SKALA
Professional Services

Progressing step-by-step
to reach full business potential

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TAIAN
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SAP® Qualified
Partner-Packaged Solution

GROW WITH SAP | Partner

SAP Gold Partner

SKALA Professional Services

Talan's Mission for SMEs

Talan delivers SKALA Professional Services, an acceleration module for SMEs enabling quick, simplified, and cost-effective implementation of S/4HANA Cloud Public Edition (GROW with SAP).

SKALA for Professional Services Firms

SKALA is tailored for Professional Services Firms managing complex and multiple financial and project data streams, while aiming to grow, scale and deliver client value in a competitive, fast-changing market.

Key Benefits for Professional Services

SKALA streamlines the management of projects, core finance, procurement, and sales with advanced capabilities like real-time project analytics, optimized resource allocation, and automated invoicing to ensure:

- Compliance with revenue recognition standards.
- Project profitability.
- Visibility and agility towards change.

Can you relate to these key challenges?

OPERATIONS

Increasing Number and Complexity of Operations and Project Management

- Lack of real-time tracking & reporting to monitor costs, timelines, performances, resources and ensure clients satisfaction.
- Complexity in managing multiple projects leading to inefficiencies, scheduling conflicts and reduced profitability.
- Operating on several, unconnected and manual tools leading to errors
- Disconnected data, non-automated. processes and silos leading to decision-making delays.

FINANCE

Pressure to Maintain Compliance and Financial Accuracy with Limited Visibility on Operations

- Inconsistent or delayed recognition of revenue.
- Management of Complex and Unconnected Billing Arrangements and Items.
- Lack of visibility over project costs and profitability directly impacting margins.
- Difficulties in ensuring accurate and timely financial reporting.
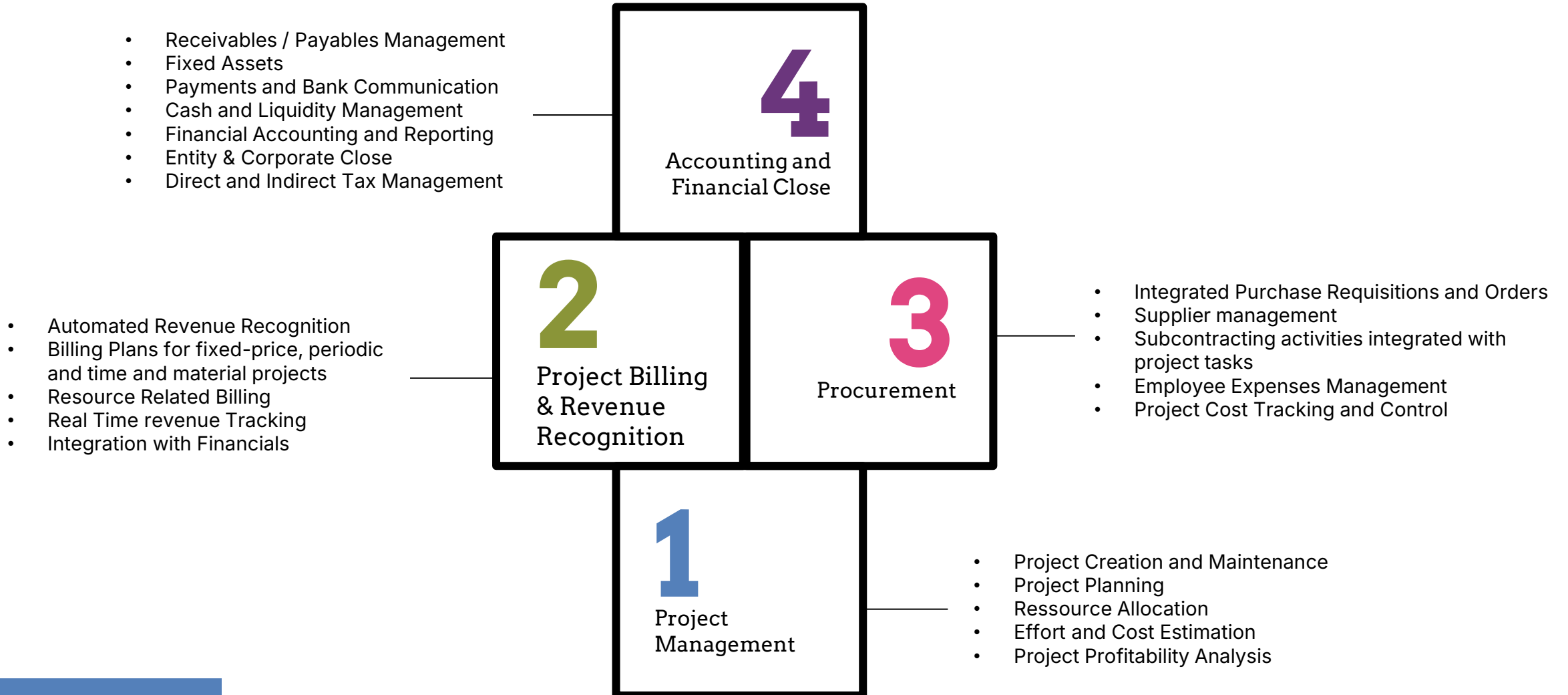- Insufficient compliance to evolving regulatory standards.

