Transform Mining with SAP S/4HANA®
AGENDA

SAP S/4HANA: Overview for Mining 3
Finance and Procurement Deep Dive 8
Commodity Supply Chain Deep Dive 9
Mine Operations, Risk and Compliance Deep Dive 10
Portfolio of Solutions for Mining from SAP 11
SAP S/4HANA: Value Proposition for Mining 13
Customers Are Achieving Value from SAP S/4HANA 14
The mining industry is going through a transformation as it enters the digital age. Commodity prices have dropped almost 50% below recent peaks, and the shortage of skilled workers is accelerating this transformation. High capital spend and decreasing ore grades have led to an increasing productivity gap compared to other industries.

Despite these challenges, there are also opportunities. Leading mining companies are looking to revamp legacy business processes to make use of the newest technologies in Big Data, the Internet of Things (IoT), mobility, and analytics. These technologies will become a necessity for survival with gains in operational efficiencies from automation and real-time planning, to total workforce management, and much more.

**The Digital Mining Enterprise**
The key to improving margins and reducing production costs is to constantly seek out and leverage new business and technology concepts that support:

- Making better real-time, data-driven decisions
- Having operations more automated, predictable, and agile
- Transforming traditional labor workers into knowledge workers

As the mining ecosystem becomes digitally connected, mines and their internal departments, vendors, shippers, and customers collaborate digitally and exchange documents. Collecting data from equipment and combining it with demand and supply data from competitors can help mining companies more accurately predict production and sales and how these are impacted by the various factors. This will help to move to an agile and more demand-driven production model.

Technology is supporting major improvements in operations. Real-time planning and scheduling, where real-time alerts and information from production, maintenance, contractors, and the equipment itself reduce unexpected disruptions, support more efficient execution. Real-time communication from vehicle to vehicle will synchronize them for better utilization.

Worker productivity can be increased dramatically by reversing the typical technology challenges such as hard-to-use interfaces and software that is too complex. Thought-leading mining companies that are implementing applications that are simple and visually captivating are seeing much higher user adoption and satisfaction levels.

To execute on this transformation, mining firms will not only need to reengineer their business processes, but they will also have to evaluate if they have the right technology platform that can deliver on that vision.

This platform requires an IT architecture that provides both stability and long-term reliability for core enterprise processes, and, at the same time, allows for flexibility in areas where change is happening on a constant basis. The **digital core** is the foundation for the core processes that need to run consistently and flexibly. It provides uninterrupted, real-time transactions and analytics, the ability to work with Big Data, and connectivity to line-of-business extensions that enable supporting processes such as talent sourcing or networks.

**ArcelorMittal**
Selected SAP S/4HANA to streamline its business processes and deliver an overall productivity improvement and significant cost savings.

**Companhia Siderúrgica Nacional (CSN)**
Companhia Siderúrgica Nacional (CSN), the second largest metals and mining company in Brazil, selected SAP S/4HANA running on SAP HANA Enterprise Cloud to have an integrated platform that will simplify business process in finance, sales, manufacturing, supply chain, and human resources areas. CSN expects to have more accuracy in its operational costs and reduce duplication of efforts. SAP S/4HANA will allow the company to gain new business insights and transform its sales, logistics, finance, and manufacturing departments.

**SAP S/4HANA** was developed specifically to represent the digital core in this “bi-modal IT architecture.” It provides mining firms with a proven framework to adopt industry best practices while attaining operational excellence, specifically across core financial, sales, and asset management processes.
SAP S/4HANA: OVERVIEW FOR MINING

SAP S/4HANA sources of value
The value from SAP S/4HANA comes through simplification of the user experience, architecture, and process.

Simplified user experience: across all devices
SAP S/4HANA empowers frontline users with a user-centric, consumer-grade experience because, for paper and packaging firms, it’s both the front-line and back-office employees that add value to clients. SAP is driving simplification and innovation in how business users work with a role-based, consistent user experience available on any device.

Simplified architecture: no aggregates – no redundancies
The simplified data model of SAP S/4HANA delivers an advanced digital data architecture that provides, in real time, a single source of the truth for both transactions and analytics. This enables extensive flexibility to adapt to changing business models, such as simulating the impact of business reorganizations in minutes rather than days.

