



Contents

- **One-stop provider for medium-sized businesses**
Experton Group honors the SAP S/4HANA and HANA expertise of FIS
- **Prepared for SAP S/4HANA**
with the “FIS Products Next Generation”
- **New impulses**
from online seminars
- **Creating evidences of formal qualifications**
using the *FIS/Berichtsheft* app
- **6th FIS Forum and SAP Trade Forum**
FIS events: firsthand experience of digitization
- **Bon appétit**
A culinary journey behind the scenes of the IT world

Dear readers,

Anyone wishing to master the challenges of digital transformation needs modern and open IT instruments. S/4HANA as digital core is such an instrument helping enterprises create new business processes based on real-time data. As a reliable partner in the ERP environment, FIS accompanies its customers on the way to the new SAP world. In doing so, we consistently combine our FIS solutions for automation and digitization with S/4HANA.

Furthermore, SAP now provides the SAP Cloud Platform, another technological basis that can be used to optimally design cloud-based core business processes in the future. Consequently, one core element of digitization is covered. Today, the new technological cloud options ensure great flexibility and openness when it comes to using IT instruments where they are really necessary. On-premise or in the cloud – the answer to this question is not only black and white but has many shades in between. We commonly call them “hybrid models” that can be implemented in many different facets or “bimodal IT”.

One mode is the classical on-premise world. IT core functions that optimally support the individual value chains, such as the SAP system hosted in-house or with a service provider and organizing the core functions, such as warehouse logistics, purchasing and sales, production control etc. Typical IT-centered projects are one characteristic of this mode 1. Mode 2, however, takes place in the cloud where innovative solutions fully focusing on the customer can be developed in an agile manner.

When we at FIS deal with bimodal IT, this means for instance: The SAP core system is operated within your

company and the standard version is kept largely unchanged. As a consequence, your release level can be upgraded. Enhancements, however, can be implemented in mode 2. Some topics, such as business trip accounting in the SAP world, have nothing to do with the core processes and can easily be covered via cloud-based tools today. In this way, FIS customers can quickly and easily take further economic advantage of the system or create it there and provide different customer groups with optimal service – up to the creation of new business fields.

These different variants for balancing the two pillars of a bimodal IT are also the key for the economic and dynamic use of an advanced IT environment. It is therefore necessary to always check the core business processes in regard to meaningful individualizations. Here, FIS assists its customers and helps them to efficiently map both worlds within IT. Result: a digital ecosystem preparing companies for digital transformation in the best possible way.

Read in this edition of our FIS News how we accompany our customers on the way to the new SAP world.

Enjoy reading.

Cordially yours,



Martin Zidek, Head of Sales - SAP, Technical Wholesale and Industry Business Unit

One-Stop Provider for Medium-Sized Businesses: Experton Group Honors the SAP S/4HANA and HANA Expertise of FIS

In the current Experton Group's SAP HANA Vendor Benchmark, the FIS Group is nominated as leader in four important categories. All FIS subsidiaries participated with focus on the service offer of FIS and FIS-ASP.

With SAP HANA and the new S/4HANA software generation, SAP user companies are well prepared for digital transformation. In order to develop and implement new business models, however, they require the right partner that ideally provides distribution, technologies (hardware, software, infrastructure), services and the actual transformation from one source. The FIS Group as one-stop provider combines exactly these skills with its cross-industry process and technology know-how and is therefore listed as leader in the "Multi service provider" category. This category deals with service providers that can proof a broad range of solutions and deliver an end-to-end offer to the customer from consulting, conception, individual development and implementation up to a high-performance operation including support. According to Experton, the FIS Group delivers a real USP with a comprehensive range of individual solutions and platforms.

