

# Your Roadmap to Scalable Growth with Cloud ERP

Talan's guide for midsize businesses ready to modernize operations, fast—thanks to GROW with SAP

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Positive innovation

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# Managing Growth Efficiently

Success is awesome. Success is the goal. But success can often burden a growing company still on the fence about digital transformation. Hesitation is understandable; costs and changes are involved, and every business leader knows what change means.

But growth doesn't have to be a burden, and digital transformation should not be seen as impending doom but rather welcome modernization. GROW with SAP can simplify cloud ERP adoption while addressing critical growth-related challenges that keep CIOs up at night.

**Let's explain how GROW with SAP can help you lay a foundation for sustainable, efficient growth.**

# 1

**Chapter**

**Embracing Growth  
with Confidence**

Scaling a business can be as exhilarating as it is daunting. As your company expands, you encounter inevitable hurdles: integrating diverse systems, managing increasing costs, adapting to continuous change, and ensuring robust data security. Each of these elements plays a crucial role in maintaining the momentum of your business's growth, and each of them is intrinsically tied to the technology that supports your operations.

Whatever tech helped your company reach this point can only keep up for so long. Technology advances rapidly, and expectations from customers and partners will be aligned with what the best technology in the market can offer.



## Focus on the challenges of expansion; let SAP focus on the challenges of digital transformation.

It's likely your organization is facing one or more of these challenges:

- **Integrating Systems:** As it has grown, your business has accumulated a plethora of applications and systems. Ensuring these systems communicate effectively and data flows seamlessly has become time-consuming and complex.
- **Controlling Costs:** Expansion has led to increased operational costs, and finding ways to manage these costs without compromising quality or efficiency has not been manageable.
- **Managing Change:** Implementing new technologies or strategies requires a comprehensive adoption approach and specialized skills, making stakeholders and staff resistant to change.
- **Ensuring Data Security:** With the increasing reliance on digital solutions, protecting sensitive information and adhering to compliance requirements has become increasingly complex and expensive.







# GROW levels the field for growing businesses

GROW with SAP provides a framework for businesses to streamline operations, manage costs more effectively, and utilize data-driven insights to make informed strategic decisions.

Addressing key pain points such as operational bottlenecks, data silos, and inflexible legacy systems, GROW with SAP enables businesses to focus on growth and innovation, turning challenges into opportunities for success.

## Here's how it addresses these scaling challenges:

01

### **Simplified Integration:**

GROW with SAP provides a unified platform, integrating various business functions and ensuring smooth data flow. This integration is vital for gaining real-time insights and making informed decisions.

02

### **Cost Management:**

Through its cloud ERP capabilities, GROW with SAP helps automate and optimize business processes. This automation leads to significant cost savings, higher efficiency, and better resource management.