Simplified processes: key industry capabilities of SAP S/4HANA

Finance and procurement
• Accounting and financial close
• Accounts payables and invoice management
• Cash and liquidity management
• Enterprise risk and compliance management
• Financial planning and analysis
• Procurement
• Supplier evaluations and procurement analysis

Commodity supply chain
• Goods issues/receipt
• Warehouse management
• Inventory management
• Scheduling bulk transportation
• Billing for physical goods

Mine operations, risk, and compliance
• Material requirements planning
• Production control
• Asset strategy and planning
• Maintenance planning and scheduling
• Maintenance execution
• Incident management
• Health and safety management

*This is a subset of the complete industry portfolio shown later in the “Portfolio of Solutions for Mining from SAP” section.
EXAMPLE: User Experience and Process Simplification

SAP S/4HANA enables an anywhere, any-device, mobile-first, role-based user experience that simplifies and enhances employee engagement and productivity, transforming the way the finance team gets work done.

**Traditional ERP**
Manager must ensure payments are made in a timely fashion
- Data retrieval from many reports
- Irregular execution since time consuming
- Lack of collaboration between sales and finance
- Higher days sales outstanding (DSO)

**SAP S/4HANA**
Manager is able to counter increasing levels of DSO while spending more time on strategic topics
- Automated process with fewer manual steps
- Alerts for exceptions only
- KPIs based on real-time data
- Improved collaboration like working capital management
- Root-cause behavior analysis included

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*Benefits are based on early adopters of SAP S/4HANA or conservative outside-in benefits due to moving from a traditional ERP to enhanced SAP S/4HANA and LoB/cloud capabilities as each enterprise is at a different level of maturity, our recommendation is to work with you to determine the value proposition for your enterprise.*
EXAMPLE: User Experience and Process Simplification

SAP S/4HANA enables an anywhere, any-device, mobile-first, role-based user experience that simplifies and enhances employee engagement and productivity, transforming the way the finance team gets work done.

Traditional ERP
Transportation planners have to manually switch between inventory overviews and transportation planning to plan bulk shipments.

SAP S/4HANA
Transportation planners have simple, single-step planning to produce optimized transportation plans:
- Real-time stock projection
- Enhanced simulation capabilities
- Simultaneous visibility of transpiration plan and inventory and impact on each other

More than smarter and faster . . . a reimagined process

Increase
User productivity and end-to-end process efficiency

Faster
Resolution of planning/inventory issues

Transportation schedulers plan shipping schedule while seeing impact on inventory at the same time.

View, simulate, and adjust inventory projections and related nominations in one screen.

Bulk transportation schedules are created in one step and can be adjusted easily when changes occur.
EXAMPLE: Process Simplification
SAP S/4HANA provides reengineered and simplified business processes that can yield significant benefits, transforming the execution from multistep, batch-driven processes with latency in terms of key performance indicators to real-time processes with actionable insights to accelerate cash flow and protect project profitability.

SAP S/4HANA for use in mine operations for scheduling maintenance

**Traditional ERP**
- Time-consuming maintenance planning procedure
- Long periods between scheduling runs
- Incomplete maintenance execution

**SAP S/4HANA**
- One job to schedule all maintenance plans at once
- Fast and easy definition of scheduling parameters with accelerated scheduling execution
- Extend with SAP® Multiresource Scheduling

- **Maintenance planner**
  - Start maintenance planning
  - Preselect maintenance plans for scheduling
  - Limit plans to be scheduled in one job
  - Define scheduling parameters for each group of maintenance plans
  - Run weekly scheduling several times to capture all plans
  - Time-consuming process to create maintenance orders

- **Maintenance planner**
  - Define scheduling parameters
  - Run scheduling job
  - Create maintenance Orders

- **Digital work orders**
  - Delivered in a timely manner on mobile devices
  - Prioritized scheduling that reflects assets real-time needs
  - Focus on more wrench time and less manual planning
  - Reduction in unplanned downtime

- **Benefits**
  - 10% Increase in return on assets*
  - 11% Cut in MRO inventory*
  - 16% Reduction in unplanned downtime*

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# FINANCE AND PROCUREMENT DEEP DIVE