In the "SAP HANA medium-sized service provider" category, Experton assessed service providers that tailored their offer to the needs of medium-sized customers with 100-999 IT jobs. According to the analysts, many medium-sized businesses do not feel to be in good hands with the major service providers on the market concerning HANA or

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S/4HANA since their strategies are often too complex and not scalable. Medium-sized business projects, however, need to remain manageable since otherwise the costs would quickly bring the benefit to the knees. Experton justifies the nomination of the FIS Group as leader in this category with the sound consulting and implementation expertise of FIS acting at eye level with its customers, which consequently makes it an attractive SAP HANA partner for medium-sized enterprises.

In the important "S/4HANA service provider" category, FIS is also nominated as leader in the benchmark (which will be continued in 2018 under the name "ISG Provider Lens HANA Services"). A successful conversion to S/4HANA requires the consideration of business processes, the revision of existing architecture and the dealing with digital transformation. In this area, the FIS Group convinces as a real one-stop provider with a complete portfolio from consulting, transition and migration to live operation. The analysts also emphasize that FIS already provides a clear SAP S/4HANA roadmap for all SAP standard solutions and optimizations as well as an overview of the product releases that are already available on S/4HANA today.

The sound industry-specific process know-how of the FIS Group, which is used for the self-developed SAP HANA methodologies and products, is particularly decisive for the classification as leader in the "SAP HANA process service provider" category since digital transformation requires the rethinking and, in case of doubt, the letting go of established processes in order to remain competitive in the new digital world.

Prepared for SAP S/4HANA with the "FIS Products Next Generation"



Sooner or later, SAP users will have no alternative to the new SAP S/4HANA product generation, which stands for fast company processes and considerably simplified data structures.

FIS was one of the first SAP partners to make its products executable on the

new HANA database at times when SAP S/4HANA was still largely unknown in public. The first product was FIS/wws and, shortly afterwards, all SAP optimizations of FIS, such as FIS/edc, FIS/mpm, FIS/xee and FIS/hrd, were able to run on the new in-memory database.

This means that FIS is "ready to run" on SAP HANA and consistently continues this way with the "FIS Products Next Generation". This new product line consists of new solutions designed for SAP S/4HANA. The previous FIS products address all users of the traditional SAP ERP ECC that are, of course, currently still in the majority.

FIS has a clear roadmap for porting the solutions to SAP S/4HANA. In two releases, the FIS/wws, FIS/edc with FIS/fci, FIS/mpm, FIS/xee and FIS/hrd products are rolled out with the "Next Generation" addition. As of this month (July 2017), all FIS products specifically developed for SAP S/4HANA are available. As of February 2018, the next release with a larger functional scope will follow.

Of course, the FIS professionals will be pleased to assist you at any time in developing a suitable change strategy!

New Impulses from Online Seminars

FIS is currently enhancing its webinar offer due to the increased interest in the latest events on SAP S/4HANA, warehouse logistics and Customer Engagement & Commerce.

The FIS webinars are becoming more and more popular since they are an excellent medium to inform about new topics in a compact and exciting manner. It goes without saying that this service is free of charge for FIS customers. Prerequisite for high webinar registration numbers is the right choice of topics FIS has a keen sense for: nearly 50 external registrations for the "Preparing the changeover to SAP S/4HANA in 5 smart steps" webinar alone, which focused on how companies can prepare themselves for the changeover to SAP S/4HANA already in advance.

Concrete solution proposals on how to reduce costs and effort during the changeover were presented as well as proposals on how to avoid error sources and delays and to benefit from increased performance and advanced user interfaces already in advance – from preparatory optimization of the program code up to the readiness check of the individual IT architecture. The webinar was based on the previous "SAP S/4HANA transition" webinar where FIS de-

monstrated the changeover scenarios and the different ways leading to SAP S/4HANA and explained which way is the right one and when.

