

Auritas Differentiation

- Holistic expertise on EPR, BTP and OpenText solution extensions
- Accelerated deal closure for hundreds of SAP engagements
- End-to-end support across the deal cycle (pre-sales, sales, demos, workshops and services)
- In-house solutions developed on BTP
 - Data ASSIST, Data GUARD, DMS+ = BTP consumption
- Expertise across multiple SAP LoBs (BTP, BDC, F&S, SFSF, PSO)
- SAP Certifications, including CCFlex, GROW, BTP, and Ariba

SUCCESS IN NUMBERS

3-6 months

reduction in sales cycle

\$700k

average customer lifetime value

8y

average relationship length with customers

\$3.5M

in license-dependent deals closed

We help you land & expand



Air Products started an engagement with Auritas in 2019 for its OpenText xECM expertise. Together with SAP, we continued the partnership, and since we sold SAPILM, VIM upgrade, and SimpleMDG.

We help you build a use case & sell it



Waters was considering SAP RISE; however, the cost was not allowing for project approval. Auritas helped achieve a 55% reduction in system size, allowing the company to buy and adopt RISE with SAP.

We find solutions for customer concerns



Auritas assisted the KKR team to consume already purchased CPEA. We planned and implemented SAP BTP as storage for decommissioned data through Data GUARD, consuming ~\$1M BTP yearly.

SAP Internal Positioning

Customer Problem	SAP Champions	🙄 SAP Concerns	Auritas Solutions	😊 Outcome Expected	Customer Success
1. DB Size Too Large	IAE, BTP, EA, S/4, Service	Customer delays move to S/4/cloud due to cloud infrastructure concerns	Archiving, ILM, OpenText , Data ASSIST	Smaller DB size, lower S/4 infrastructure cost, allow for retention compliance	Waters Grainger Airgas
2. Legacy System Maintenance	IAE, BTP, EA, Service	Hardware cost, data security, data in silos, loss of personnel knowledge	System Decommissioning, Data GUARD	Consolidated infrastructure, data access through analytic tool, single managed security	KKR eBay Chemical (Dow)
3. Low Data Quality	IAE, BDC	Impacts decisions, impact costs	Data Quality Assessment, SAP MDG Services , Simple MDG (BTP)	Increased data accuracy, reduced master data objects.	Queensland Axalta BC Hydro
4. Document Storage Needs	IAE, BTP, EA, Service	Need efficient storage location for structured and unstructured content	OpenText , BTP Doc Store , SAP Content Server, Cloud provider file storage, DMS+	Accessible business documentation across multiple platforms with ability to address retention management	TBC Bourns Ultra Conagra
5. High transaction AP Process and Complex Sales Order Processing	BTP	Significant cost in processing invoices, sales, orders, cash applications, and carbon footprint capture	Vendor Invoice Management	Automated processing of financial documents, linked directly to SAP transaction	Nvidia Air Products Monster Lockheed
6. Ariba – Procure to Pay Value	Ariba	Does not address Direct Procurement and Finance Stakeholders	Proven Hybrid Approach – OpenText & Ariba	Optimized and integrated deployment	Zappos
7. SuccessFactors Doc. Storage	SFSF	Significant employee document storage impacting infrastructure across operations	OpenText xECM for SuccessFactors	Ability to store employee documents outside of the SuccessFactors system with easy access	TBC Venetian Casino Turner
8. Consumption of BTPEA/ credits	CS	Customers were sold BTP credits and are not sure how to consume it	BTP products (Data ASSIST, Data GUARD, DMS+) and BTP install	Get infrastructure benefits from products that provide analytics and ROI of DB sizing initiatives, savings from legacy spend and more on BTP.	KKR Nielsen Waters
9. Moving legacy BW to BDC (BW PCE or Datasphere)	BDC	Customer bought 2TB on BW PCE or wants to move to BDC Datasphere, but current BW is larger than 2TB	BW data archiving, BW move with Protiviti	Legacy BW data is now on BDC to leveraged for AI and analytics, removing legacy environment	VS eBay

Why Auritas

- Bringing Auritas into your deals soon will accelerate closure by 3-6 months
 - We can support across the deal cycle (pre-sales, sales, demos, workshops, and services)
- We don't leave once the deal is done; we stay and help you close more deals
 - 8-year average relationship length with customers
 - \$700k+ average customer lifetime value
- Land-and-expand approach across multiple SAP LoBs (BTP, BDC, F&S, SFSF, PSO)
 - EX: Air Products (VIM, xECM, ILM, SimpleMDG), KKR (DG + BTP CPEA consumption), Flowers (S/4 prep, DA, xECM for SF), TBC, Turner...
- In-house solutions developed on BTP (Data ASSIST, Data GUARD, DMS+ = BTP consumption)
- SAP + OpenText expertise helps address any gaps and concerns during the deal cycle