<table>
<thead>
<tr>
<th>Typical challenges</th>
<th>Traditional ERP</th>
<th>SAP S/4HANA® enhancements</th>
<th>Benefits*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delayed close activities do not begin until period end.</td>
<td>Periodic batch processes are required to provide realized revenue and margin reporting and not provided at detailed level.</td>
<td>Foundation for soft close – for example, real-time derivation of profitability characteristics, single source of the truth, and extension ledger</td>
<td>20%–40% reduction in audit cost*</td>
</tr>
<tr>
<td>Effort-intensive reconciliations and eliminations are performed, preventing an accurate intraperiod depiction of the organization’s performance.</td>
<td>Multiple ledgers and subledgers are utilized that require time-consuming and error-prone reconciliations.</td>
<td>Foundation for soft close – for example, real-time derivation of profitability characteristics, single source of the truth, and extension ledger</td>
<td>5%–10% reduction in business and operations analysis/reporting costs*</td>
</tr>
<tr>
<td>Multiple batch-run dependencies cause bottlenecks that delay downstream activities.</td>
<td>Frequent delays in batch processing and post-close activities create protracted cycle times.</td>
<td>Real-time processes such as revenue recognition, profitability analysis, cash allocation, and working capital analysis</td>
<td>40%–50% reduction in days to close annual books*</td>
</tr>
<tr>
<td>Visibility into reporting is delayed as data is stored across multiple ledgers.</td>
<td>Disparate ledgers without integration create accounting blind spots.</td>
<td>Predefined reports and configurable reporting tools to leverage G/L, subledgers, and consolidation apps; central finance function that integrates all ledgers and subledgers into one source of the truth.</td>
<td>20%–40% reduction in G/L and financial closing costs*</td>
</tr>
<tr>
<td>Manual processes and inconsistent information flow across supply chain creates procurement inefficiencies</td>
<td>Searching for existing purchase orders is time-consuming with little prefilled content and provisioning of existing documents.</td>
<td>By starting the SAP Fiori app to manage purchase orders, existing purchase orders and purchase info records are preprovisioned to facilitate manual purchase order creation.</td>
<td>• Improved transactional procurement FTE productivity and reduced cycle times</td>
</tr>
<tr>
<td>Identifying the best sources of supply is difficult as data is spread across disparate sources like contracts, scheduling agreements, info records, source lists, and quota arrangements</td>
<td>User has to search separately in purchase information records, contracts, scheduling agreements, and info records to identify source of supply.</td>
<td>SAP Fiori app enables purchaser to jointly search and manage purchase information records, contracts, and source lists, including simulation of source assignment.</td>
<td>• Increased sourcing savings – better unit price reduction</td>
</tr>
<tr>
<td>Time-consuming and complex process for buyers and suppliers to collaborate on purchase order</td>
<td>A separate add-on needs to be implemented on top of ERP to exchange messages with the Ariba® Network.</td>
<td>Ariba Network integration native to SAP S/4HANA for purchase order change, order confirmation, and advanced shipping notification</td>
<td>• Improved supplier compliance</td>
</tr>
<tr>
<td>Analyzing procurement information is cumbersome and time consuming</td>
<td>• Requires time-consuming data extraction into BW to perform spend analysis.</td>
<td>Live calculation of key performance indicators to analyze managed and nonmanaged spend, contracts, and suppliers</td>
<td>• Enhanced supply chain planning productivity</td>
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<tr>
<td></td>
<td>• No insight-to-action capabilities.</td>
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<td>• Increased collaborative sourcing savings (services spend)</td>
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<td>• Continuous improvement in spend under e-procurement</td>
</tr>
</tbody>
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## COMMODITY SUPPLY CHAIN DEEP DIVE