03

### **Change Management Facilitation:**

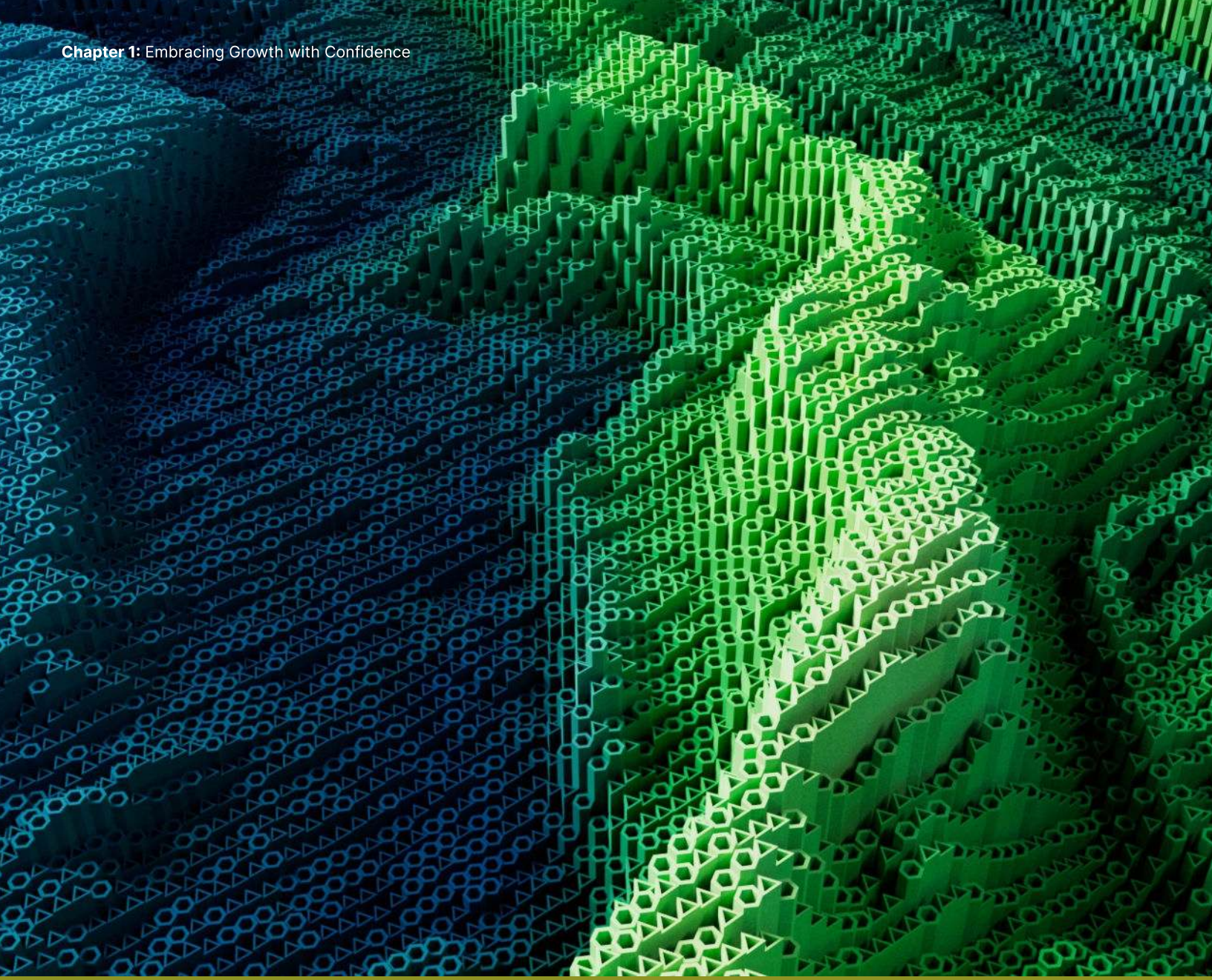
The transition to new systems can be daunting. GROW with SAP offers extensive training resources and community support, easing the change management process. This support ensures a smoother transition for your team, minimizing resistance and enhancing adoption.

04

### **Robust Security:**

In an era where data breaches are increasingly common, GROW with SAP strongly emphasizes security. It complies with relevant regulations and standards, providing comprehensive measures to safeguard your data.





**As your business embarks on a growth and digital transformation path, GROW with SAP simplifies the complexities of scaling, ensures cost-effective operations, facilitates change, and provides robust security measures.**



# Chapter 2

## Harnessing the Power of GROW with SAP

Your business may be on the path of growth, but is GROW with SAP a good fit for your company?

GROW with SAP is primarily designed for midsize companies and growing businesses new to SAP or planning to introduce an ERP system for a subsidiary. As a streamlined, cloud-based ERP solution tailored to organizations seeking a rapid, efficient adoption of advanced ERP capabilities, it is particularly suitable for businesses looking to enhance their operational agility, scalability, and digital transformation journey.

**GROW with SAP is composed of three key components:**

01

**Cloud ERP and Platform:**

SAP S/4HANA Cloud, Public Edition, and SAP Business Technology Platform, which provide a cloud-based ERP and tools for customization and innovation.

