONAL:** Own PDI Development Solutions for ByD and CX

**EMPLOYEES NO:** approx. 100

**YEAR FOUNDED:** 2011

**REVENUE:** approx. 12 mil €

**PINNACLE AWARDS:** SAP Hybris Partner 2018-Small and Midsize Companies (winner), Customer Experience Partner 2019-Small and Midsize Companies (winner)

**HEADQUARTERS:** Ratingen, Germany

**WEBSITE:**

[www.b4b-solutions.com](http://www.b4b-solutions.com)

## B4B SOLUTIONS IS THE UNITED VARs MEMBER FOR GERMANY AND AUSTRIA WITH SAP EXPERTISE IN SAP CUSTOMER EXPERIENCE

**MORE:** <https://www.united-vars.com/en/partners/b4b-solutions-germany>

B4B Solutions is a leading SAP Cloud partner in the German-speaking area. Its portfolio comprises solutions for, Customer Engagement and Commerce, as well as Social Collaboration.

B4B's team enables companies to digitize their business visions through innovative software solutions which is supported by extensive application knowledge in a variety of industries. Moreover, B4B develops industry-specific apps enriching existing solutions. In its Customer Innovation Center, B4B ensures optimal system use for their customer's business needs. B4B established an own Innovation Lab to support the company's task in accompanying firms on their way to digital transformation and to make existing business models even more successful.

**INDUSTRIES:** Public Sector, Automotive, Consumer Products, Oil & Gas, Banking, Distribution, Transportation & Logistics, Telecommunications, Utilities & Energy

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2003

**REVENUE:** approx. 12 mil €

**HEADQUARTERS:** Budapest, Hungary

**WEBSITE:**

[www.bcsconsult.hu](http://www.bcsconsult.hu)

## BCS BUSINESS CONSULTING SERVICES KFT. IS THE UNITED VARS MEMBER FOR HUNGARY WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/bcs-business-consulting-services-kft>

BCS is a Hungarian IT and business consulting company, operating in a partnership system. The services provided by the company include introduction of ERP systems, provision of IT consulting services for financial institutions, development of business intelligence solutions, development of custom software, development of the operating environment. The industries where BCS operates are banking, manufacturing, energy and telecommunication in Hungary, as well as small and medium-sized manufacturing companies.

BCS was founded in 2003 and is one of the 5 largest SAP consulting companies in SAP Gold Partner status. The company has a significant portfolio in SAP HR solutions, including Success Factors and BPO for payroll.

**INDUSTRIES:** Automotive,  
Pharmaceutical, Wholesale  
Distribution, Retail, Chemicals,  
High Tech

**SAP EXPERTISE:** SAP S/4HANA, SAP  
Business ByDesign, SAP  
SuccessFactors, SAP Analytics Cloud

**ADDITIONAL:** Concur, AWS, G-HR

**YEAR FOUNDED:** 2000

**REVENUE:** approx. 43 mil €

**HEADQUARTERS:** Seoul, South  
Korea

**WEBSITE:**

[www.bsgglobal.com](http://www.bsgglobal.com)

## BSG PARTNERS IS THE UNITED VARs MEMBER FOR SOUTH KOREA WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/bsg-partners-co-ltd>

BSG provides a broad range of the latest IT services and technology from A to Z both for Cloud and On-Premise, in partnership with market leaders of enterprise software applications and cloud infrastructures - SAP and AWS(Amazon Web Services).

BSG is the best when it comes to SAP solution and AWS cloud technology and given its experience , the company is most suited to offer a real 'One-stop Service' to its customers – from establishing IT strategy to conducting diagnostics/design of business process, building and managing information systems. On top of its own in-house developed solutions, BSG has an array of portfolios that covers the full spectrum of the IT services/solution sector.

**INDUSTRIES:** Oil & Gas, Distribution,  
Transportation & Logistics,  
Manufacturing, Food Industry

**SAP EXPERTISE:** SAP S/4HANA Cloud,  
SAP S/4HANA, SAP SuccessFactors,  
SAP Analytics Cloud

**YEAR FOUNDED:** 1998

**HEADQUARTERS:** Tokyo,  
Japan

**WEBSITE:**

[www.cresco-es.co.jp/en/](http://www.cresco-es.co.jp/en/)

## CRESCO E-SOLUTION IS THE UNITED VARs MEMBER FOR JAPAN WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/cresco-e-solution-co-ltd>

Cresco e-Solution provides professional services and solutions globally to help customers' businesses grow. The company was established in 1998. During last 20 years, it received great feedback from more than 300 customers. Its services and solutions cover various industries, including manufacturing, information and communications, distribution, construction, education, finance and so on. Besides of SAP ERP and SAP S/4HANA solutions, Cresco also offers SAP cloud consulting services and solutions including SAP Business ByDesign, SAP Concur, SAP SuccessFactors, SAP Ariba and so on.



**INDUSTRIES:** Manufacturing, Wholesale Distribution, Retail, High Tech, Real Estate

**SAP EXPERTISE:** SAP S/4HANA Cloud, SAP S/4HANA, SAP Customer Experience, SAP Analytics Cloud, Cloud Platform and Innovation Technology

**ADDITIONAL:** Winshuttle, Dell Boomi Integration, SAP Enable Now, RAD Mendix, Microsoft365, InRiver PIM

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 1992

**HEADQUARTERS:** Hertogenbosch, Netherlands

**WEBSITE:**

[www.ctac.nl](http://www.ctac.nl)

## CTAC IS THE UNITED VARS MEMBER FOR THE NETHERLANDS AND BELGIUM WITH SAP EXPERTISE IN ERP - S/4HANA, HCM - HR / SUCCESSFACTORS, CX CUSTOMER EXPERIENCE, ANALYTICS, CLOUD PLATFORM AND INNOVATION TECHNOLOGY

**MORE:** <https://www.united-vars.com/en/partners/ctac-netherlands>

As an innovative Total Solution Provider, CTAC helps customers realize their ambitions. The company does so by developing and implementing industry focused solutions that fully address customer's needs and business processes in various markets. With a passion for technology and a sharp eye for business processes, it works at the crossroads of business and ICT on a daily basis. CTAC's industry-focused solutions for among others manufacturing, wholesale distribution, retail, high tech and real estate are being developed in close cooperation with its customers. The company complements its industry-specific composed solutions with a comprehensive range of services, varying from business consultancy to cloud services and software development, mobility and in-memory computing. For this, the employees always take a professional approach, with an innovative angle and a focus on transparent personal contact.

**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Consumer Products, Wholesale Distribution, Retail

**SAP EXPERTISE:** SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** E-Transformation, Fiori, UI5, Business and Mobile Applications, Digital Broadcasting Solutions

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 1999

**REVENUE:** approx. 20 mil €

**HEADQUARTERS:** Istanbul, Turkey

**WEBSITE:**

[www.detaysoft.com](http://www.detaysoft.com)

## DETAYSOFT IS THE UNITED VARs MEMBER FOR TURKEY AND SAUDI ARABIA WITH SAP EXPERTISE IN CX CUSTOMER EXPERIENCE, ANALYTICS

**MORE:** <https://www.united-vars.com/en/partners/detaysoft>

The largest SAP solution partner in Turkey with a 100% Turkish capital, Detaysoft offers solutions with digitalization to companies in transformation process since 1999. Seeking to create value in the business transformation process, Detaysoft realizes firsts in the organization alongside business units, positioning advanced technologies in line with the clients' objectives. SAP's top level Platinum/Global business partner Detaysoft, offers competitive advantage to its clients through innovative SAP technologies. Detaysoft have developed products in their R&D center for regional and global markets and operates with more than 400 professionals; headquarter located in Istanbul.

**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Consumer Products, Wholesale Distribution, Retail

**SAP EXPERTISE:** SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** Portal solutions

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 1988

**HEADQUARTERS:** Chicago, IL, US

**SUBSIDIARIES:** Bloomington, MN, US

**WEBSITE:**

[www.dunnsolutions.com](http://www.dunnsolutions.com)

## DUNN SOLUTIONS IS THE UNITED VARS MEMBER FOR THE USA WITH SAP EXPERTISE IN SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/dunn-solutions>

Dunn Solutions is a digital commerce and business transformation consultancy focused on delivering Velocity to its clients. Velocity is achieved by the combination of both speed and direction. Dunn Solutions helps the clients achieve speed by automating business processes and direction using advanced analytics. With over 30 years of experience in e-commerce, analytics and business/IT alignment, the company works with organizations to optimize their unique processes and help them discover the most profitable routes to business success. Dunn Solutions is a Gold Certified SAP Partner and Midmarket Solutions and Services Provider for SAP Commerce Cloud, SAP Marketing Cloud, SAP Analytics Cloud and EIM. It has been delivering Velocity to organizations since our inception in 1988. The company is headquartered in the Chicago area and has offices in Minneapolis and Bangalore, India.