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<th>Benefits*</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Long and overnight batch runs result in planning inefficiencies.</td>
<td>• Planning runs at a predefined times with data that first must be consolidated from various systems</td>
<td>• Live MRP available&lt;br&gt;• Improved effectiveness of planning with more-frequent and faster MRP runs – multiple times a day since faster&lt;br&gt;• New MRP cockpit supports exception-based working model accompanied by simulation features and decision support with easy-to-use SAP Fiori® apps</td>
<td>• Reduced manufacturing cycle time&lt;br&gt;• Improved manufacturing function planning efficiency&lt;br&gt;• Reduced inventory levels</td>
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<tr>
<td>• Inflexibility to include real-time, changing demands in the planning run leads to outdated and inaccurate planning.</td>
<td>• Separate manufacturing planning processes available in planning and ERP systems</td>
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<tr>
<td>Lack of accurate, up-to-date inventory data, lead times, and procurement timing lead to an inefficient planning process; lack of live visibility into inventory reduces throughput.</td>
<td>Inventory analysis is possible using a separate analytical system with data integration issues and data latency; inventory throughput may reach boundaries depending on business scenario.</td>
<td>Live inventory transparency and management through a redesigned data model; ability to change lot size to one, enabling better customer service</td>
<td>• Reduced levels of inventory required&lt;br&gt;• Reduced inventory obsolescence and waste&lt;br&gt;• Prerequisite for more-targeted, one-to-one sales</td>
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<tr>
<td>Complexity in valuing inventories in multiple currencies and for different valuation methods (legal/profit center/reporting purposes)</td>
<td>• Material ledger activation available along with functionality of actual costing; however, inventory valuation data exists in multiple aggregated tables.&lt;br&gt;• This leads to slow processes (actual costing, redistribution, and revaluation) and inefficient reporting.</td>
<td>Material ledger available as a default option; all inventory valuation data exists in material ledger, removing all redundancies; faster actual costing due to optimized code based on SAP HANA®, faster reporting as needed for actual costing, with multiple currency and valuation methods</td>
<td>• Reduced supply chain planning costs&lt;br&gt;• Better visibility into actual profitability allows for margin optimization</td>
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<tr>
<td>• Lack of adequate reporting and operational tools to analyze, review, and control billing processes&lt;br&gt;• Inability to manage a high level of granularity for discrete billable items associated with an invoice</td>
<td>No robust analytical tools for billing administrators to have quick insight into the ongoing billing process</td>
<td>Native SAP Fiori apps simplify the administration of standard billing applications with user-friendly operational tools.</td>
<td>• Increased billing staff productivity&lt;br&gt;• Improved subscription invoice processing time&lt;br&gt;• Invoices go out sooner: reduced days sales outstanding (DSO)</td>
</tr>
<tr>
<td>Difficulty in generating invoices and running bulk collection and payment processes in a timely manner</td>
<td>Normal billing runs well, but bulk processes are considerably slower using traditional relational databases.</td>
<td>Faster and better billing, accommodating bulk processes through enhanced capabilities of SAP HANA</td>
<td>• Reduced DSO for large customer volumes</td>
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</table>
## Typical challenges

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Lack of transparency</td>
<td>Capacity planning, detailed project role planning, and project staffing in a single application</td>
<td>Real-time access to resource availability, skill sets, and organizational assignment during project staffing process</td>
<td>10%–20% increase in revenue through faster completion of projects</td>
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<td>Increased portfolio and project management resource productivity</td>
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<tr>
<td>Inability to report</td>
<td>Project financial and logistic information is sometimes inaccurate due to batch load process; drill-down is not possible.</td>
<td>Direct and accurate access to project financial and logistic information; ability to drill into details for project costs, resource usage, and progress</td>
<td>20%–30% reduction in project cost overruns</td>
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<td>20%–30% reduction in capital projects management cost</td>
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<td>Lack of real-time view</td>
<td>Multitiered landscape consisting of SAP ERP, additional ERP component extensions, and business intelligence solution makes it challenging to obtain real-time view of maintenance activities.</td>
<td>Real-time view for planners into ongoing maintenance activities with the ability to reschedule multiple times a day in order to better plan and schedule maintenance activities and achieve higher efficiency</td>
<td>• Increased return on assets</td>
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<td>• Decreased unplanned asset downtime or outages</td>
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<td>Complex and nonintuitive user interface</td>
<td>User experience enabled with traditional SAP GUI interface and Web-based transactions.</td>
<td>• Improved user experience enabled by triggering Web-based transaction through SAP Fiori® launchpad • SAP Fiori app for employees to create and track requests for maintenance in a simplified manner</td>
<td>• Improved asset management FTE productivity</td>
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<td>• Reduced training costs</td>
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<td>Difficulty in developing one common view</td>
<td>Multitiered landscape consisting of SAP ERP, ERP component extension, and business intelligence makes it challenging to access single source of the truth for all EH&amp;S-related Information.</td>
<td>Native integration of incident management as well as health and safety management are available as part of SAP S/4HANA®, which helps in considerably reducing the complexity of the landscape and improving performance.</td>
<td>• Reduced EH&amp;S management cost</td>
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<td>• Improvements in operational efficiency</td>
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<tr>
<td>Inability to develop</td>
<td>Sophisticated analytics are disconnected from real-time operational data, losing transparency of strategy and making it difficult to identify a proactive maintenance strategy.</td>
<td>Native integration of incident management and health and safety management with role-based, intuitive UI</td>
<td>• Reduced EH&amp;S management costs</td>
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<td>• Reduced accident and incident rate</td>
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<td>• Increased EH&amp;S compliance</td>
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PORTFOLIO OF SOLUTIONS FOR MINING FROM SAP

