

SAP[®] Qualified

Partner-Packaged Solution

Kinetic Retail & Fashion Core - S/4HANA Pre-Configured Solution

Kinetic Retail & Fashion Core is the Deloitte's S/4HANA template for the Fashion industry with leading global practice combining our expertise across **Wholesale, Retail, Supply chain** processes for the Fashion industry. Kinetic Retail & Fashion Core helps accelerate project delivery, maximize speed-to-value and minimizes risk.

Kinetic Retail & Fashion Core is built on Deloitte's Leading Practices Solution – Kinetic Enterprise platform, which is a cross industry SAP-Qualified Partner-Packaged Solution on S/4HANA. It includes a suite of accelerators for end-to-end business processes with cross module integration

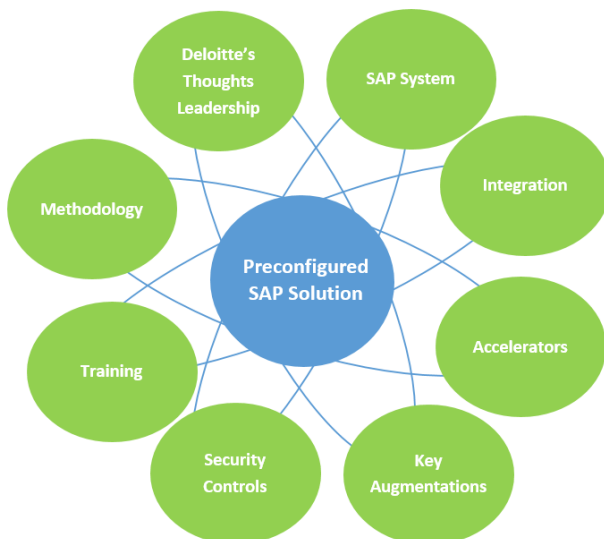
What is it?

- A preconfigured instance on SAP S/4HANA
- A solution focused on Fashion industry
- A complete set of integrated prerecorded scenarios
- A set of accelerators (including configuration guides, predefined business process procedures, test scripts, training materials etc.)
- A demonstrated ERP methodology and solution for small, mid-sized, and large companies to reduce implementation risks

Value Proposition

- Reduced Implementation timeline by 30- 50%
- Addresses unique business challenges across Fashion industries
- Supports On-Premise and Private Cloud versions
- Reduces implementation risks through a demonstrated repeatable approach
- Emphasizes faster deployment
- Improved business processes with accelerated period close, forecasting process time and reporting
- No trial runs, so you can start straight off with a fully documented, working prototype
- Saves time and money and achieves predicted results

Solution Highlights



Preconfigured Solution:

- ✓ Ready to run scenarios
- ✓ Predefined reports
- ✓ Preconfigured Fiori apps
- ✓ Industry specific business scenarios

Accelerators:

- ✓ Configuration guides
- ✓ Business process procedures
- ✓ Test scripts

Security Controls:

- ✓ Pre-defined User Roles

Training:

- ✓ Existing transaction-based course outlines
- ✓ Pre-tested, operational solution for quick ramp-up
- ✓ Training curriculum and role-based courses

Methodology:

- ✓ Enterprise Value Delivery with SAP Activate

IndustryPrint™:

- ✓ Integrated business processes mapped across functions like Order to Cash, Procure to Pay and Finance specific processes

Enabled Functionality

Kinetic Retail & Fashion Core – Suite of Pre-configured

Supply Chain		Order to Cash (Wholesale)		Direct to Consumer (Retail)	
P-030 Purchase Materials (Direct Materials)	B-030 Manage Procurement and Replenishment	O-090 Plan and Manage Delivery	O-070 Create and Maintain Customer Catalog	C-060 Receive and Process Merchandise in Stores	D-090 POS Integration
P-020 Manage Supplier Collaboration	A-080 Maintain Purchasing Master Data	A-070 Maintain Other Sales Master Data	O-010 Capture/Process Orders	G-010 Allocations, Replenishments and Stock transfers	C-030 Manage Store Operations
P-010 Manage Contracts and Purchase Requisition	G-030 Execute Inbound Transportation and Logistics	O-120 Ship/Deliver Orders	O-050 Manage Order Billing and Settlement	C-010 Execute Price Change Strategy	C-040 Store Physical Inventory
G-050 Inventory Control and Management	G-020 Demand Planning	A-040 Create and Maintain Pricing Master Data	O-100 Capture/Process Contracts	C-050 Manage Store Returns	C-020 Manage E-Comm Operations
L-010 Intercompany Transfers (STO)	B-020 Manage Forecasting and Merchandise Planning	O-130 Supply Assignment & Backorder Processing	O-080 Manage Rebates	Finance	
L-020 Manage Returns		O-060 Manage Product Returns		A-030 Create and Maintain Financial Master Data	D-080 Perform Transaction Processing
Master Data				D-020 Manage Accounts Payable	O-110 Manage Cash & Process Receipts
A-010 Create and Maintain Article Master Data	A-050 Create and Maintain Site Master			AA-010 Manage Asset Accounting	R-010 Report and Analyze Business Performance
A-020 Create and Maintain Customer Master	B-010 Assortment and Listing			D-050 Manage the General Ledger	D-060 Perform Closing
A-060 Create and Maintain Vendor Master				D-100 Product Costing	O-040 Manage Disputes
				O-030 Manage Customer Credit Exposure	O-140 Collections Management