02

**Services for Rapid Implementation:**

Designed to ensure a quick and efficient implementation of the cloud ERP solution. They include proven tools, methods, and expert support through SAP's partner network.

03

**Knowledge and Training:**

Access to SAP's community and learning platforms, offering educational resources and training courses tailored to various needs and roles within the organization.



# What can you do with GROW with SAP?

GROW with SAP transforms your business's capabilities, enabling you to run your operations as an intelligent enterprise without having to build the infrastructure or hire the personnel to support it. In a nutshell, GROW unlocks:

## **AI-Powered Analytics and Process Automation:**

Central to GROW with SAP, these features enable businesses to make informed decisions and automate complex processes. For finance tasks, AI-driven insights help better forecast and manage risks, while automation streamlines financial operations like recording transactions and valuing assets. Additionally, SAP has introduced SAP Joule, a generative AI assistant that draws from SAP's cloud portfolio to deliver insights through a conversational interface that can easily navigate enterprise data, respond to queries with precision, and provide innovative solutions.

## **Enterprise-Level Quality Management:**

This feature is particularly crucial in manufacturing, where maintaining consistent quality is critical. GROW with SAP integrates quality controls into production processes, ensuring high-quality output.

## **Real-Time Data Insights:**

Essential for areas like cash flow management, these insights provide a comprehensive, up-to-date view of finances, aiding in efficient decision-making.



To further break down how this transforms specific business areas, let's explore what GROW with SAP does for Finance, Sales, Procurement, Manufacturing, Supply Chain, and Professional Services.



# Finance

GROW with SAP revolutionizes financial management by providing detailed insights into profitability, automating financial postings, and offering granular data analysis capabilities. It enhances financial efficiency, reporting accuracy, and cash flow management.

- Payment Automation:** Automation of the payables process using bots.
- Consolidation:** Consolidation of all legal entities within the solution.
- Efficiency & Compliance:** Enhances business steering efficiency and embeds compliance and risk management with best practices and predictive analytics.
- Profitability Analysis:** Offers real-time analysis of revenue and costs, enabling granular decision-making.
- Accurate Financial Reporting:** Automates financial postings, applying various principles for asset valuation.
- Improved Cash Flow Management:** Uses a data-driven approach for managing payables, receivables, and cash flow.
- Minimize Bad Debt Risk:** Automates payment prioritization and monitors high-risk customers.
- Consistent Financial Data:** Centralizes reporting for uniformity across departments.
- Process Streamlining:** Reduces errors and delays with automated capabilities.

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certified accelerator**

SKALA Finance



# Sales

GROW with SAP optimizes the order-to-cash process for various products and services in sales. It aids sales teams by providing clear action items, integrating billing and accounting, and offering real-time tracking of sales performance metrics.

- **Order-to-Cash Efficiency:** Manages diverse revenue streams and business models more efficiently.
- **Bundled Order Management:** Centralizes monitoring of profits, costs, and revenues.
- **Sales Rep Enablement:** Provides tools for better sales performance.
- **Streamlined Invoicing:** Integrates billing with accounting for improved accuracy.
- **Sales Performance Tracking:** Offers real-time tracking of sales metrics.
- **On-Time Delivery:** Utilizes analytics and collaboration tools for timely order fulfillment.



# Procurement

GROW with SAP streamlines the entire procure-to-pay process, offering insights for bottleneck identification, cost savings, and efficient contract management. It also supports sustainable business practices by enabling the assessment of suppliers' carbon footprints, letting you align business partnerships to sustainability goals.