In addition to financial control and engagement management benefits provided by SAP S/4HANA, the digital core also provides native prebuilt integration to allow firms to leverage SAP’s complete portfolio of solutions to comprehensively address their needs demanded by today’s digital economy. Processes are designed from the outset to flow end to end across the cloud based solution extensions, listed in the white bands, and are fully integrated to SAP S/4HANA Enterprise Management and are optionally deployed to address business needs. The solution capabilities in the dark blue band, the digital core, are delivered as part of SAP S/4HANA Enterprise Management. The lighter blue band, also in the digital core, are part of SAP S/4HANA Enterprise Management, but added on as needed.

### Products

<table>
<thead>
<tr>
<th>Suite</th>
<th>Products</th>
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<tbody>
<tr>
<td>Commodity Supply Chain Management</td>
<td>Supply chain control tower</td>
<td>Manufacturing Integration and Intelligence</td>
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<td></td>
<td>Integrated business planning</td>
<td>Plant connectivity</td>
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<td></td>
<td>Extended warehouse management</td>
<td>Predictive maintenance and service</td>
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<td></td>
<td>Transportation management</td>
<td>Asset intelligence network</td>
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<td>Global batch traceability</td>
<td>Work manager</td>
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<td></td>
<td>Cloud solutions for sales</td>
<td>Vehicle insight</td>
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<td>SAP Trader’s and Scheduler’s Workbench (SAP Transportation Mgmt)</td>
<td>Multiresource scheduling</td>
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<tr>
<td></td>
<td>Order and contract management</td>
<td>Project and Portfolio Management</td>
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<td>Basic shipping</td>
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<td></td>
<td>Supplier information and master data</td>
<td>Cost management and profitability analysis</td>
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<td>Operational procurement</td>
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<td>Invoice and payables management</td>
<td>Treasury and financial risk mgmt.</td>
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<td>Operational sourcing and contract mgmt.</td>
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<td>Procurement analytics</td>
<td>Fraud management</td>
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<tr>
<td>Operational Risk and Compliance Management</td>
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<td>Governance, risk, and compliance</td>
<td>Receivables management</td>
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<td>Management of Change</td>
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</table>

### Digital Core

- **S/4 HANA Enterprise Management**
  - Accounting and financial close
  - Cost management and profitability analysis
  - Supplier information and master data
  - Operational procurement
  - Invoice and payables management
  - Operational sourcing and contract mgmt.
  - Procurement analytics
  - Integrated business planning
  - Digital Boardroom
  - Shared Service Framework
  - Collaborative Finance
  - SAP S/4HANA Finance
  - SAP S/4HANA Sourcing and Procurement
  - SAP S/4HANA Human Resources

### SAP Cloud Platform

- Customize applications; integrate apps, data, and processes; build new apps
- Asset Management
- Incident Management
- Health and Safety Management
- Environment Management
- Maintenance Safety and Permit to Work
An end-to-end solution for mining firms

Mining companies must digitalize to grow profits and reduce costs by simplifying their operations. The value of the digital economy is based on how to serve the customer. Value creation often comes from edge solutions that are based on and coordinated by the digital core solutions. It is the platform for innovation and business process optimization, connecting the workforce, the Internet of Things, the supply network, and customers.
SAP S/4HANA: VALUE PROPOSITION FOR MINING

SAP S/4HANA provides mining firms a proven framework to adopt industry best practices while attaining operational excellence across financial and engagement management processes.