Thread	Business processes
Unique features	<ul style="list-style-type: none"> Industry specific unique features
Master Data	<ul style="list-style-type: none"> Create and Maintain Article Master Data Create and Maintain Site Master Create and Maintain Customer Master Assortment and Listing Create and Maintain Vendor Master
Supply Chain	<ul style="list-style-type: none"> Purchase Material (Direct Materials) Manage Procurement and Replenishment Manage Supplier Collaboration Maintain Purchasing Master Data Manage Contracts and Purchase Requisition Execute Inbound Transportation and Logistics Inventory Control and Management Demand Planning Intercompany Transfers (STO) Manage Forecasting and Merchandise Planning Manage Returns
Order to Cash (Wholesale)	<ul style="list-style-type: none"> Plan and Manage Delivery Create and Maintain Customer Catalog Maintain Other Sales Master Data Capture/Process Orders Ship/Deliver Orders Manage Order Billing and Settlement Create and Maintain Pricing Master Data Capture/Process Contracts Supply Assignment & Backorder Processing Manage Rebates Manage Product Returns
Direct to Consumer(Retail)	<ul style="list-style-type: none"> Receive and Process Merchandise in Stores Allocations, Replenishments and Stock Transfers Execute Price Change Strategy Manage Store Returns POS integration Manage Store Operations Store Physical inventory Manage E-Comm Operations

Finance	<ul style="list-style-type: none"> • Create and Maintain Financial Master data • Manage Accounts Payable • Manage Asset Accounting • Manage the General Ledger • Product Costing • Manage Customer Credit Exposure • Perform Transaction Processing • Manage Cash & Process Receipts • Report and Analyze Business Performance • Perform Closing • Manage Disputes • Collections Management
---------	---

Available Offerings

Offering	Estimated Professional Fees (USD)	Time to Implement
Green Field with core functionality - S/4HANA Baseline	To be provided as needed based on Scope, Geography and Size of the business	6-9 months
Medium complexity with customization – S/4HANA Baseline	To be provided as needed based on Scope, Geography and Size of the business	9-12 months
High complexity with customization – Enhanced S/4HANA functionality	To be provided as needed based on Scope, Geography and Size of the business	18-24 months

Why Deloitte?

Deloitte can make a business transformation and SAP implementation projects easier and help Fashion companies take advantage of new functionalities that come with SAP S/4HANA. Deloitte brings years of Fashion industry experience, technology implementation proficiency, and demonstrated methodologies to each client engagement. We offer distinct advantages for our clients by helping to improve each and every functional area of global Fashion business and have tackled projects of virtually every scope and scale. We have served both large and integrated Fashion clients

We stay focused on business needs and understand how to deliver the technology. Our results-oriented, innovative tools, methods, and solutions accelerate your projects, manage risk, and drive value. Our thorough, repeatable methodology and templates and exceptionally strong project management culture and processes mean that each implementation is supported in a complete and structured way.

We have more than 23,000 dedicated SAP practitioners in over 135 countries. Over 50 percent of these practitioners have 10+ years of SAP implementation-related consulting experience. Due to the breadth of our SAP implementation experience, we can provide Preconfigured end-to-end solutions targeted at any sector of the Fashion Industry.

Deloitte is a Premier SAP go-to-market partner holding the highest level of SAP strategic partnership.

Contact information

To learn more about Deloitte's Kinetic Retail & Fashion Core solution on SAP S/4HANA offering, please contact:

Arjun Krishnamurthy
Solution Sponsor
+1 (404) 983-6691
arkrishnamurthy@deloitte.com

Venkitaraman Hariharan
Program Manager
+1 (908) 745-1148
hvenkitraman@deloitte.com

Philip Saltzbart
Fashion Leader
+ 1 (732) 310-9786
psaltzbart@deloitte.com

Saroopya Gollapudi
Functional Lead
+1 (774) 262-1756
sagollapudi@deloitte.com