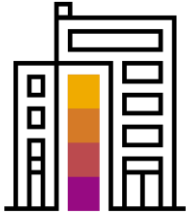




SAP® Innovation Awards 2020 Entry Pitch Deck

Fast Growing AI & IOT Unicorn in China with Intelligent ERP+ Multi Clouds

Terminus (Beijing) Technology Co., Ltd



Company Information

Headquarters	Beijing, China
Industry	High Tech- AIoT
Web site	www.tsismart.com

- Terminus Technologies is a high-tech company incubated by China Everbright. Leveraging Artificial Intelligence + Internet of Things application technology, we aspire to become the biggest city-level AI+IoT platform operator in China, committed to providing governments and enterprises with one-stop solutions that cover multiple scenarios in urban management, building energy management, and so on. Capitalizing the AIoT (AI+IoT) to empower new smart cities, Terminus Technologies has grown itself into a unicorn on the technology track.
- So far, Terminus Technologies has landed more than 8,400 projects across China, managing to reduce the incidence of cases by over 90%, save 40% of property O&M labor costs, and lower energy consumption by 30% in completed projects. It has benefited more than 10 million citizens with a smarter and more convenient public service.
- We value technological innovation and product R&D, having thus obtained 720 patents both in China and overseas, and 471 are innovation patents, and received extensive recognition in the industry. Particularly, we have been selected by Gartner's research reports as case study in six different segments.
- As an innovative technology company, Terminus Technologies has set up R&D centers in Beijing, Shanghai, Chongqing, Wuhan, Guangzhou, Shenzhen and other places, bringing together more than 260 first-class engineers at home and abroad. Taking cloud platforms, intelligent hardware and mobile applications as core products, smart sensors, communication modules and data processing platforms as foundation, Terminus Technologies has successfully decomposed the intricate city management system into multiple vertical modules and upgraded each of them to industry products on the digital level. One of its core products - the DARWIOT platform intimately connects people with urban infrastructure and urban service management through the model of front-end hardware devices + back-end big data platform, thereby raising the level of urban intelligence and shaping a new management model featuring high- performance and convenience.

Fast Growing AI & IOT Unicorn in China with Intelligent ERP+ Multi Clouds



Terminus (Beijing) Technology Co., Ltd



Not many Start Up Companies, like Terminus, set the standards as 100 billions company size from the first day.

Terminus maximize applied SAP Preset Successful Business Process and Best Practices. Proceeded the Transformation of our management structure, process and rules.

What SAP Brought to Terminus was not only Technology, but also a set of methodology. The Logic and Methods of how to manage an Enterprise. We also learnt from SAP in this cooperation.

-Yu Ai, CEO of Terminus

Challenge

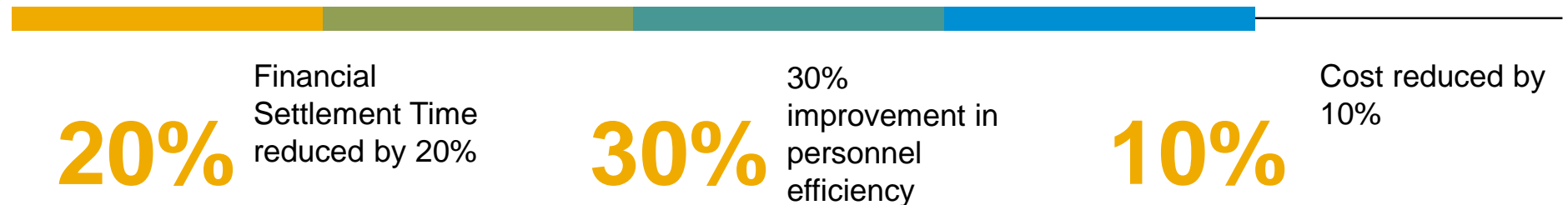
Difficult to control the distortion of business opportunity management, frequent order scrambling, gross margin distortion of signing orders, sales collection and expenses on **Sales Business**; Unable to effectively control project delivery cost and disconnection with sales and materials management on **Project business**; Low operating efficiency, unable to respond quickly to production, inventory stagnation serious on **Material business**; Cost refinement accounting needs to be improved, the integration of business and finance has not been realized, information traceability is slow and knowledge platform cannot be quickly obtained before sales, and knowledge accumulation cannot be quickly transformed within the team on **Financial business**.

Solution

With SAP's Enterprise Management Best Practices and Roadmap, Terminus summarized the pain points of their business process and quickly found the respective solutions. Most customers use 5+2 Months for the Implementation and system transparency, and this project only used 3+1 Months for the Implementation and system transparency, and part of the system was launched ahead of schedule, which reflected the urgency of Terminus to improve management

Outcome

Focusing on the typical business of Terminus, completed the blueprint design as planned after 18 days of close work. Standardize 76 business processes, formulated 24 supporting management systems, set 27 core master data items, work on 10 key projects, identify 22 management perspective reports





Participating Partner Information

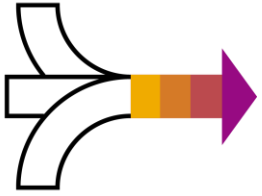


Inossem

Implementation Service Providers



Inossem is an innovation-driven, industry-driven, global company that provides digital services to enterprise customers. The company focuses on technology convergence and value creation to help customers improve internal processes, drive business growth and achieve digital transformation. The company has a global service network, has set up companies and branches in nanjing, Beijing, Shanghai, shenzhen, chengdu, xi 'an, Hong Kong, Montreal, Edinburgh, the United Kingdom, Boston, the United States and other places, with a number of research and development centers at home and abroad.