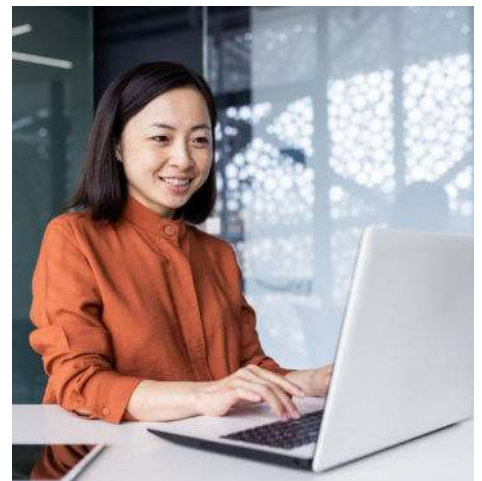
- Efficient Procure-to-Pay Process:** Accesses real-time insights at every stage.
- Cost Savings Identification:** Automates workflows and analyzes procurement data.
- Effective Contract Management:** Streamlines contract renewals and negotiations.
- Sustainable Procurement:** Assesses suppliers' carbon footprint.
- Intelligent Purchasing Decisions:** Provides precise, real-time purchasing data.
- Strong Supplier Network:** Manages supplier relations effectively.



# Manufacturing and Supply Chain

To control supply chain disruption, GROW with SAP ensures operational excellence by optimizing production, managing inventory in real time, and enhancing supply chain visibility. This includes addressing capacity issues early, providing product quality, and improving delivery timelines.

- **Operational Excellence:** Ensures smooth integration across manufacturing processes.
- **Demand Fulfillment:** Identifies and resolves capacity issues, shortfalls, and bottlenecks early.
- **Operational Efficiency:** Tracks production orders and manages inventory in real-time to resolve shortages and meet demand.
- **Quality and Timely Delivery:** Helps ensure products are delivered on time and meeting quality standards, allowing you to track the status of each container in real-time.
- **Supply Chain Management:** Enhances visibility and manages inbound and outbound deliveries with customizable dashboards and reports.
- **Efficient Logistics:** Optimizes packing and shipping processes, reduces costs, avoids waste, and decreases order lead times.



# Professional Services Automation

Project management is simplified through GROW by facilitating faster bidding, resource allocation, and project delivery. It ensures reduced revenue leakage and helps manage client projects more effectively, leading to increased profitability and growth.



## **Project Management Excellence:**

Manages customer projects on a single ERP built on proven best practices.

## **Profitability and Growth:**

Facilitates faster bidding and accurate estimates supported by data.

**Resource Optimization:** Ensures efficient resource allocation and collaboration with embedded tools.

## **Revenue and Margin Protection:**

Helps deliver projects on time and budget, monitor project health, and fix issues with real-time visibility.

**Billing Efficiency:** Provides insights into billing status for timely invoicing.







# 3

**Chapter**

Getting Started  
with GROW

Getting started with GROW with SAP is as simple as having a computer with an internet connection and choosing one of two packages:



# Base

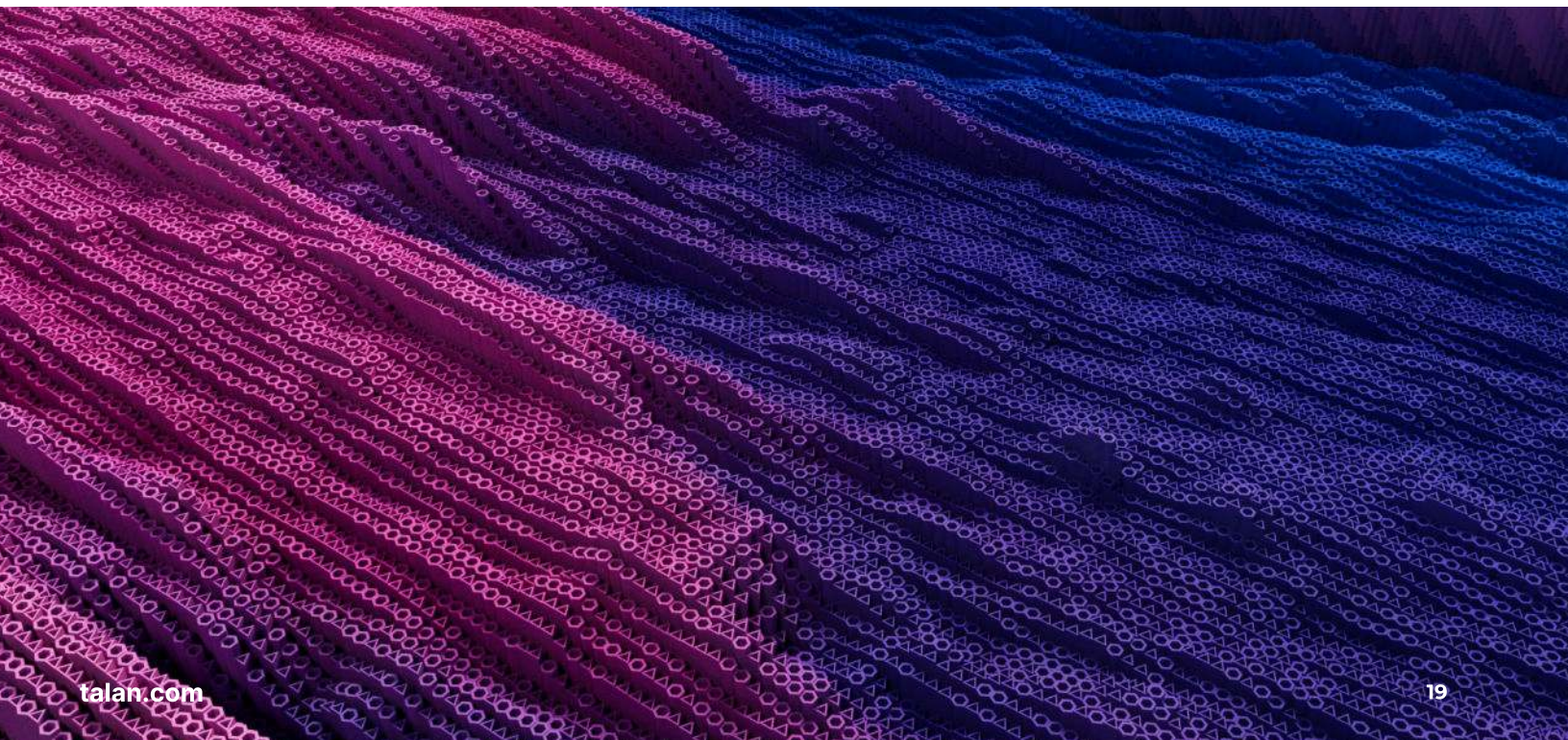
## EDITION

Which augments SAP S/4HANA Cloud Public Edition with features for business process automation, procurement, and finance management.

# Premium

## EDITION

Which enriches SAP S/4HANA Cloud Public Edition with features that accelerate development and automation, plus includes advanced procurement and financial management capabilities.







# SKALA Finance: Our Qualified Partner-Packaged Solution

As a module of GROW with SAP, leveraging the power of SAP S/4HANA Cloud - Public edition, SKALA Finance breaks down the implementation by focusing on phased, module-by-module integration for each line-of-business.

Tailored specifically for SMEs, SKALA Finance offers an extensive range of features emphasizing streamlined financial operations (accounting and financial close, treasury management, and procurement) to enhance efficiency and accuracy and ensure continuous growth and adaptability.

**Ask us about SKALA Finance!**

[CONTACT US](#)





**Assess your needs, bring your team together, and talk with us.**  
At Talan we can point you in the right direction to an accelerated path to transformation.



# We are Talan

Founded in 1993, Createch was created with a desire to help its clients significantly improve their profitability through the optimization of their business processes and the implementation of technological solutions.

After 30 years of expertise as a leader in digital transformation and supply chain optimization in the manufacturing sector, Createch continues to grow and became **Talan** in 2023.

Talan is an international consulting group in innovation and transformation through technology. We offer services ranging from operational performance improvement to cloud application solutions implementations, asset management solutions, and data intelligence.

[Discover SKALA Finance](#)



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