**INDUSTRIES:** Public Sector, Healthcare, Manufacturing, Wholesale Distribution, Retail

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 1000

**YEAR FOUNDED:** 2001

**HEADQUARTERS:** Melbourne, Australia

**WEBSITE:**

[www.uxcoxygen.com](http://www.uxcoxygen.com)

## DXC OXYGEN IS THE UNITED VARS MEMBER FOR AUSTRALIA AND NEW ZEALAND WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/dxc-oxygen>

DXC Oxygen is the leading specialist SAP solutions company across Australia and New Zealand. The company uses the latest SAP technology to help customers perform better so they can grow, improve and compete in the digital economy. They specialize in enabling digital business transformation, deeper customer engagement, asset management optimization and the provision of powerful analytics for better performance insights. And focus on providing customers with SAP solutions that liberate them from the complexity of their IT systems, so they can do business in a way that is streamlined, optimized and focused. DXC Oxygen is a certified SAP services partner and a gold SAP channel partner and has achieved Partner Centre of Expertise certification from SAP.

**INDUSTRIES:** Consumer Products, Sports & Entertainment, Retail, Food Industry, Industrial Machinery & Components, Utilities & Energy

**SAP EXPERTISE:** SAP SuccessFactors, SAP S/4HANA Cloud, SAP Analytics Cloud, SAP Business ByDesign

**ADDITIONAL:** Qlik Sense, Informatica, Blackline, MS Azure, NVIDIA, Huawei, UiPath

**EMPLOYEES NO:** approx. 80

**YEAR FOUNDED:** 2008

**REVENUE:** approx. 10 mil €

**HEADQUARTERS:** Quarry Bay, Hong Kong

**WEBSITE:**

[www.dynasys.com.hk](http://www.dynasys.com.hk)

## DYNASYS IS THE UNITED VARs MEMBER FOR HONG KONG WITH SAP EXPERTISE IN SAP SUCCESSFACTORS, SAP S/4HANA CLOUD, SAP ANALYTICS CLOUD, SAP BUSINESS BYDESIGN

**MORE:** <https://www.united-vars.com/en/partners/dynasys-solutions-limited>

DynaSys Solutions Limited focuses on providing business applications and services in ERP, CRM, HCM, AI, RPA and Cloud solutions to help large, medium and small enterprises maximizing their efficiency, agility and profitability. Its customers include multinational corporations and local companies in various industries. The company also commits to develop cutting-edge enterprise cloud and mobile applications to empower its customer's business with more diversity and mobility. With 12 years professional IT solutions experience, DynaSys has empowered over 500 customers using advanced technologies and systems to reduce their operational costs and increase productivities.

**INDUSTRIES:** Automotive, Engineering & Construction, Operations, Manufacturing, Wholesale Distribution, Retail

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** Ariba

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2010

**REVENUE:** approx. 4,4 mil €

**HEADQUARTERS:** Cairo, Egypt

**WEBSITE:**

[www.edraky.com](http://www.edraky.com)

## EDRAKY IS THE UNITED VARS MEMBER FOR EGYPT WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/edraky>

Edraky expertise is not limited to its resources based in Egypt, the company also has a network of strategic partners in more than 40 different SAP partners all over the world. It is involved in every stage upon client selection of SAP ERP System from implementation to completion offering continual functional and technical support. The company's extensive skills encompass all aspects of implementation and operation, including business requirements definition, development of functional specifications (Blue Print) for client approval, Setup (Realization), and overseeing development teams customizing software to fit specific client needs.

**INDUSTRIES:** Travel & Leisure, Public Sector, Banking, Telecommunications, Insurance

**SAP EXPERTISE:** SAP Analytics Cloud

**HEADQUARTERS:** Hanoi, Vietnam

**WEBSITE:**

[www.etc.vn](http://www.etc.vn)

## ETC TECHNOLOGY SYSTEMS IS THE UNITED VARs MEMBER FOR VIETNAM WITH SAP EXPERTISE IN SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/etc-technology-systems>

Over the past twelve years of nonstop striving and building, ETC Technology Systems has gathered numerous successes in the field of information technology, while continuously received confidence and cooperation from multiple customer organizations domestically and internationally. The constant expansion in both service quality and quantity that ETC provides not only supports the operation of agencies, organizations, and businesses, also aids the competitiveness of these units in the general national progress of industrialization and modernization. The services that ETC provides are; constructing and developing professional IT services: consultancy and deploy services, providing comprehensive IT solutions, software services; developing and diversifying different customers, not only banks but also enterprises, offices, groups; developing sales of IT products; enhancing the management capacity, the quality of human resources and the process of quality management.

**INDUSTRIES:** Healthcare, Consumer Products, Oil & Gas, Banking, Higher Education & Research

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA, SAP SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 2010

**HEADQUARTERS:** Lahore, Punjab, Pakistan

**WEBSITE:**

[www.exdnow.com](http://www.exdnow.com)

## EXCELLENCE DELIVERED IS THE UNITED VARs MEMBER FOR PAKISTAN WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/excellence-delivered-exd>

ExD is one of the largest system integrators, SAP Gold Value added reseller and PCOE Partner in MENA region. The company's scope of services includes license sale, implementation, support upgrade and education of SAP. It recognizes that technology in any line of business is a vital part that leads to growth and development. ExD, an SAP Platinum Partner and Oracle Gold Partner, provides Implementation, Support and Upgrade Services of leading ERP, CRM and Business Intelligence Systems including SAP, Oracle, Business Objects, Hyperion, xTuple and Sentez among others. In addition to the implementation services of these products, the company provides development services in QT, C++, Java, HTML, Android, Joomla and a number of other technologies.



**INDUSTRIES:** Travel & Leisure,  
Industrial Machinery & Components,  
Engineering & Construction,  
Operations, Retail

**SAP EXPERTISE:** SAP S/4HANA Cloud,  
SAP S/4HANA, SAP Business ByDesign,  
SAP SuccessFactors, SAP Analytics  
Cloud

**HEADQUARTERS:** Salcedo Village,  
Makati City, Philippines

**WEBSITE:**

[www.fasttrackph.com](http://www.fasttrackph.com)

## FASTTRACK SOLUTIONS IS THE UNITED VARs MEMBER FOR PHILIPPINES WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/fasttrack-solutions>

Fasttrack Solutions, Inc. is a software products and consultancy service company that provides world class Business Solutions to the Enterprise and SMB Markets. Fasttrack prides itself as the first SAP Philippine Platinum Partner who is 100% dedicated to SAP products and technologies. The company provides implementation and consulting services to the Philippines and international market, sharing best practices and improving businesses worldwide. It holds the record for successfully implementing the largest SAP Business One installation in the Asia-Pacific.

Fasttrack is the Best SAP Partner in the Philippines and Ranked No. 5 in Asia for SAP. It is the only SAP Partner in the Philippines with the most citation and awards from SAP AG.

**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Engineering & Construction, Operations, Consumer Products, Wholesale Distribution

**SAP EXPERTISE:** SAP S/4HANA, SAP Business ByDesign, SAP Customer Experience

**EMPLOYEES NO:** approx. 250

**YEAR FOUNDED:** 1997

**REVENUE:** approx. 44 mil €

**HEADQUARTERS:** Villorba (TV), Italy

**WEBSITE:**

[www.icms.it](http://www.icms.it)

## ICM.S IS THE UNITED VARS MEMBER FOR ITALY WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP CUSTOMER EXPERIENCE

**MORE:** <https://www.united-vars.com/en/partners/icms>

SAP Reseller and Service Partner since 1997, ICM.S is classified PLATINUM for resources and skills and stands out among ERP services companies for the success of its projects and for the continuous renewal of its offer in line with the latest generation solutions optimized for both large and small and medium enterprises. ICM.S combines the latest innovations with the experience gained in hundreds of projects across many industries in the Italian as well as international market.

**INDUSTRIES:** Industrial Machinery & Components, Consumer Products, Life Sciences, Wholesale Distribution, Chemicals

**SAP EXPERTISE:** SAP S/4HANA, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** Medius Flow, Microsoft Dynamics, Microsoft D365, Microsoft Azure

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 1998

**REVENUE:** approx. 20 mil €

**HEADQUARTERS:** Stockholm, Sweden

**WEBSITE:**

[www.implema.se](http://www.implema.se)

## IMPLEMA IS THE UNITED VARS MEMBER FOR SWEDEN WITH SAP EXPERTISE IN SAP S/4HANA, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/implema>

Implema was established in 1998 by four young business system consultants passionate about scaling down SAP's gigantic business systems to suit small and medium-sized companies. Today, Implema is Sweden's leading specialist in implementing business systems fast, working with standard solutions based on SAP and Dynamics 365. The company's generic working model, Implema Way, and the project methodology, Implema Instant, are important elements in its success, in line with more than 115 employees around Sweden. The head office is in Stockholm City and the branches are in Sweden's major cities with a dedicated operations center in Örebro. The annual turnover is around 200 million Swedish kronor, and Implema has its sights set on continued stable growth going Forward.