**Strategy enablement**
- Achieve greater speed and agility
- Run Simple (master complexity)
- Enable real-time decision making
- Roll out innovative business processes faster
- Manage risk and ensure compliance

**Business benefits***
- 5% to 10% decrease in unplanned asset downtime or outages
- 10% to 15% reduction in service and maintenance cost
- 18% lower planning cycle time
- 98% enablement of touchless invoices and payments
- >65% faster closing time
- 22% lower employee turnover

**Empowered employees**
- 20% higher revenue per employee
- 30% improvement in employee and partner responsiveness and decision making
- 40% improved user productivity
- Reduction in cost of shared service centers
- Fewer clicks, applications, and fields to solve business issues

**IT benefits and TCO**
- 4 to 10 times faster data store object activation
- 60% reduction in database size
- Self-service reporting 10x faster
- 20% reduction in IT costs annually
- Simplified landscapes and server consolidation
- Native integration for hybrid deployment

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ArcelorMittal
ArcelorMittal, present in 60 countries, with 232,000 employees, and the world’s leading steel and mining company, selected SAP S/4HANA® to streamline its business processes and deliver an overall productivity improvement and significant cost savings. In this way, ArcelorMittal secures its leading position by serving an increasingly strong innovation agenda across the globe, delivering better customer service and creating more shareholder value.

Cameco
Cameco is one of the leading global uranium mining companies. As its infrastructure was approaching end of life, the company decided to move its SAP® ERP application to the SAP HANA® platform. SAP Business Suite powered by SAP HANA provides a bridge to SAP S/4HANA and helps ensure compatibility with SAP’s long-term road map.

“SAP Business Suite on SAP HANA works as advertised.”
Mark Leach, Vice President Business Technology Services, Cameco Corp.

13.4%
Lower annual database maintenance cost

733%
Improvement on SCM on-time delivery report performance

Company
ArcelorMittal

Industry
Mill products – metals and mining

SAP solutions
SAP S/4HANA

Customer Web site
www.arcelormittal.com

Company
Cameco Corp.

Industry
Mill products – uranium mining

SAP solutions
SAP Business Suite on SAP HANA

Customer Web site
www.cameco.com

Click here for the source reference
PanAust Limited

“SAP Business Suite powered by SAP HANA gives PanAust a robust and industry-leading platform to integrate existing business units and onboard new ones seamlessly, while achieving substantial cost savings across all functional areas. SAP Fiori increased user acceptance and satisfaction, reduced training costs, and provides a powerful reporting and analytics platform.”
Darren Hadfield, Group Information Systems Manager, PanAust Limited

5%
Annual reduction in shared services and corporate costs

34
Expatriate positions eliminated, enabling local employees to move into more senior roles

Yitai Group

“With SAP Enterprise Support, we successfully upgraded our ERP system and migrated to SAP Business Suite powered by SAP HANA within six months and with our internal resources only. This saved us at least 4 million yuan. The new system also prepares us for future development and more innovation.”
Kun Liu, IT Director, Inner Mongolia Yitai Group Co. Ltd.

6 months
Duration of implementation

75%
Reduction in database size

>4 million yuan
Saved on implementation costs

Company
PanAust Limited

Industry
Mining – precious metals

SAP solutions
SAP® Business Suite powered by SAP HANA, SAP Fiori®

Customer Web site
www.panaust.com.au

Click here for the source reference

Company
Inner Mongolia Yitai Group Co. Ltd.

Industry
Mining – coal and coal oil

SAP solutions
SAP Business Suite powered by SAP HANA

Customer Web site
www.yitaigroup.com

Click here for the source reference
Companhia Siderúrgica Nacional (CSN)

Companhia Siderúrgica Nacional (CSN), the second major steel-maker company in Brazil and one of the most important SAP customers in the country, selected SAP S/4HANA running on SAP HANA Enterprise Cloud over IBM and Cisco solutions in order to have an integrated platform that will simplify business process in finance, sales, manufacturing, supply chain, and human resources areas. CSN expects to have more accuracy in its operational costs and reduce duplication of efforts. SAP S/4HANA will allow the company to gain new business insights and transform its sales, logistics, finance, and manufacturing departments.

Kennametal

Kennametal, a U.S.-based supplier of tools and industrial materials and serving customers in over 60 countries, selected SAP S/4HANA, SAP Ariba, and Concur solutions. SAP S/4HANA will provide Kennametal a simplified IT landscape, including a shared service framework for financials and more. SAP Ariba solutions for sourcing and procurement will enable real-time data access and drive collaboration across the organization. Finally, with Concur Travel & Expense solutions, Kennametal will be able to automate travel management and expense reporting while ensuring compliance with company policy. From financials to spend management to travel, Kennametal has the tools to run more simply with SAP.