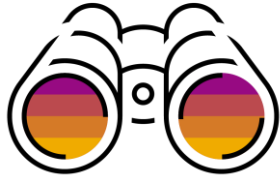
Business Challenges and Objectives

Main challenges:

- As a project delivery oriented organization, it's lack of unified data, transparent information, organized processes for effective collaboration and risk management.
- Get ready for future IPO.

Overall objective:

- In line with the medium and long-term development goals of Terminus, with project management as the core, establish a management platform for connecting resources, collaborative processes and efficient management and control.
- Realize full life cycle management from creativity to product, lead to cash, be able to monitor the ROI for both project portfolio and individual projects.
- An effective mechanism of knowledge management and team collaboration to support daily work the high speed growth.



Project or Use Case Details

Highlight:

1. Refer to SAP best practice, setup necessary integral processes in a timely manner.
2. Project went live in 3.5 months, SAP product scope including SAP C/4HANA, SAP S/4HANA, SAP Analytics Cloud and SAP JAM.
3. Achieved process compliance, risk Control, efficiency Improvement, cost Reduction, information Transparency, real-time data, capability improvement, knowledge precipitation, comprehensive operation analysis, get ready for the coming pre-IPO preparation.
- ① **Process Compliance** : Rapidly solidify and standardize business process with SAP Best Practices.
- ② **Supporting Development**: Meet the rapid adjustment of business development organization and business model.
- ③ **Opportunity Management**: Standardize Business Opportunity Management, Realize Task Driven, Controllable Process, Clear Prediction, visibility analysis
- ④ **Project Management** : Improve Project Management Ability, Realized budget control, Cost Accuracy, Progress Control and Process Specification
- ⑤ **Provisioning**: Build the Procurement Center, Realize Centralized Purchasing, Price Control, Access Control and Data Only
- ⑥ **Financial Management**: Unified Accounting Rules, Realize Standardized Management, Uniform Specification, Information Traceability, Integration of Business and Finance, effectively process Fund Forecast and budget control
- ⑦ **Knowledge Platform**: Realize Task driven collaborative culture , quick sharing, Theme Implementation, Project results and knowledge base accumulation
- ⑧ **People Development**: Develop a Team
- ⑨ **Business Analysis**: Provide Management Team with standardized, timely and accurate analysis results of operation and management



Benefits and Outcomes

Business or Social

- SAP best practices helps the business to establish an holistic E2E view in an efficient and effective way.
- Unified master data management processes keep the organization have the internal universal language and metrics for the information exchange and performance measurement.
- Customer orientation can be achieved with compiling information. Visibility of the sales opportunity or project improved a lot, which support operation level to provide more credible information for management decision.
- Holistic view for sales and project. Sales management awareness, improve the efficiency of signing orders
- The ability of project management improved, including but not limit to budget control, cost accuracy, progress management, resource management.
- Timely, accurate, transparent data support the effective and wise management decision.