**INDUSTRIES:** Engineering & Construction, Operations, Oil & Gas, Manufacturing, Wholesale Distribution, Mill Products, Mining

**SAP EXPERTISE:** SAP S/4HANA Cloud, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 2000

**HEADQUARTERS:** Thornhill, Ontario, Canada

**WEBSITE:**

[www.illumiti.com](http://www.illumiti.com)

## ILLUMITI IS THE UNITED VARS MEMBER FOR CANADA AND USA WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/illumiti>

Illumiti is a systems integration and management consulting company with offices in Canada, the United States, and Switzerland. Its team enables customers to realize their vision by leveraging technology, people and leading business practices. Illumiti has a track-record of success helping clients strengthen their business operations and build competitive advantage by implementing custom-fit solutions from SAP, at a lower cost, and at a lower risk than alternatives. Illumiti serves more than 200 customers across a multitude of industry sectors and locations. Since its founding in 2000, Illumiti has completed more than 1000 successful SAP projects.

**INDUSTRIES:** Professional Services,  
Life Science, Wholesale  
Distribution, Financial Industries

**SAP EXPERTISE:** SAP Business  
ByDesign, SAP S/4HANA Cloud, SAP  
Analytics Cloud, Cloud Platform and  
Innovation Technology

**ADDITIONAL:** ByDesign Add-ons for  
Project Based Manufacture,  
Extended HR for ByDesign, Intrastat  
Reporting, IPR Management

**EMPLOYEES NO:** approx. 40

**YEAR FOUNDED:** 2012

**REVENUE:** approx. 5,00 mil €

**CUSTOMERS:** Aspen Pums, HMD,  
Helios Towers, Lloyds Register, etc.

**HEADQUARTERS:** Reading,  
London Office, UK

**WEBSITE:**  
[www.incloudsolutions.co.uk](http://www.incloudsolutions.co.uk)

## INCLOUD SOLUTIONS IS THE UNITED VARs MEMBER FOR THE UK WITH SAP EXPERTISE IN SAP BUSINESS BYDESIGN, SAP S/4HANA CLOUD, SAP ANALYTICS CLOUD, AND CLOUD PLATFORM AND INNOVATION TECHNOLOGY

**MORE:** <https://www.united-vars.com/en/partners/incloudsolutions>

Established in 2012, In cloud solutions specializes in one product, the SAP Cloud ERP solution called Business ByDesign and considers it as the best in the class of Global SaaS (Software as a Service) solutions and the largest in the UK. The company has diverse technical and functional expertise across all sectors from manufacturing and wholesale distribution to chemicals, and professional services. With First Class aftercare, it places its customers at the center of everything.

**INDUSTRIES:** Industrial Machinery & Components, Automotive, Wholesale Distribution, Chemicals

**SAP EXPERTISE:** SAP S/4HANA

**REVENUE:** approx. 16 mil €

**HEADQUARTERS:** Osaka, Japan

**WEBSITE:**

[www.ips.ne.jp](http://www.ips.ne.jp)

## IPS TECHNOLOGIES LLC IS THE UNITED VARs MEMBER FOR JAPAN WITH SAP EXPERTISE IN SAP S/4HANA

**MORE:** <https://www.united-vars.com/en/partners/ips>

Since its establishment in 1997 IPS Co.,Ltd. has specialized in introduction and maintenance of SAP ERP. The company has deployed SAP ERP for over 150 customers, including roll out or roll in projects deployed in more than 15 countries. They have been selected as a representative SAP partner in Japan by many customers, including SAP JAPAN Co., Ltd. and partner companies. IPS's goal is not only to build systems but also to successfully expand customer's business and business improvement. The company offers 3 parts : first, "products", second "service implementation" and third "service maintenance".

**INDUSTRIES:** Industrial Machinery & Components, Automotive, Engineering & Construction, Operations, Wholesale Distribution

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 50

**YEAR FOUNDED:** 1999

**REVENUE:** approx. 4 mil €

**HEADQUARTERS:** Ljubljana, Slovenia

**WEBSITE:**

[www.itelis.eu](http://www.itelis.eu)

## ITELIS IS THE UNITED VARs MEMBER FOR SLOVENIA AND CROATIA WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/itelis>

Itelis is a SAP partner that focuses on the medium-sized and small businesses market (SMB). Through a number of projects the company has developed a holistic quality approach to implementation as we know the business issues of this market thoroughly. It offers its own predefined SAP solutions in private cloud.

The consultants of Itelis have years of experience in projects of different companies of every sizes in various industries. Their good understanding of best business practices, together with a combination of experience is an asset for customer needs, when implementing a new SAP solution or changing the features and functionalities.

**INDUSTRIES:** Public Sector, Consumer Products, Oil & Gas, Pharmaceutical

**SAP EXPERTISE:** SAP S/4HANA Cloud, SAP S/4HANA, SAP Successfactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2005

**HEADQUARTERS:** Warsaw, Poland

**WEBSITE:**

[www.kbj.com.pl](http://www.kbj.com.pl)

## KBJ S.A IS THE UNITED VARS MEMBER FOR POLAND WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/kbj-sa>

KBJ is a market leader of SAP services and technology in Poland and also a SAP Platinum Partner. The company collects experience by delivering projects since 2007 and it is delighted to have many confirmed references for implementations. More than 100 SAP experts like business architects, consultants, programmers, maintenance experts are working with passion to proof on daily basis all contracted commitments to customers. Continuously KBJ tracks SAP technology and products development to advise how to adapt it to fast changing environment and with even most complicated, customized customer's solutions landscape.



**INDUSTRIES:** Automotive  
**SAP EXPERTISE:** SAP  
SuccessFactors  
**EMPLOYEES NO:** approx. 100  
**YEAR FOUNDED:** 1992  
**REVENUE:** approx. 30 mil €  
**HEADQUARTERS:** Heilbronn,  
Germany  
**WEBSITE:**  
[www.kwp-inside-hr.com/en](http://www.kwp-inside-hr.com/en)

## KWP INSIDE HR IS THE UNITED VARS MEMBER FOR GERMANY WITH SAP EXPERTISE IN SAP SUCCESSFACTORS

**MORE:** <https://www.united-vars.com/en/partners/kwp-inside-hr-gmbh>

KWP inside HR GmbH is a leading provider of consulting and software services for human resource management with more than 230 employees operating mainly in the German-speaking markets. For more than 25 years the company stands for innovation and know-how in the mid-market.

KWP inside HR supports HR departments end-to-end, from management and strategy consulting to technical realization, global roll-out management to maintenance and support as well as business process outsourcing, e.g. for payroll processing, travel management or administration. Company concentrates on the software portfolio of SAP, mainly SAP SuccessFactors, SAP ERP HCM and Concur Travel Management.

**INDUSTRIES:** Industrial Machinery & Components, Automotive, Wholesale Distribution, Retail, Utilities & Energy

**SAP EXPERTISE:** SAP S/4HANA Cloud, SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 150

**YEAR FOUNDED:** 2008

**REVENUE:** approx. 15 mil €

**HEADQUARTERS:** Bratislava, Slovakia

**WEBSITE:**

[www.mibcon.sk/en](http://www.mibcon.sk/en)

## MIBCON IS THE UNITED VARS MEMBER FOR CZECH REPUBLIC AND SLOVAKIA WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/mibcon-slovakia>

MIBCON is one of the most prominent Czech-Slovak SAP partners and the only representative within the United VARs for the Czech Republic and Slovakia. One of the company's strengths is the comprehensive implementation of large ERP projects based on SAP. MIBCON Group unites companies operating in the field of information technology: MIBCON, MIBCON NDC, MIBCON DIMA, MIBCON SK, SGEN it, INFORMA, Designeo Creative.

**INDUSTRIES:** Public Sector, Engineering & Construction, Operations, Banking, Wholesale Distribution, Retail

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** IP Products, Core Banking, HCM, V5 ERP

**EMPLOYEES NO:** approx. 1000

**YEAR FOUNDED:** 2007

**REVENUE:** approx. 8 mil €

**HEADQUARTERS:** Yangon, Myanmar

**WEBSITE:**

[www.neusoft.com](http://www.neusoft.com)

## MYANMAR INFORMATION TECHNOLOGY PTE. LTD. IS THE UNITED VARS MEMBER FOR MYANMAR WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/myanmar-information-technology-pte-ltd>

Myanmar Information Technology (MIT) was founded in 1997 with the objective of promoting ICT industry in Myanmar. Since then, MIT has become a leading software house in Myanmar by providing reliable strategic ICT Solutions and Services through highly innovative technologies. MIT owns most of the software market share in Myanmar especially in banking, retail, enterprise systems as well as government sectors. Strategic ICT Solutions provide not only competitive necessities but also advantages to the organizations. MIT provides a comprehensive range of end-to-end and IT solutions by leveraging their domain and business expertise and strategic partnerships with leading technology providers in the world.

