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**Areas of Expertise**

- **Staff Augmentation:** With our industry experience and reputation, we connect your business with our top-level talent.
- **Application Management and Enhancement Services (AMES):** Focus on your organization's goals while our experts take care of the day-to-day operations of your core SAP systems.
- **Turnkey Solutions:** Reap the benefits and maximize potential of software and services designed to empower your business and people.
- **Management Consulting:** Put yourself in the driver's seat with us and better prepare yourself to transform your business while changing the fewest variables as possible.
- **Continuous Improvement:** A client-centric approach designed to improve customer processes and technological engagement and maximize the return on a client's SAP investment.

Digitalization has reached every aspect of our lives, both personal and business, and will continue to embed itself further. For IM&C enterprises, you are now at the cusp of new and exciting opportunities.

Let's chat.  
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UNLOCK NEW BUSINESS VALUE AND TRANSFORM YOUR IM&C ENTERPRISE WITH INTELLIGENT SAP SOLUTIONS

For two decades, Illumiti and SAP have been partners in delivering industry-specific accelerators, and instrumental in helping clients digitally transform their businesses. With innovative solutions providing a clear roadmap to making systems and processes function more efficiently, we are improving how you interact with your customers and creating a better experience.

Strict industry standards. The need to optimize supply chain management. Materials and environmental impact. The challenges are mounting, and manufacturing companies in a host of industries need to react quickly. With SAP and Illumiti, industry suppliers and manufacturers can benefit from the comprehensive technology-driven solutions they need to keep pace with the speed of change.

“ Illumiti's intelligent SAP solutions for IM&C companies provide pre-configured best practices, simplified implementations, Illumiti IP, fixed pricing and a host of other features.

**Our IM&C Technology Coverage**

Available for all types of manufacturers within the Industrial Machinery and Components sector.

- ✓ Financials
- ✓ Customer Management
- ✓ Manufacturing
- ✓ Procurement

- ✓ Logistics
- ✓ Customer Service
- ✓ Analytics

Illumiti is a leading systems integration and management consulting company with offices in Canada, the United States, and Switzerland, and serving customers globally. Our experienced teams enable clients to realize their visions by leveraging the world's leading on-premise and cloud-based business applications. By implementing custom-fit solutions from SAP faster, at a lower cost, and at a lower risk than other alternatives, we are helping clients achieve optimized operations at the core of their businesses.

**Quick Facts**

- A leading SAP software partner
- 350+ SAP consultants with 10+ years of experience on average
- Serve 200 customers across numerous industry sectors
- Completed 100+ SAP implementations since 2000

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

## Advantages and Solutions

Connected products delivering unprecedented business opportunities and driving new value for a variety of businesses. We deliver unmatched business value.

- Industrial automation, valves, measurement and process-control solutions and services
- Streamlined processes with higher visibility and exception-based management, end-to-end product traceability, and sustainability
- Improvements to customer centricity and supply chain processes in order processing, manufacturing, delivery, warehousing, procurement, after market services, R&D and financial reporting

- Proven best practices for order-to-cash, procure-to-pay, project management and post-to-report processes
- Achieving end-to-end traceability of a product from order receipt to manufacturing to delivery to after-sales support and service

Our smart, connected products offer new opportunities by:

- Improving operations and lowering costs
- Creating new solutions and business models
- Advancing environmental sustainability
- Scaling institutional expertise
- Delivering better customer engagement and experiences
- Improving customer satisfaction through streamlining order-to-cash processes

## TYPICAL SCENARIOS IN BUNDLES

### OPTION 1

Implement standard SAP Best Practices with Illumiti IP included.

- This has the lowest project cost but higher requirements for effective change management. The technical implementation can be completed in 24 to 36 weeks.

### OPTION 2

Implement standard SAP Best Practices with Illumiti IP and enhancements to adapt to differentiating business processes.

- Transactions essentially originate and are performed in SAP S/4HANA. Technical implementation can be completed in 40 to 52 weeks

### OPTION 3

Integrate SAP S/4HANA into an IM&C Customer's IT landscape, including best-of-breed applications.

- Sales order processing and purchase order processing transactions can originate in best-of-breed / prospect's legacy systems.
- Using techniques like piloting and phased implementations (Illumiti's tornado model), together with Illumiti's proven project management methodology, implementation costs and risks are considerably reduced, leading to assured project success.

#### Business Scenarios

- Sales from Stock
- Assemble to Order
- Make to Order
- Third Party sales
- Free Of Charge Delivery
- Intercompany Sales Processing
- Contracts with Periodic Billing
- Fixed Price Services
- Internal Projects (R&D)

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- Service Support Agreements
- Sales of Planned Services
- Engineer to Order
- Variant Configuration
- Resource Related Billing
- Integration with External Systems (CRM, eProcurement, Time Entry, Payroll)

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- Reduced logistics, inventory, procurement and R&D costs through supply chain optimization
- Enhancing product traceability, from quote to manufacturing to field service

## Cost and Duration

Illumiti's intelligent SAP solutions for IM&C companies provide pre-configured best practices, simplified implementations, Illumiti IP, fixed pricing and a host of other features.

## TYPICAL IM&C SOLUTIONS SCOPE IN A ROADMAP

R&D/Engineering	Sales and Marketing	Supply Chain	Manufacturing	Aftermarket Service
Project and Portfolio Management	Industrial Marketing	Sales, Inventory, and Operations Planning	Engineer-to-Order and Project Manufacturing	Service Sales and Marketing
Collaborative Product Design	Sales Performance and Partner Management	Demand Management	Manufacturing Planning and Scheduling	Omni-channel Customer Service
Product Compliance	Collaborative Sales Force Automation	Response and Supply Management	In-House Manufacturing	Field Service Management
Software Offerings	Selling Through Contact Centers	Warehouse Management	Manufacturing Collaboration	Complaints, Returns, and In-House Repair
	E-Commerce for Customers and Partners	Supply Network	Asset Operations and Maintenance	Maintenance, Repair, and Overhaul
	Quote to Cash for Configurable Products and Solutions	Logistics Network	Environment, Health, and Safety	Service Parts Management
	Usage-Based Billing and Revenue Management			Equipment Dealer Management

<b>Human Resources</b>	Core Human Resources and Payroll	Talent Management	Time and Attendance Management	Human Capital Analytics				
<b>Finance</b>	Financial Planning and Analysis	Accounting and Financial Close	Treasury Management	Financial Operations	Governance, Risk, and Compliance for Finance			
<b>Procurement</b>	Collaborative Sourcing, Contract Management	Operational Purchasing	Guided End-User Buying	Supplier Management	Inventory and Basic Warehouse Management	External Workforce Management	Invoice and Payables Management	Procurement Analytics
<b>Platform and Technology</b>	Analytics	Application Platform and Infrastructure	Data Management	IT Management	Security Software	Internet of Things		