IT

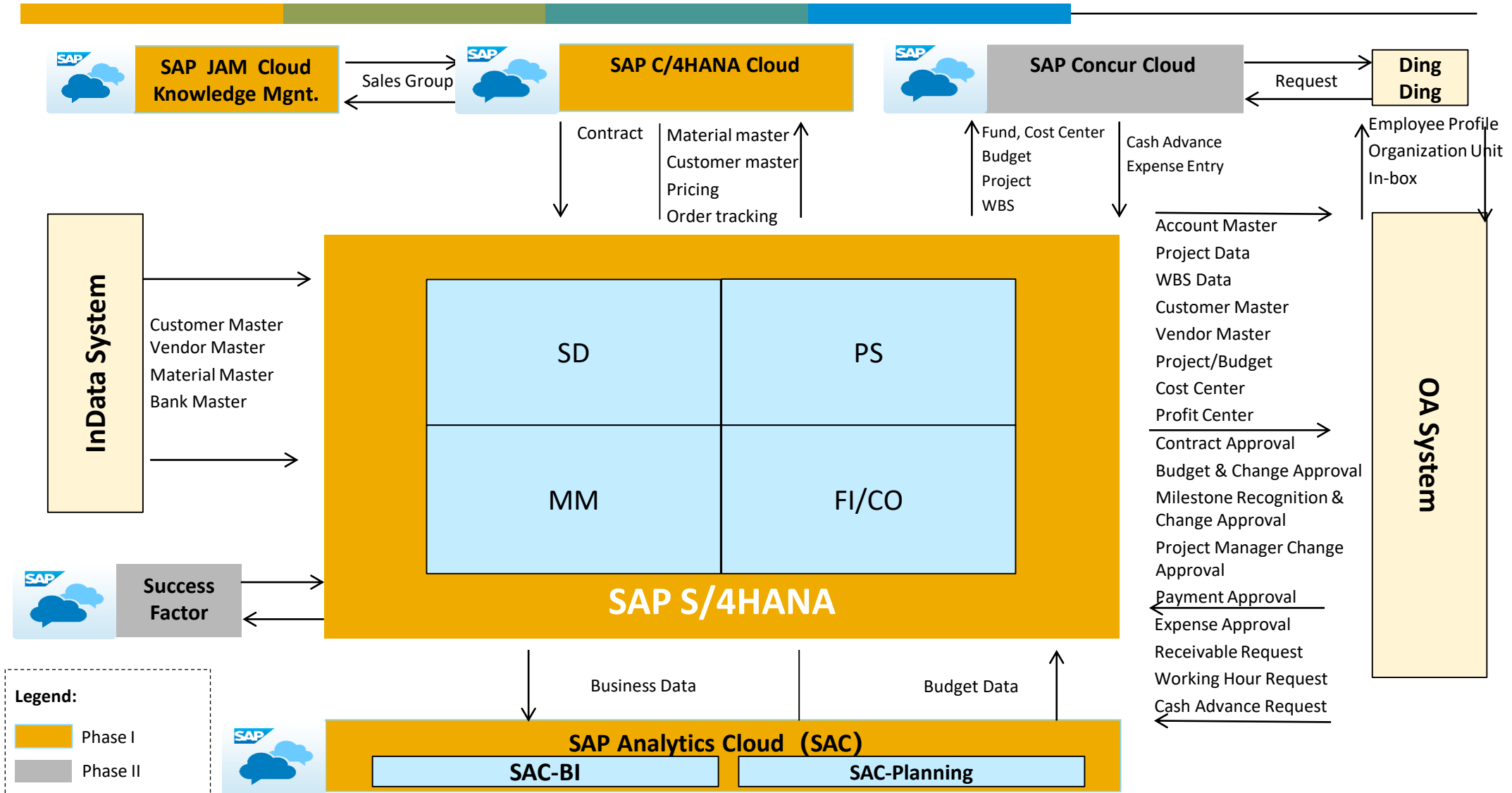
- In terms of project delivery, SAP best practices with building blocks and configurable guides secure the implementation time with expected result.
- The integration with non-SAP applications was proven to well-running.
- The scalable cloud solution brought IT both flexibility and cost efficiency.
- Data governance had been introduced during the project, which will be the solid foundation of next level improvement.
- From the functionality wise, SAP product can support the future organization expansion, various business models effectively.
- The Knowledge Platform:
- Business Analysis: Provide Management Team with standardized, timely and accurate analysis results of operation and management

Human Empowerment

- Mindset changed along with project implementation, especially on establish an holistic E2E view.
- Enable the knowledge management & sharing, team collaboration.
- Realize Task driven collaborative culture , quick sharing, Theme Implementation, Project results and knowledge base accumulation.
- Internal talent deployment for further improvement.



Architecture





Deployment

Deployment status Live

Date 2019-11-04

Number of users 100

SAP technologies used:

	SAP product	Deployment status (live or proof of concept [POC])	Contribution to project
1	SAP S/4HANA	live	Built the end-to-end system of Business and Financial Integration. Connecting the front-end Sales, Project , Supply Chain and Finance multiple key functions.
2	SAP C/4HANA	live	Built the complete Customer Relationship Management system, sorted out the business process before the deal signing.
3	SAP Analytics Cloud	live	Built the complete budget system, integrated with other SAP Solutions and realized budget supervision and control.
4	SAP JAM	live	Built the handy internal communication platform and complete knowledge base.

If you have used one of the services or support offerings from SAP Digital Business Services during the implementation or deployment phase, please select with ☒ one or more of the following offerings:

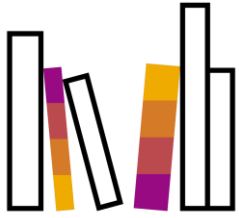
- ☐ SAP MaxAttention™
- ☐ SAP ActiveAttention™
- ☐ SAP Advanced Deployment
- ☐ SAP Value Assurance
- ☐ SAP Model Company
- ☐ Others:
- ☐ SAP Innovation Services
- ☐ SAP Innovative Business Solutions



Advanced Technologies

The following **advanced technologies** were part of the project.

	Technology or use case	Yes or No	Contribution to project
1	3D printing	No	N/A
2	Blockchain	No	N/A
3	Internet of Things (IoT)	No	N/A
4	Machine learning or AI	No	N/A
5	Conversational AI	No	N/A
6	Robotic process automation	No	N/A
7	Data anonymization	No	N/A
8	Augmented analytics	No	N/A



Additional Information

Digital Transformation Pioneer Award 2019 : The Award was Co-hosted by Tsinghua University (Top University in China), Harvard Business Review and SAP. Terminus CEO Mr. Yu Ai obtained the Digital Transformation Pioneer Award with SAP Project.