**INDUSTRIES:** Healthcare,  
Engineering & Construction,  
Operations, Professional Service,  
Consumer Products, Life Sciences,  
Wholesale Distribution, Mill  
Products, High Tech

**SAP EXPERTISE:** SAP Business One

**HEADQUARTERS:** Regensdorf,  
Switzerland

**WEBSITE:**

[www.neodelta.ch](http://www.neodelta.ch)

## NEODELTA IS THE UNITED VARS MEMBER FOR SWITZERLAND WITH SAP EXPERTISE IN SAP BUSINESS ONE

**MORE:** <https://www.united-vars.com/en/partners/neodelta>

NeoDelta AG is the partner for the implementation of SAP Business One, the ERP solution for small and medium-sized businesses as well as for subsidiaries of companies of any size. As it is a small business, NeoDelta understands the requirements of SMEs and brings this experience into its common projects. The company loves sharing with its certified business and operational know-how to optimize the processes so that the customers can concentrate on their core business. From financials to logistics and customer relationship management, NeoDelta provides an integrated solution which grants the customers real-time data at any time – and with its mobility app – at every place.

**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Professional Service, Distribution, Transportation & Logistics, Manufacturing

**SAP EXPERTISE:** SAP S/4HANA, SAP Business ByDesign

**ADDITIONAL:** SAP Full Projects Implementation, System Upgrades, Support/PCoE

**YEAR FOUNDED:** 2000

**HEADQUARTERS:** Bangkok, Thailand

**WEBSITE:**

<https://www.netizen.co.th/>

## NETIZEN IS THE UNITED VARS MEMBER FOR THAILAND WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN

**MORE:** <https://www.united-vars.com/en/partners/netizen>

Netizen was found in 2000. Since the beginning, the vision of the company is to develop an online shopping platform to support businesses in Thailand. Netizen aims to implement business transformation with SAP, to help businesses to become intelligent enterprises with enhanced business efficiency in management and corporate performance. The company tries to come up with the best solution to combine business, people and technology together in the best possible way. Netizen provides services focused on SAP-related services including SAP implementation for SAP S/4HANA and SAP Business ByDesign, SAP system integration, NetWeaver, SAP technical services, IT infrastructure management, and IT Roadmap.

**INDUSTRIES:** Travel & Leisure, Banking  
Pharmaceutical, Utilities & Energy

**SAP EXPERTISE:** SAP S/4HANA Cloud,  
SAP S/4HANA

**ADDITIONAL:** Localized Solutions,  
Bank Connections, Claim Pool,  
Customs System and Payroll

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 1992

**REVENUE:** approx. 117 mil €

**LOCATION:** Reykjavik,  
Iceland

**WEBSITE:**  
[www.origo.is](http://www.origo.is)

## ORIGO HF IS THE UNITED VARS MEMBER FOR ICELAND WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA

**MORE:** <https://www.united-vars.com/en/partners/origo-hf>

Origo is one of the leading independent SAP partners in the Nordics. Origo is located in Reykjavík and Origo's subsidiary Applicon is located in Stockholm. Company's mission is to empower customers to gain leadership through flexible standardized business applications and intelligent consultancy. Origo has a strong partner network with industry leading software vendors, focusing primarily on SAP. The partnership status is a result of extensive knowledge and successful projects in the respective areas.

**INDUSTRIES:** Engineering &  
Construction, Operations, Professional  
Service, Wholesale Distribution,  
Mill Products

**SAP EXPERTISE:** SAP S/4HANA Cloud,  
SAP S/4HANA, SAP Analytics Cloud

**HEADQUARTERS:** Oslo, Norway

**WEBSITE:**

[www.pearlconsulting.no/en/](http://www.pearlconsulting.no/en/)

## PEARL CONSULTING IS THE UNITED VARs MEMBER FOR NORWAY AND LATVIA WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/pearl-consulting>

Pearl Consulting offers template-based solutions from SAP and Hybris - the best software for retailers, wholesalers and pharmaceutical businesses. This means that the customers can have a new business system up and running quickly and safely. The company's integrated ERP and eCommerce solutions offer a fast track to data-driven customer engagement platforms in an omni-channel environment. Pearl Consulting was established in 2006 with a mission to provide customers better IT solutions to support their business processes. Established solutions were often too expensive and complex for them. Pearl Consulting wanted to bring to the market something that did not exist: a re-use of IT templates, processes and expertise. Then it would be able to supply higher-quality solutions, quickly, to new customers.

**INDUSTRIES:** Professional Service,  
Oil & Gas, Higher Education &  
Research

**SAP EXPERTISE:** SAP S/4HANA,  
SAP Business ByDesign, SAP  
SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 40

**YEAR FOUNDED:** 1996

**REVENUE:** approx. 11 mil €

**HEADQUARTERS:** St. Gallen,  
Switzerland

**WEBSITE:**

[www.processpartner.ch](http://www.processpartner.ch)

## PROCESS PARTNER IS THE UNITED VARS MEMBER FOR SWITZERLAND AND LIECHTENSTEIN WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/process-partner-ag>

Process Partner AG provides competent SAP solution consulting services. Quality is of the highest priority when the company implements demanding requirements. Customers can rely on Process Partner AG's experienced employees with many years of business consulting competence and profound SAP know-how. To serve its strategic target market which happens to be Professional Services, the company has a SAP Germany & Switzerland available certified industry solution. This mature pre-configured system has been proved in real life environments. With its affiliated All for One Group AG partner companies, Process Partner AG is able to provide a comprehensive one-stop range of services. Learn more about SAP solutions provided by Process Partner AG.



**INDUSTRIES:** Industrial Machinery & Components, Automotive, Consumer Products, Retail, Aerospace and defense

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** Line of Business Portfolio, Databases & Data Management, Industry Solutions, Ariba

**EMPLOYEES NO:** approx. 1000

**YEAR FOUNDED:** 2007

**REVENUE:** approx. 44 mil €

**HEADQUARTERS:** Beijing  
China

**WEBSITE:**

[www.neusoft.com](http://www.neusoft.com)

## QZING IS THE UNITED VARS MEMBER FOR CHINA WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/qzing-tech>

QZing Technology (Beijing) Co., Ltd., formerly known as Beijing Neusoft Huiju Information Technology Co., Ltd., was founded in 2007, with a purpose in conducting SAP product consulting and implementation for more than 12 years. After years of hard work, the company delivers a range of software products and implementation services, as well as cloud applications which includes ERP, Supply Chain, Intelligent Manufacturing, Warehouse Management, Master Data Management, Project Management and many more.

**INDUSTRIES:** Healthcare, Oil & Gas,  
Retail, Telecommunications

**SAP EXPERTISE:** SAP S/4HANA,  
SAP SuccessFactors, SAP Analytics  
Cloud

**ADDITIONAL:** MS Dynamics NAV, LS  
Retail, Tableau SW, OneDealer  
Automotive retail solution, Lighthouse  
e-commerce & e-marketing solutions

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 2001

**REVENUE:** approx. 20 mil €

**HEADQUARTERS:** Athens,  
Greece

**WEBSITE:**

[www.realconsulting.gr](http://www.realconsulting.gr)

## REAL CONSULTING IT BUSINESS SOLUTIONS S.A. IS THE UNITED VARS MEMBER FOR GREECE AND CYPRUS WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/real-consulting-it-business-solutions-sa>

For over 17 years Real Consulting delivers improved operational effectiveness and efficiencies through technology-driven, innovative solutions, and client service excellence. With more than 300 customers across Europe, the company takes pride for having implemented some of the most complex, large-scale and demanding projects in Greece. Read more about cases solved by Real Consulting here. The company is committed to guiding its clients along the path of innovation and digital migration, through the adoption of cutting-edge technologies such as Real-Time Business, IoT and Omni-Channel Experience.

**INDUSTRIES:** Public Sector, Engineering & Construction, Operations, Manufacturing, Retail, Higher Education & Research, Real Estate, Food Industry

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Customer Experience

**ADDITIONAL:** S/4HANA Movement

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2001

**REVENUE:** approx. 3 mil €

**HEADQUARTERS:** Iași, Romania

**WEBSITE:**

[www.rpss.ro/ro\\_RO/](http://www.rpss.ro/ro_RO/)

## RED POINT SOFTWARE SOLUTIONS IS THE UNITED VARs MEMBER FOR ROMANIA WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE

**MORE:** <https://www.united-vars.com/en/partners/red-point-software-solutions>

Red Point Software Solutions specializes in the development and implementation of professional IT solutions. The industries in which the company has outstanding experience are education, public sector and private companies. Red Point Software Solutions is known as the main provider of student management software - UMS (University Management System) and as the main United VARs SAP partner in Romania. The company provides various solutions such as SAP S/4HANA, Success Factors and C/4HANA solutions with proved full-cycle implementations. The universities in Romania go on the Smart University path together with Red Point Software Solutions for over 10 years.