IT

Need for a Quick, Scalable and Secure Digital Transformation with Limited Resources

- Old systems aren't supporting company growth and scalability needs to remain competitive.
- Lack of connectivity and integration between the tools, data and department.
- Heavy systems costs for a limited data security and vulnerability to breaches.
- Manual and repetitive processes holding back innovation and strategic projects.

Progressing Step-by-Step with a Secure & Scalable Cloud Solution

4 Accounting and Financial Close

2 Project Billing & Revenue Recognition

3 Procurement

1 Project Management

Solution Summary

- Receivables / Payables Management
- Fixed Assets
- Payments and Bank Communication
- Cash and Liquidity Management
- Financial Accounting and Reporting
- Entity & Corporate Close
- Direct and Indirect Tax Management

4 Accounting and Financial Close

- Automated Revenue Recognition
- Billing Plans for fixed-price, periodic and time and material projects
- Resource Related Billing
- Real Time revenue Tracking
- Integration with Financials

2 Project Billing & Revenue Recognition

3 Procurement

- Integrated Purchase Requisitions and Orders
- Supplier management
- Subcontracting activities integrated with project tasks
- Employee Expenses Management
- Project Cost Tracking and Control

1 Project Management

- Project Creation and Maintenance
- Project Planning
- Ressource Allocation
- Effort and Cost Estimation
- Project Profitability Analysis

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Key Benefits for Professional Services Firms

Improved Cash Flow Management and Faster Billing	Enhanced Operational Efficiency	Continuous Close and Compliance	Scaling Success	Secure Data on Unified Platform

Improved Cash Flow Management and Faster Billing

- Accelerates the billing cycle with automated invoicing
- Reducing Days Sales Outstanding (DSO)
- Improving Cash-Flow

Enhanced Operational Efficiency

- Automated processes to focus on value-added activities and reduce errors
- Enhanced collaboration with a single source of truth
- Higher ROI

Continuous Close and Compliance

- Compliant and accurate Revenue Recognition
- Streamlined closing process to ease data access and decision-making
- Closing tasks taken off the critical path

Scaling Success

- Every process aligns and scales as you grow efficiently priming for future opportunities without significant reconfiguration
- Easy decision making
- Better time to decision

Secure Data on Unified Platform

- Consistency and visibility across all projects
- Effective data management to reduce risks and errors
- Business role concept enabling effective control
- Eliminate silos

Packages

SKALA Professional Services packages enable companies to drive business transformation.

Talan has packaged the implementation experience to provide tailored, expected and proven results.

Our solution includes:

- SAP S/4HANA Cloud, a ready-to-run cloud ERP solution with integrated business processes.
- Professional Services best practices.
- SAP's proven acceleration services and implementation methodology.
- Built-in intelligent technologies, including Joule's AI, machine learning, real-time data processing, enhanced reporting and analytics.

	Basic	**Extended**
	Implement **SAP Best Practices,** integrating the following areas:	
	✓ Customer Project Management ✓ Internal Project Management ✓ Sales Order Processing ✓ Project Billing ✓ Service and Material Procurement ✓ Core Finance ✓ Travel Expense Processing with SAP Concur	**Include all items of the "Basic" offer, and:** ✓ Resource Management for Projects ✓ Collection and Dispute Management ✓ Advanced Financial Closing ✓ Advanced Bank Account Management ✓ Advanced Cash Operations ✓ Employee Central with SAP SuccessFactors
Timeline	From 20 Weeks	From 20 Weeks
Upgrade	Twice a Year	Twice a Year
Implementation Cost	Starting at 350K $	18k $ per additional advanced features

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Our Methodology

Progressing step-by-step to reach full business potential.

6	**Run**	Support, training and updates for stabilization.
5	**Deploy**	Training, migration and go-live.
4	**Realize**	Configuration, testing and personalization.
3	**Explore**	Define futur processes for optimization.
2	**Prepare**	Prepare Cloud environment and project plan.
1	**Discover & Trial**	Experience S/4HANA Cloud for better adoption.

TALAN
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Talan is a trusted partner with 30 years of innovative thinking and expertise in **digital transformation in the mid-market sector**.
Our mission is to empower SMEs by enabling them to harness the power of cutting edge ERP technologies while streamlining their operations for **sustainable expansion**.

They trust Talan:

ADACEL   PLURITEC
                Génie-conseil   normandin beaudry

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+25
Years of expertience
with SAP Solutions

+450
SAP Implementations in
Canada & US

x10
SAP Partner of
the year

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