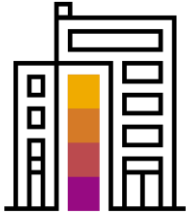




# **SAP® Innovation Awards 2020 Entry Pitch Deck**

**Optimize Profit and Cost Analysis via SAP S/4HANA Cloud and SAP Analytics Cloud**

**Shaanxi Sirui Advanced Materials Co., Ltd.**



## Company Information

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<b>Headquarters</b>	Xi An City, Shaanxi Province, China
<b>Industry</b>	Manufacturing
<b>Web site</b>	<a href="http://www.sxsr.com/">http://www.sxsr.com/</a> (Chinese) <a href="http://www.sirui-material.com/">http://www.sirui-material.com/</a> (English)

Shaanxi Sirui Advanced Materials Co., Ltd. is professional in manufacturing of copper- chromium (CuCr) electrical switching contacts. The products are widely used in power system, wind power, railway, high-speed train, super alloy, oil and gas, injection mold, shipbuilding industry, 3D printing, automobile, healthcare industry etc.

Sirui was founded in 1995, and now has been the largest vacuum contact materials manufacturing base in the world with the capacity of 8 million pieces of contacts per year. The company possesses more than 700 facilities for various manufacturing and testing.

SiRui has one headquarter and two subsidiaries, the parent company is located in Xi'an High-tech Industrial Development Zone, covering an area of nearly 50,000 square meters.

Sirui purchased SAP S/4HANA Cloud and SAP Analytics Cloud in 2019Q2 to replace local ERP software Kingdee. The implemented partner is SPRO, the project successfully went live in July 1, 2019. Sirui plans to go public in 2020, relevant preparation needs to be done by 2020Q2, the consolidated finance report, the timely and accurate cost and profit analysis will be very important for the business operation and strategy.

SiRui management team believes that SAP S/4HANA Cloud and SAP Analytics Cloud will be right choice to help SiRui to make this digital transformation.

# Optimize Profit and Cost Analysis via SAP S/4HANA Cloud and SAP Analytics Cloud



## Shaanxi Sirui New Material Co., Ltd.



**One important reason that we choose SAP is that 80% of our customers are using SAP. It reduced manual works and makes timely profit and cost analysis to support our business decisions.**

- WANG Wenbin, Chairman of the Board

### Challenge

Lots of manual work for financial analysis, lack of consolidated, accurate and timely cost and profit analysis reports to support business operation and decisions.

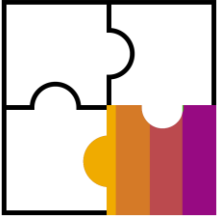
### Solution

SAP S/4HANA Cloud and SAP Analytics Cloud

### Outcome

Optimize the business operation and support the timely business decisions via the profit and cost analysis.





## Participating Partner Information

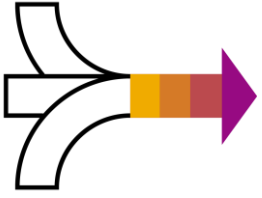


**SPRO Technology Consulting Limited**

**Implementation Partner**



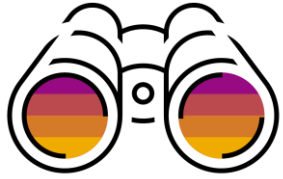
It changes the 9 months implementation plus 1 month testing to 3 plus 1 model. Deploy SAP S/4HANA Cloud with SAP Activate Methodology with journey overview and key milestones secured the project went live on time in July 1<sup>st</sup>, 2019.



## Business Challenges and Objectives

- Business system, finance system and other systems are isolated using local Kingdee ERP on premise solution, can't support the growing company to go public in 2020.

- To connect the business system and finance system, reduce the manual works and human mistakes, and to make timely and accurate profit and cost analysis reports to support business decisions.



## Project or Use Case Details

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- The co-finance, sales, production and logistics functions are covered. Sirui is also the pilot customer in China to use the consolidated finance reports.



# Benefits and Outcomes

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## Business or Social

The accurate and timely production cost and profit analysis support the business decision.

We changed from local ERP solution to SAP, like 80% of our customers are using SAP.

## IT

It helps us efficiently manage an integrated system, instead of several isolated systems in the past.