**INDUSTRIES:** Industrial Machinery & Components, Engineering & Construction, Operations, Retail Professional Service, Consumer Products

**SAP EXPERTISE:** SAP Business ByDesign, SAP S/4HANA Cloud SAP Analytics Cloud, SAP SuccessFactors, SAP S/4HANA

**EMPLOYEES NO:** approx. 300

**YEAR FOUNDED:** 2016

**REVENUE:** approx. 3 mil €

**HEADQUARTERS:** Mumbai, India

**WEBSITE:**

[www.savictech.com](http://www.savictech.com)

## SAVIC IS THE UNITED VARs MEMBER FOR INDIA WITH SAP EXPERTISE IN SAP BUSINESS BYDESIGN, SAP S/4HANA CLOUD, SAP ANALYTICS CLOUD, SAP SUCCESSFACTORS, SAP S/4HANA

**MORE:** <https://www.united-vars.com/en/partners/savic-technologies-pvt-ltd>

SAVIC Technologies is a global IT & ERP Consulting Company, run by a team of technocrats, having in-depth industry & technology experience. Their vision is to manifest business challenges into practical solutions, mentor those solutions into practices and mature those practices into organizational culture. By 2019, the company was able to digitally transform 190 large & mid-sized organizations across various industry verticals & geographies.

SAVIC is SAP Platinum Partner, ISO 9001:2015, CMMI Maturity Level 5 organization with awards like Digital Marketing Momentum partner from SAP APJ, Most Impactful Tech Leader, Best ERP Implementor, CRN Excellence Award and so on.

**INDUSTRIES:** Consumer Products,  
Oil & Gas, Pharmaceutical, Retail

**SAP EXPERTISE:** SAP S/4HANA Cloud,  
SAP S/4HANA, SAP SuccessFactors

**ADDITIONAL:** Commerce, modular e-commerce platform for retailers and ForceManager, CRM for business teams based on mobility

**EMPLOYEES NO:** approx. 300

**YEAR FOUNDED:** 1996

**HEADQUARTERS:** Buenos Aires,  
Argentina

**WEBSITE:**

[www.seidor.com.ar](http://www.seidor.com.ar)

## SEIDOR ARGENTINA IS THE UNITED VARS MEMBER FOR ARGENTINA WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP SUCCESSFACTORS

**MORE:** <https://www.united-vars.com/en/partners/seidor-argentina>

Seidor is a multinational company in the technology sector that offers comprehensive services and solutions in the field of software consulting and IT services. With a wide range of solutions provides consulting, infrastructure services, implementation, development and maintenance of applications. With a turnover of 522 million dollars in the financial year 2019 and a staff of over 4,800 highly qualified professionals, has a direct presence in 5 continents, 37 countries and 83 locations. The consultancy firm is one of the main global partners of SAP.

**INDUSTRIES:** Travel & Leisure,  
Industrial Machinery & Components,  
Automotive, Telecommunications, Mill  
Products, Insurance

**SAP EXPERTISE:** SAP Business One, SAP  
S/4HANA

**ADDITIONAL:** Seidor MoveForward2S4,  
Seidor AMS, Seidor Technologies, 4TAX  
Fiscal Suite

**EMPLOYEES NO:** approx. 900

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** São Paulo, Brazil

**WEBSITE:**

[www.seidor.com.br](http://www.seidor.com.br)

## SEIDOR BRAZIL IS THE UNITED VARS MEMBER FOR BRAZIL WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA

**MORE:** <https://www.united-vars.com/en/partners/seidor-brazil>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Seidor Brazil has offices in São Paulo, Belo Horizonte, Rio de Janeiro and Ribeirão Preto and has more than 400 professionals on its team. Due to the quality of its service, Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.

**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Automotive, Consumer Products, Life Sciences, High Tech

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 1997

**HEADQUARTERS:** Las Condes, Santiago Metropolitan. Chile

**WEBSITE:**

[www.seidor.cl](http://www.seidor.cl)

## SEIDOR CHILE IS THE UNITED VARS MEMBER FOR CHILE WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS

**MORE:** <https://www.united-vars.com/en/partners/seidor-chile>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe.

**INDUSTRIES:** Travel & Leisure,  
Industrial Machinery & Components,  
Automotive, Telecommunications, Mill  
Products, Insurance

**SAP EXPERTISE:** SAP Analytics Cloud,  
SAP S/4HANA , SAP S/4HANA Cloud,  
SAP Customer Experience

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** Bogotá, Bogotá D.C. ,  
Colombia

**WEBSITE:**

[www.seidor.co](http://www.seidor.co)

## SEIDOR COLOMBIA IS THE UNITED VARS MEMBER FOR COLOMBIA WITH SAP EXPERTISE IN SAP ANALYTICS CLOUD, SAP S/4HANA , SAP S/4HANA CLOUD, SAP CUSTOMER EXPERIENCE

**MORE:** <https://www.united-vars.com/en/partners/seidor-colombia>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Due to the quality of its service, Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.



**INDUSTRIES:** Industrial Machinery & Components, Engineering & Construction, Operations, Pharmaceutical, Retail, Chemicals, Food Industry

**SAP EXPERTISE:** SAP Business One, SAP Business ByDesign, SAP SuccessFactors

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** Heredia, Costa Rica

**WEBSITE:**

[www.seidor.co.cr](http://www.seidor.co.cr)

## SEIDOR COSTA RICA IS THE UNITED VARs MEMBER FOR COSTA RICA WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS

**MORE:** <https://www.united-vars.com/en/partners/seidor-costa-rica>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Due to the quality of its service, Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.

**INDUSTRIES:** Automotive, Consumer Products, Manufacturing, Wholesale Distribution

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 100

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** Quito, Ecuador

**WEBSITE:**

[www.seidor.co.ec](http://www.seidor.co.ec)

## SEIDOR ECUADOR IS THE UNITED VARs MEMBER FOR ECUADOR WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-ecuador>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Due to the quality of its service, Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.

**INDUSTRIES:** Travel & Leisure, Public Sector, Professional Service, Banking, Life Sciences, Distribution, Transportation & Logistics, Manufacturing, Chemicals

**SAP EXPERTISE:** SAP Analytics Cloud

**EMPLOYEES NO:** approx. 300

**YEAR FOUNDED:** 2003

**REVENUE:** approx. 12 mil €

**HEADQUARTERS:** Huixquilucan Estado de México

**WEBSITE:**

[www.seidor.com.mx](http://www.seidor.com.mx)

## SEIDOR MEXICO IS THE UNITED VARS MEMBER FOR MEXICO WITH SAP EXPERTISE IN SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-mexico>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe.

**INDUSTRIES:** Industrial Machinery & Components, Automotive, Engineering & Construction, Operations, Professional Service, Retail, Chemicals

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Analytics Cloud

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** Casablanca, Morocco

**WEBSITE:**

[www.seidor.ma](http://www.seidor.ma)

## SEIDOR MOROCCO IS THE UNITED VARS MEMBER FOR MOROCCO WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-morocco>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Due to the quality of its service, Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.

**INDUSTRIES:** Industrial Machinery & Components, Automotive, Engineering & Construction, Operations, Professional Service, Retail, Chemicals

**SAP EXPERTISE:** SAP Business ByDesign, SAP S/4HANA Cloud, SAP S/4HANA, SAP Analytics Cloud, SAP Success Factors

**ADDITIONAL:** Seidor MoveForward2S4

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 2007

**HEADQUARTERS:** Lima, Peru

**WEBSITE:**

[www.seidor.com.pe](http://www.seidor.com.pe)

## SEIDOR PERU IS THE UNITED VARS MEMBER FOR PERU WITH SAP EXPERTISE IN SAP BUSINESS BYDESIGN, SAP S/4HANA CLOUD, SAP S/4HANA, SAP ANALYTICS CLOUD, SAP SUCCESS FACTORS

**MORE:** <https://www.united-vars.com/en/partners/seidor-peru>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. With more than 30 years of experience in the global market, 20 years in Latin America and 10 years in Peru, the cutting-edge technological knowledge and the sectoral specialization of its team of experts, Seidor is guaranteed to be a solid and reliable partner.

**INDUSTRIES:** Industrial Machinery & Components, Engineering & Construction, Operations, Pharmaceutical, Retail, Chemicals, Food Industry

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Analytics Cloud

**ADDITIONAL:** Seidor MoveForward2S4

**EMPLOYEES NO:** approx. 50

**YEAR FOUNDED:** 2007

**HEADQUARTERS:** Lisboa, Portugal

**WEBSITE:**  
[www.seidor.pt](http://www.seidor.pt)

## SEIDOR PORTUGAL IS THE UNITED VARS MEMBER FOR PORTUGAL WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-portugal>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. With more than 30 years of experience in the global market, the cutting-edge technological knowledge and the sectoral specialization of its team of experts, Seidor is guaranteed to be a solid and reliable partner.

