



FASTER,
SMARTER
AND
LEANER

FABRICATED AND PRIMARY METALS

In today's global economy, companies in the metals industry face a number of challenges including: a growing number of government regulations, lack of integration between lines of business, supply chain disruptions, rising operational costs, and increasingly demanding customers. Yet in spite of these challenges, many companies continue to have separate systems, manual processes, and information that is not accurate.

Realize your Vision and Sharpen your competitive edge with SAP

SAP Software for the metals industry can help overcome these industry challenges by integrating your systems to gain competitive insights into your operations. SAP software can increase your efficiency and adaptability while streamlining operations across development, procurement, manufacturing, distribution and sales.



With a comprehensive software solution from SAP, midsize metals manufacturers can ensure they have the technology in place today to support tomorrow's growth initiatives and profitability goals.

Benefits include:

- Enhance transparency of business transactions, connect the product, logistics, and finance aspects to a consistent and real-time view for sustainable decision making
- Optimize the supply chain in order to drive the most value for your company and your customers by delivering the right products, on time and quality, while achieving optimal profit
- Build strong relations with clients and partners on a long-term basis providing them with best-in-class products while managing effective relationships
- Manage production and logistics efficiently to stay competitive and secure profitability

Illumiti is a Systems Integration and Management Consulting company. We enable customers to realize their vision by leveraging SAP technology, people, and leading business practices. Since its founding, Illumiti has developed a reputation for delivering successful customer projects faster, smarter and leaner.

Quick Facts

- A leading partner of SAP software specializing in the metals sector
- Over 350 SAP Consultants with an average of 10+ years of experience
- Serve 200 customers across many industry sectors
- Completed over 100 SAP implementations since 2000

www.illumiti.com



Illumiti is a member of United VARs, which is an SAP Platinum Partner

SAP's solution enables you to seamlessly manage variability in countless product and lot-level inventory attributes such as grade, dimensions, and colour throughout your supply chain; in engineering and NPI, sales, procurement, production planning and scheduling, manufacturing execution, quality management, and in shipping and logistics.

Illumiti and SAP for Fabricated and Primary Metal Industries

Illumiti can help you achieve optimized operations in the key areas at the core of your business, by implementing custom-fit

SAP® systems. Using SAP's best practices, Illumiti delivers a pre-configured solution designed to streamline your businesses for maximum efficiency. Our solution leverages the SAP S/4HANA product and is designed to facilitate rapid implementation of the software for small and medium sized metal companies. Our lower costs and shorter implementation cycles help our customers realize the benefits of this industry leading solution faster. Illumiti and SAP can help your business become *faster, smarter and leaner*.

Key Benefits of SAP for Metals Companies

| Business Challenges | Business Feature | Business Benefit |
|---|--|--|
| Operate profitably amid competition and lower margins. | New Product Development – Launch quality, innovative products more quickly and cost-effectively. | Support efficient product development to provide consistent, accurate product data across marketing, design and manufacturing. From product specifications to creation of material and bills for product costing, routing and production scheduling. |
| Gain visibility across complex collaboration networks and insight into supply chain availability. | Supply Chain Planning – Integrate processes relating to sales, operations, and material requirements planning to help ensure consolidated, synchronized supply and demand planning. | Optimized portfolio management enables better insight into product and customer profitability and allows your organization to optimize your assets and reduce inventories. Gain the ability to promise, create, and deliver profitable orders on time. |
| Optimize Manufacturing Scheduling and Execution. | Manufacturing and Warehousing – Optimize manufacturing schedules, inventory levels, increase plant efficiency, and ensure batch traceability. | With enhanced insight into product availability, you can reduce out-of-stock situations and increase sales and customer service. |
| Satisfy changing customer needs and rising expectations. | Customer Service – Manage complaints, returns, process quotation, sales orders, and offer self-service and multichannel interaction options. | Gain comprehensive functionality to help enable quicker response times and collaborative planning. Through automated, integrated service offering, you can improve customer service, deliver accurate product specifications, usage, price, available quantities and delivery information. |
| Accurate comprehensive financial reporting and performance management. | Enterprise Management and Support – Ensure comprehensive financial reporting, analytics, and operations support. | Generate high quality finance reports to support operational decision making. Optimize forecasting, precise cost control and real-time version of the financial truth. Ability to monitor costs, revenue during the execution. |

“ Leading pre-configured mill products solution designed to streamline businesses for maximum efficiency.

Best run Customers

Illumiti has many years of experience working with clients in Mill Products sub-sectors such as: metals, forest products, paper and packaging, building materials and textile companies. Some representative clients include:



In addition, SAP counts many top companies among their clients including:



Why Choose Illumiti?

1

Fabricated/Primary metal industry specialization:

Experienced people, leading processes and world-class software.

2

Pre-configured solution:

Leading pre-configured mill products solution designed to streamline businesses for maximum efficiency.

3

Faster, Smarter, Leaner methodology:

Use Geoffrey Moore's "Core/Context" methodology to find the right balance between customizations and best practices and maximize the return on investment of each client.

4

Focused on mid-sized companies:

Right-sized solutions and processes focused on helping mid-sized companies implement SAP at a reasonable price.

5

Experienced team:

Among the most knowledgeable team in the industry – averaging over 10 years of SAP experience.

6

Track-record of success: Track-record of rapid, cost effective implementations.

7

Commitment to Innovation:

Leading innovator in SAP Applications, Business Intelligence, Mobility and Cloud solutions.



SAP software can increase your efficiency and adaptability while streamlining operations across development, procurement, manufacturing, distribution and sales.

SAP Customer Success

"With the variant configurator functionality of SAP ERP Operations, we now have much of the metallurgical knowledge we need right in the software. Now we can make standard assessments on new products using the SAP solution." – *Minesh Mohile, Head IT, Essar Steel Limited*

Essar Steel achieved great success by using SAP!

- **99.9%** Decrease in master data for materials, work in progress and finished goods
- **92%** Reduction in time for new product development and modeling (8 months to 20 days)
- **72%** Reduction in time required for mergers and acquisitions (2 years to 6 months)



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