## Human Empowerment

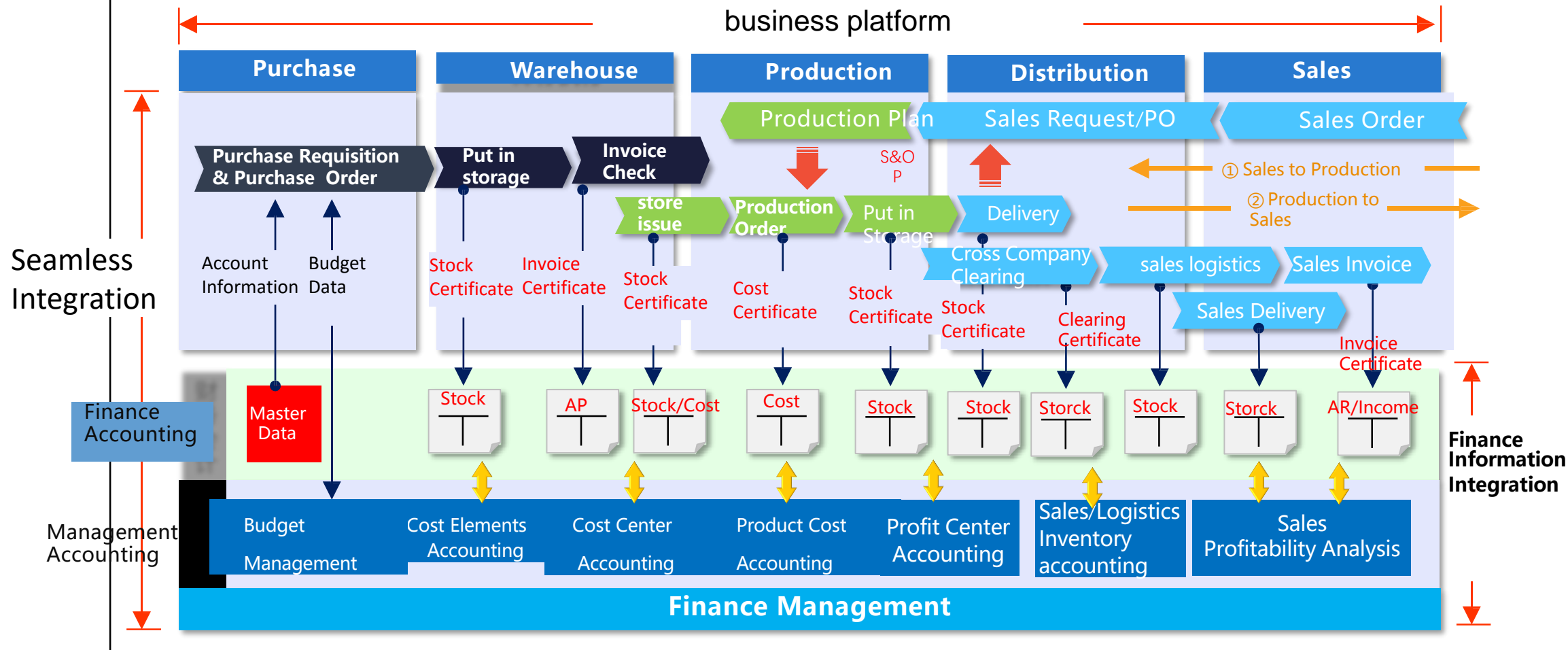
Decrease manual effort via the business automation > 50%



# Architecture

Integrated unified business platform for seamless connection between business information and financial information

## SAP S/4HANA Cloud – Unified business platform







# Deployment

Deployment status      LIVE

Date                      July 1, 2019

Number of users      79

## SAP technologies used:

	SAP product	Deployment status (live or proof of concept [POC])	Contribution to project
1	SAP S/4HANA Cloud	Live	Integrated business and finance process and reports
2	SAP Analytics Cloud	Live	Provides production cost and profit analysis reports
3			
4			
5			

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:

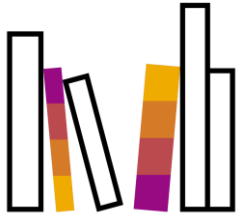
- ☐ SAP MaxAttention™
- ☐ SAP ActiveAttention™
- ☐ SAP Advanced Deployment
- ☐ SAP Value Assurance
- ☐ SAP Model Company
- ☐ Others:
- ☐ SAP Innovation Services
- ☐ SAP Innovative Business Solutions



# Advanced Technologies

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

	Technology or use case	Yes or No	Contribution to project
1	3D printing		
2	Blockchain		
3	Internet of Things (IoT)		
4	Machine learning or AI		
5	Conversational AI		
6	Robotic process automation		
7	Data anonymization		
8	Augmented analytics	Yes	Consolidated, accurate and timely cost and profit analysis



## Additional Information

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- Sirui has been invited to share the reference case in SAP China Cloud Forum 2019, and held the S4HC reference case sharing event in Nov 20, 2019, the Chinese slides and 1 hour video are as below.

Video: [2019-11-20斯瑞新材料数字化转型实践分享直播回放](#)

Slides: [斯瑞新材料数字化转型实践分享，云ERP如何推动企业管理效率提升 PDF \(下载链接\)](#)

- Sirui has been nominated as SAP China D-COM Innovation Award and got the invitation to share the reference case in Jan 9, 2020.