**INDUSTRIES:** Industrial Machinery & Components, Engineering & Construction, Operations, Pharmaceutical, Retail, Chemicals, Food Industry

**SAP EXPERTISE:** SAP Business One

**ADDITIONAL:** Seidor MoveForward2S4, Seidor AMS, Seidor Technologies, 4TAX Fiscal Suite

**EMPLOYEES NO:** approx. 5000

**REVENUE:** approx. 46 mil €

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** Barcelona, Spain

**WEBSITE:**

[www.seidor.es](http://www.seidor.es)

## SEIDOR SPAIN IS THE UNITED VARS MEMBER FOR SPAIN WITH SAP EXPERTISE IN SAP BUSINESS ONE

**MORE:** <https://www.united-vars.com/en/partners/seidor-spain>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.

**INDUSTRIES:** Industrial Machinery & Components, Engineering & Construction, Operations, Pharmaceutical, Retail, Chemicals, Food Industry

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud, SAP S/4HANA, SAP SuccessFactors, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 50

**YEAR FOUNDED:** 1982

**HEADQUARTERS:** Montevideo, Uruguay

**WEBSITE:**

[www.seidor.com.uy](http://www.seidor.com.uy)

## SEIDOR URUGUAY IS THE UNITED VARS MEMBER FOR URUGUAY WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD, SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-uruguay>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe. Due to the quality of its service, Seidor acquired the 'Platinum Partner' seal from SAP, which is recognition for a select group of global partners.



**INDUSTRIES:** Professional Service, Consumer Products, Manufacturing Wholesale Distribution, Retail

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud, SAP Business ByDesign, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** SAP Cloud Platform, Concur

**EMPLOYEES NO:** approx. 70

**YEAR FOUNDED:** 2012

**REVENUE:** approx. 8 mil €

**PINNACLE AWARDS:** SAP Cloud Partner 2018- Small and Midsize Companies (winner), SAP Partner 2018-Analytics and Insight (winner), SAP ERP Partner 2020/2019-Small and Midsize Companies (winner)

**HEADQUARTERS:** Springs Texas, USA

**WEBSITE:** [www.seidor.us](http://www.seidor.us)

## SEIDOR USA IS THE UNITED VARS MEMBER FOR USA WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD, SAP BUSINESS BYDESIGN, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-usa>

Seidor is a multinational IT Integrator with 37 years providing integral solutions in the area of software, consulting, and IT services, with a wide portfolio of products and services covering consulting, infrastructure, implementation, development, and maintenance of applications and outsourcing services. With a turnover of 530 million USD, a staff of more than 4,800 professionals and direct presence in Europe, Latin America, USA, Middle East and Africa, the company serves more than 8,500 customers. Seidor is one of the main service partners of SAP especially in the Americas and Europe and founding partner of United VARs.

**INDUSTRIES:** Public Sector, Healthcare, Automotive, Banking, Chemicals, Insurance, High Tech

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud

**ADDITIONAL:** S/4HANA Movement

**HEADQUARTERS:** Petah-Tikva, Israel

**WEBSITE:**

[www.malam.com](http://www.malam.com)

## SEIDOR MALAM IS THE UNITED VARs MEMBER FOR ISRAEL WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-malam>

Malam is a leader SAP implementation company, with a unique experience in SAP S / 4 HANA implementation - Malam has successfully go live in 4 out of 5 SAP S/4HANA applications in Israel, which have been successfully launched. The company has won and established major SAP projects in recent years, including Leumit Health Services, QBI, Israel Railways, Bank of Israel, Diplomat including Rollout to South Africa, several projects in production companies - Gilat and AlBad. It has more than 130 SAP specialists in various fields of SAP Expertise.

**INDUSTRIES:** Automotive, Engineering & Construction, Operations, Consumer Products, Wholesale Distribution, Retail High Tech

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud, SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 5000

**YEAR FOUNDED:** 2013

**HEADQUARTERS:** Dubai, UAE

**WEBSITE:**

[www.seidormena.com](http://www.seidormena.com)

## SEIDOR UAE IS THE UNITED VARS MEMBER FOR UAE WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD, SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-uae>

Seidor is a multinational consulting firm in the technology sector offering a wide range of solutions and services, including consulting, infrastructure services, implementation, development and maintenance of applications, and outsourcing services. With a total turnover of €464 million in 2019 and a workforce made up of more than 4,800 highly qualified professionals, Seidor has a direct presence on five continents: Europe, Latin America, the United States, Asia, and Africa. Seidor is a major service partner of SAP, IBM, Microsoft and Adobe.

**INDUSTRIES:** Automotive, Life Sciences, Wholesale Distribution, High Tech, Defense and Security

**SAP EXPERTISE:** SAP S/4HANA, SAP Business ByDesign, SAP SuccessFactors, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2000

**HEADQUARTERS:** Die Hoewes, Centurion, South Africa

**WEBSITE:**

[www.westrocon.com](http://www.westrocon.com)

## SEIDOR WESTROCON IS THE UNITED VARs MEMBER FOR SOUTH AFRICA, ZAMBIA TANZANIA AND KENYA WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP SUCCESSFACTORS, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/seidor-westrocon>

Seidor Westrocon is a proud member of the Seidor group of companies – a multinational IT integrator and systems provider with a wide portfolio of products and services covering consulting, infrastructure, implementation, development, maintenance and support.

Seidor Westrocon's in-house team of experts conducts end-to-end implementations, integration, technical and functional support, business improvement and training and solutions for every aspect of your business. Westrocon Seidor has all the pieces of the puzzle to build, grow, maintain, and continually improve businesses—all under one roof.

**INDUSTRIES:** Public Sector, Oil & Gas, Banking, Manufacturing

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA Cloud, SAP Business ByDesign, SAP Customer Experience, SAP Analytics Cloud

**EMPLOYEES NO:** approx. 200

**YEAR FOUNDED:** 2004

**HEADQUARTERS:** Lagos, Nigeria

**WEBSITE:**

[www.serveconsulting.com](http://www.serveconsulting.com)

## SERVE CONSULTING IS THE UNITED VARs MEMBER FOR NIGERIA WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA CLOUD, SAP BUSINESS BYDESIGN, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/serve-consulting>

Serve Consulting is a business consulting firm passionate about helping organizations to reach their goals. The company provides tailored business solutions designed to increase efficiency, improve productivity and raise the bottom line. Serve Consulting's goal is to transform businesses and provide its clients with the tools they need to meet strategic objectives and to achieve their full potential. Since its foundation in 2004, Serve Consulting has worked with small, medium and large corporations in various sectors such as Financial Institutions, Oil & Gas (Upstream and Downstream), Manufacturing and Government owned enterprises.

**INDUSTRIES:** Industrial Machinery & Components, Consumer Products, Life Sciences, Wholesale Distribution, Chemicals

**SAP EXPERTISE:** SAP Business One, SAP S/4HANA, SAP SuccessFactors, SAP Analytics Cloud

**ADDITIONAL:** Maintenance and Services scheduling tool (R4AS), Credit & Credit Risk Management Suite (R4CM)

**EMPLOYEES NO:** approx. 1000

**YEAR FOUNDED:** 2007

**REVENUE:** approx. 120 mil €

**HEADQUARTERS:** Wavre, Belgium

**WEBSITE:**

[www.soapeople.com](http://www.soapeople.com)

## SOA PEOPLE IS THE UNITED VARS MEMBER FOR LUXEMBOURG, BELGIUM AND FRANCE WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/soa-people>

SOA People is a leading European partner in Business Strategy Execution powered by SAP, with more than 10 years of expertise and 800 customers. The company has built its success on developing solid value propositions across 4 pillars: driving innovation to transform your business, improving business process performance, driving successful projects and assuring long term on-going support for our customers. Going forward these 4 pillars will be delivered in “On Demand”, “On Premise” and “Hybrid” models. SOA People continued success in Cloud and Innovation has been reflected with industry awards being achieved for SAP EMEA Partner Excellence Award 2017 for Innovation and SAP Cloud Partner of the Year for Belux in 2015.

**INDUSTRIES:** Automotive, Chemicals  
Wholesale Distribution, Consumer  
Products, Higher Education &  
Research, Retail, Pharmaceutical

**SAP EXPERTISE:** Cloud Platform and  
Innovation Technology, SAP  
SuccessFactors, SAP S/4HANA, SAP  
Business One, SAP Analytics Cloud

**ADDITIONAL:** OpenText, Dsi Mobility,  
DataVard, CitiXsys

**EMPLOYEES NO:** approx. 300

**YEAR FOUNDED:** 1998

**REVENUE:** approx. 14 mil €

**CUSTOMERS:** Tigaraksa Satria,  
Honda, Biggy Cemerlang, etc.

**HEADQUARTERS:** Jakarta Barat,  
Indonesia

**WEBSITE:**

[www.soltius.co.id](http://www.soltius.co.id)

## SOLTIVS IS THE UNITED VARS MEMBER FOR INDONESIA WITH SAP EXPERTISE IN CLOUD PLATFORM AND INNOVATION TECHNOLOGY, SAP SUCCESSFACTORS, SAP S/4HANA, SAP BUSINESS ONE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/pt-soltius-indonesia>

As a member of United VARs, Soltius is proud to be the only SAP PLATINUM Partner in Indonesia. Established in 1998, the company has been implementing technology-based business solutions for clients ranging from small and medium sized enterprises (SME) to large-scale enterprises (LSE) across various key industries. With deep knowledge and experience in implementing SAP's world leading business applications, its expert consultants work with the clients to define, implement and run the right technology-based business solutions to help their organizations digitally transform to meet the challenges and opportunities of today and of the future.

**INDUSTRIES:** Engineering & Construction, Operations, Professional Service, Wholesale Distribution, Media, High Tech

**SAP EXPERTISE:** SAP S/4HANA, SAP Business ByDesign, SAP Customer Experience, SAP Analytics Cloud

**ADDITIONAL:** Salesforce, ServiceNow, Arter, Apptio, Jitterbit

**EMPLOYEES NO:** approx. 1000

**YEAR FOUNDED:** 2003

**REVENUE:** approx. 86 mil €

**HEADQUARTERS:** Espoo, Finland

**WEBSITE:**  
[www.sofigate.com](http://www.sofigate.com)

## SOFIGATE IS THE UNITED VARS MEMBER FOR FINLAND WITH SAP EXPERTISE IN SAP S/4HANA, SAP BUSINESS BYDESIGN, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/sofigate>

Founded in 2003, Sofigate is the leader of IT Management in the Nordics and pioneer of Business Technology management in Northern Europe. It is a privately owned company with almost 200 shareholders. In 2018 Sofigate Group's revenue was 80 MEUR, which marks 22% growth compared to the previous year. At the end of 2018 Sofigate employed 540 people. The aim of Sofigate is to help its employees to deliver excellent value to the customers and make ethical decisions every day. The company wants to empower its employees to have a smart sense and respect towards the business environment.



**INDUSTRIES:** Healthcare, Industrial Machinery & Components, Automotive, Banking, Telecommunications

**SAP EXPERTISE:** SAP Business One, SAP Business ByDesign, SAP Customer Experience

**EMPLOYEES NO:** approx. 5000

**YEAR FOUNDED:** 1997

**HEADQUARTERS:** Neihu District, Taipei City, Taiwan

**WEBSITE:** [www.tw.systex.com/en](http://www.tw.systex.com/en)

## SYSTEX CORPORATION IS THE UNITED VARS MEMBER FOR TAIWAN WITH SAP EXPERTISE IN SAP BUSINESS ONE, SAP BUSINESS BYDESIGN, SAP CUSTOMER EXPERIENCE

**MORE:** <https://www.united-vars.com/en/partners/systex-corporation>

Founded in 1997, Systex Corporation is Taiwan-based IT services provider in the Asian-Pacific region with 3,000 employees and 55 branch offices in Taiwan, China, Hong-Kong and Southeast Asia. In 2017, Systex's consolidated revenues reached US\$ 566 million. Systex Corporation has already served over 50 clients, including TSMC, HTC, Compal, Sony, Gogoro and many more. The company is the number one ranked software service provider in Taiwan for 12 consecutive years and the most profitable amongst the top 500 operations in the service industry, according to the May 2018 issue of Common Wealth Magazine, which is Taiwan's leading business magazine.

**INDUSTRIES:** Consumer Products,  
Manufacturing, Wholesale Distribution  
Retail, Chemicals

**SAP EXPERTISE:** SAP S/4HANA Cloud,  
SAP S/4HANA, SAP Customer  
Experience, SAP Analytics Cloud

**ADDITIONAL:** WMS/EWM, SAP  
Commerce Cloud, SAP Marketing  
Cloud, SAP IBP

**EMPLOYEES NO:** approx. 300

**YEAR FOUNDED:** 2004

**REVENUE:** approx. 7 mil €

**CUSTOMERS:** Ashland, BEKO,  
BOSCH, Harman, etc.

**HEADQUARTERS:** Moscow,  
Russia

**WEBSITE:**

<https://teamidea.ru/en/>

## TEAMIDEA IS THE UNITED VARS MEMBER FOR RUSSIA WITH SAP EXPERTISE IN SAP S/4HANA CLOUD, SAP S/4HANA, SAP CUSTOMER EXPERIENCE, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/teamidea>

TeamIdea is an SAP Platinum Partner, a member of United VARs. The company has long experience and expertise in the following areas: e-commerce, warehouse logistics, wholesale and retail, manufacturing, and others. TeamIdea's clients are well-known international companies such as: Ashland, BEKO, BOSCH, Harman, Hochland, Hyundai, MSP, Netzsch, Nokian Tyres, Pilkington, Philips, Rockwool, SABMiller, Zeppelin, MSD, Samsung, Berlin-Chemie, Gruma, Medtronic, STADA, Sanofi and many others.

**INDUSTRIES:** Consumer Products, Oil & Gas, Chemicals, Telecommunications, Mining, Cross-industry

**SAP EXPERTISE:** SAP S/4HANA, SAP SuccessFactors, SAP Analytics Cloud

**ADDITIONAL:** SAP xECM by OpenText, Ariba, Hybris

**EMPLOYEES NO:** approx. 500

**YEAR FOUNDED:** 1989

**REVENUE:** approx. 46 mil €

**HEADQUARTERS:** Almaty, Kazakhstan

**WEBSITE:**

[www.terralink-global.com](http://www.terralink-global.com)

## TERRALINK TECHNOLOGIES LLC IS THE UNITED VARS MEMBER FOR KAZAKHSTAN WITH SAP EXPERTISE IN SAP S/4HANA, SAP SUCCESSFACTORS, SAP ANALYTICS CLOUD

**MORE:** <https://www.united-vars.com/en/partners/terralink-technologies-llc>

Using world-class talent and technology TerraLink automates its business processes, implements solutions to manage and secure the business content and communications, and enable great work and decision making. TerraLink provides consulting and implementation of business solutions like enterprise content management, workflow and business automation, resource planning and financial management, and builds and supports IT infrastructure for collaboration and communication. With over 500 employees located in 6 countries and with more than \$44mln in annual revenue, TerraLink has been providing enterprise IT solutions for more than 25 years.

**INDUSTRIES:** Pharmaceuticals

**SAP EXPERTISE:** SAP MII/ME

**EMPLOYEES NO:** approx. 300

**YEAR FOUNDED:** 2007

**REVENUE:** approx. 12 mil €

**CUSTOMERS:** Managem , Pierburg,  
Prettl group, Ozeol, etc.

**HEADQUARTERS:** Elgazala  
Technopark Ariana Tunisia

**WEBSITE:**

[www.wynsys.com](http://www.wynsys.com)

## WYNSYS IS THE UNITED VARS MEMBER FOR TUNISIA WITH SAP EXPERTISE IN SAP MII/ME

**MORE:** <https://www.united-vars.com/en/partners/wynsys>

WYNSYS is a member of United VARs, an SAP Platinum Partner, and a SAP Solutions provider for over 11 years. The company has more than 250 employees and over 80 customers. For its local customers, as well as for European clients, WYNSYS is deploying a multidisciplinary and high skilled team in SAP technologies, providing a high value-added SAP projects and performant maintenance & support services.

# 5

## APPENDIX B

United VARs Global Solution Partner Profiles

# GLOBAL SOLUTION PARTNERS AT A GLANCE

THE UNITED VARs GLOBAL SOLUTION PARTNERS OFFER VERY SPECIALIZED AND SUPPLEMENTARY SOLUTIONS TO YOUR MAIN SAP SYSTEMS TO IMPROVE AND AUTOMATE YOUR END-TO-END BUSINESS PROCESSES.

- [Ap'solute](#) → Ariba and Purchasing Process Optimization
- [Cideon](#) → Product Lifecycle Mgmt (PLM) & Engineering Process Optimization
- [Huawei](#) → Infrastructure and Mobile Technology
- [Isec7](#) → Mobile Platform
- [ProcessWeaver](#) → Transportation Mgmt System (TMS) for Global Logistics
- [Validate ID](#) → Electronic Signatures
- [Winterhawk](#) → SAP Security and GRC



**INDUSTRIES:** Cross-Industry

**AREA OF EXPERTISE:** SAP Ariba, SAP Fieldglass, SAP S/4HANA Enterprise Management, SAP S/4HANA Procurement, SAP Fiori

**EMPLOYEES:** approx. 300

**YEAR FOUNDATION:** 2005

**REVENUE:** approx. 15 mil €

**WEBSITE:**

[www.ap-solut.com](http://www.ap-solut.com)

## APSOLUT IS THE UNITED VARS GLOBAL SOLUTION PARTNER FOR Ariba AND PURCHASING PROCESS OPTIMIZATION

**MORE:** <https://www.united-vars.com/en/partners/apsolut-gmbh>

apsolut is an SAP & SAP Ariba partner for on-premise, cloud & hybrid procurement solutions. Their expertise ranges from SAP Ariba and SAP Fieldglass to SAP S/4HANA. Founded in 2005, the company quickly established a reputation as a pioneer in SAP-based eProcurement.

apsolut is an SAP Gold Partner, multi-awarded SAP Ariba MEE Partner of the Year and a development innovation partner of SAP.

**INDUSTRIES:** Cross-Industry  
**AREA OF EXPERTISE:** SAP PLM, PLM, PDM, CAD, Engineering, Software, Integrations, Prozessberatung, Lösungspartner, CAM, Factory Design, Layoutplanung, Fabrikplanung, Engineering Automation, Generative Design, AutoCAD Mechanical, Inventor, SAP ECTR, Autodesk VAULT, Mechanical Engineering, MCAD, and ECAD  
**EMPLOYEES:** approx. 500  
**YEAR FOUNDATION:** 1990  
**REVENUE:** approx. N/A mil €  
**WEBSITE:**  
[www.cideon.de](http://www.cideon.de)

## CIDEON IS THE UNITED VARs GLOBAL SOLUTION PARTNER FOR PRODUCT LIFECYCLE MGMT (PLM) & ENGINEERING PROCESS OPTIMIZATION

**MORE:** <https://www.united-vars.com/en/partners/cideon-software-and-services-gmbh-and-cokg>

CIDEON is Autodesk Platinum Partner in the German speaking region, partner to PROCAD, a Platinum Build Partner to SAP SE and software partner to Dassault Systèmes. It has around 300 employees at 15 locations in the DACH region. CIDEON is part of the Friedhelm Loh Group, and with the statement "CIDEON - efficient engineering", provides expertise in mechanics and mechatronics as well as in ERP/PLM integration and engineering.

During the past 25 years, more than 10,000 companies in more than 30 countries have used and succeeded with CIDEON services.



**INDUSTRIES:** Cross-Industry

**AREA OF EXPERTISE:** SAP HANA  
Appliance and TDI solutions, IaaS  
Platform

**EMPLOYEES:** approx. 200000

**YEAR FOUNDATION:** 1987

**REVENUE:** approx. 100 mil €

**WEBSITE:**

[www.huawei.com](http://www.huawei.com)

## HUAWEI IS THE UNITED VARs GLOBAL SOLUTION PARTNER FOR INFRASTRUCTURE AND MOBILE TECHNOLOGY

**MORE:** <https://www.united-vars.com/en/partners/huawei>

Founded in 1987, Huawei is a leading global provider of information and communications technology (ICT) infrastructure and smart devices. We have more than 194,000 employees, and we operate in more than 170 countries and regions, serving more than three billion people around the world. We are committed to bringing digital to every person, home and organization for a fully connected, intelligent world. To this end, we will: Drive ubiquitous connectivity and promote equal access to networks; Provide the ultimate computing power to deliver ubiquitous cloud and pervasive intelligence; Build digital platforms to help all industries and organizations become more agile, efficient, and dynamic; Redefine user experience with AI, making it more personalized for people across all scenarios, whether they're at home, in the office, or on the go.

**INDUSTRIES:** Cross-Industry

**AREA OF EXPERTISE:** Enterprise Mobility Services, ISEC7 Mobility for SAP for BlackBerry, iPhone/iPad, Android, Hybrid EMM Management with ISEC7 EMM Suite, ISEC7 Mobile Exchange Delegate, Mobile Strategy, Modernization, Mobile Security, and Business Optimization

**EMPLOYEES:** approx. 200

**YEAR FOUNDATION:** 2003

**REVENUE:** approx. N/A €

**WEBSITE:**

[www.isec7.com](http://www.isec7.com)

## ISEC7 IS THE UNITED VARS GLOBAL SOLUTION PARTNER FOR MOBILE PLATFORM

**MORE:** <https://www.united-vars.com/en/partners/isec7-gmbh>

The ISEC7 Group is a global provider of mobile business services and software solutions. The company was one of the first movers in mobilizing company and business processes. Today, ISEC7 has numerous renowned companies and governmental organizations as committed customers. The company continually invests in the evaluation and development of new technologies. ISEC7 solutions, such as ISEC7 EMM Suite, ISEC7 Mobile Exchange Delegate, ISEC7 Mobility for SAP and ISEC7 Mobility Cloud have proven to be ground-breaking in the mobility sector. ISEC7 was founded in Hamburg/Germany in 2003. The company operates globally with offices in Germany, UK, Switzerland, Spain, USA and Australia. Currently, the number of customers ISEC7 serves surpasses 1,300 customers in 37 countries. Those include numerous renowned companies and governmental organizations.

**INDUSTRIES:** Cross-Industry

**AREA OF EXPERTISE:** Integrated SAP ECC, SAP EWM, SAP CRM, SAP HANA, SAP S/4 HANA, and SAP TM Shipping Software, Integrated Microsoft Dynamics AX/GP/NAV Software, Integrated Supplier TMS Portal, Inbound and Outbound Desktop Mail Software Solutions, Integrated Sage Shipping Software, Multi Carrier Shipping Software, Multi Carrier Shipping Solutions, Shipping Software Solutions, Shipping System

**EMPLOYEES:** approx. 1000

**YEAR FOUNDATION:** 2005

**REVENUE:** approx. N/A €

**WEBSITE:**

[www.processweaver.com](http://www.processweaver.com)

## PROCESSWEAVER IS THE UNITED VARS GLOBAL SOLUTION PARTNER FOR TRANSPORTATION MGMT SYSTEM (TMS) FOR GLOBAL LOGISTICS

**MORE:** <https://www.united-vars.com/en/partners/processweaver-inc>

ProcessWeaver offers Inbound and Outbound TMS for Global Logistics. The company supports all modes (Parcel, LTL-TL, Rail and Ocean). ProcessWeaver's TMS suite is integrated with SAP All-in-One, SAP ECC, SAP EWM, SAP CRM, SAP TM, Oracle EBS, Microsoft Dynamics (AX, GP, & NAV), JD Edwards EnterpriseOne, Sage ERP X3, and other home grown / cloud based ERP Systems. It offers fully integrated DG Compliance shipping software for planning, manifestation, and shipment visibility has been deployed in 50,000+ locations globally in 172+ countries. With thousands of installations worldwide, ProcessWeaver's multi-modal and multi-carrier shipping solutions have a proven track record of being a powerful, flexible, scale-able and easy-to-use shipping system that can meet the needs of any shipper. Learn more about products and solutions offered by ProcessWeaver

**INDUSTRIES:** Cross-Industry  
**AREA OF EXPERTISE:** Digital  
Signature solutions, Compliance,  
For SAP HCM, Success Factors,  
Business One, By Design,  
S/4HANA, ECC.

**EMPLOYEES:** approx. 50

**YEAR FOUNDATION:** 2012

**WEBSITE:**

[www.validatedid.com](http://www.validatedid.com)

## VALIDATED ID IS THE UNITED VARS GLOBAL SOLUTION PARTNER FOR ELECTRONIC SIGNATURES

**MORE:** <https://www.united-vars.com/en/partners/validate-id>

Validated ID is an international company with headquarters in Barcelona and offices in Paris, Berlin, London, and Madrid, that operates globally with customers in over 25 countries and customers in over 70. By offering a wide range of digital signatures to fit every need, it enables companies to better control of their documents with lower costs. Also, the solution guarantees the document's integrity and its legal validity, and ensures that the signer is validly identified and knows exactly what he signs.

Validated ID's VIDsigner electronic signature services are integrated with SAP HCM, Success Factors, and ERP (Business One, By Design, S/4HANA, and ECC), which allows that the entire process of signing and the custody of the signed document takes place within SAP.

**INDUSTRIES:** Cross-Industry

**AREA OF EXPERTISE:** SAP GRC  
Access Control, SAP Process  
Control, SAP Risk Management,  
SAP Audit Management, SAP UI  
Logging, SAP UI Masking, SAP  
Business Integrity Screening, SAP  
Enterprise Threat Detection, SAP  
Identity Management, ERP  
Maestro, Hitachi ID, BIG ID,  
Netgain, SAP Security

**EMPLOYEES:** approx. 50

**YEAR FOUNDATION:** 2014

**REVENUE:** approx. 5 mil €

**WEBSITE:**

[www.winterhawk.com](http://www.winterhawk.com)

## WINTERHAWK IS THE UNITED VARs GLOBAL SOLUTION PARTNER FOR SAP SECURITY AND GRC

**MORE:** <https://www.united-vars.com/en/partners/winterhawk>

Winterhawk is the leading global SAP Security, GRC, Cybersecurity and Data Privacy consultancy practice, with clients across 20 industry sectors. They support more than 3 million users worldwide, with resources located globally, helping organisations gain the maximum value from their SAP GRC solutions. Their innovative and cost-effective services are complemented with deep domain expertise, regulatory and industry content, including low-cost, fixed-price rapid deployment packages. Winterhawk supports GRC solutions such as SAP Access Control, Process Control, Risk Management, Audit Management, UI Logging, UI Masking, Enterprise Threat Detection, Single Sign-On, Identity Management, Business Integrity Screening (Fraud) and Global Trade Services, offering implementations, upgrades, support & managed services and unique content.

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