"3 top scenarios for your success with advanced warehouse logistics" was the title of another webinar which informed about the modern architecture of SAP warehouse logistics. Current SAP LES/WM and SAP EWM scenarios were considered as well as the specific design of the warehouse logistics solutions under SAP S/4HANA. The participants got to know the functional scope of the respective solutions under SAP ERP and under SAP S/4HANA and gained an outlook on SAP warehouse logistics under SAP S/4 HANA. Furthermore, it was explained how the new SAP warehouse logistics under SAP S/4HANA is successfully started with the FIS/ewm+ project implementation turbo by FIS.

The customer is king – in times of digital transformation more than ever. By relying on Customer Engagement & Commerce, companies make the customer the focus of their strategy and get fit for the future. It goes without saying that the FIS webinar team does not ignore the CEC topic. The "4 components for your e-commerce success – Customer Engagement based on



SAP Hybris" online seminar, which was also well frequented, gave new impulses for a top performance in sales, marketing and service. It was outlined that it is no longer possible to manage the day-to-day business for sales and distribution, marketing and service with isolated systems due to the increasing number of communication channels. However, SAP Hybris Customer Engagement & Commerce enables companies to respond to their customers in real time, thrill them with a continuous brand experience across all channels and consequently retain them in the long term.

Of course, the recorded webinars are available on our website: www.fis-gmbh.de

Creating Evidences of Formal Qualifications Using the FIS/Berichtsheft App



FIS promotes digitization within human resources. The new FIS/Berichtsheft (report booklet) app is now available for trainees and companies and can be used to completely digitize the creation/approval process of evidences of formal qualifications. The service is based on the SAP Cloud Platform.

Trainees can use this app to create their training reports, maintain their test/exam grades and send these to trainers

and training managers via electronic workflow. An appropriate tool for companies that wish to account for young people's communication behavior and at the same time avoid media breaks, paper prints, losses and long wait times. The solution for training management was designed by the FIS trainees themselves and put on a high-performance and flexibly usable technological basis via integration into the SAP Cloud Platform.

Advantage: the application is appropriate for companies of any size and independent of the use of individual SAP systems. At the same time, special requirements, such as the connection of the solution to existing third-party systems (e.g. SAP) can also be met. As cloud application, the FIS/Berichtsheft app can be used irrespective of the device so that

trainees can enter their evidences of formal qualifications and grades in real time while on the move.

The trainees get a tool for digital report creation and sending, which is easy to operate. The training supervisor receives the report sent by the trainee via click and can accept the requested approval directly anywhere and at any time or, if necessary, ask for revision via additional comment. The FIS/Berichtsheft also enables the trainees to have an eye on everything – both the reports maintained and their grades can be viewed. As a result, all persons involved can clearly see who still has to deliver a report or whether all reports have been released.

In today's digital world, the FIS/Berichtsheft app has replaced the complicated and obsolete keeping of a classical report booklet with all the benefits associated.

FIS Events: Firsthand Experience of Digitization

Currently, FIS and Medienwerft meet very talkative audiences at their own and third-party events. You can feel it: digitization stirs emotions.



Networking at the 6th FIS Forum at AUDI

“High performance at first hand!” was the motto of the 6th FIS Forum that took place at AUDI Neckarsulm in the middle of May. Process managers and decision-makers from purchasing, finance and accounting as well as SAP participated in the event and used the forum as an interactive information platform to exchange opinions on strategies and the latest developments in the SAP environment and to bring their companies to a position of leadership with regard to SAP process optimization and digitization strategies.

In the course of this event, Robert Lackner, head of goods controlling at SPAR Österreichische

Warenhandels AG, explained how the *FIS/fci* and *FIS/edc* software solutions can considerably optimize internal financial processes. FIS could win the representative of another renowned FIS customer as a speaker: Michael Kraus, current accounts manager at AUDI AG. He presented the Connected Group Accounting concept used at the automotive group and reported on how financial accounting is changing from a back office to a business value partner.

In his lecture, Stefan Groß, tax accountant, CISA and partner of the Peters, Schönberger & Partner firm, gave useful tips for the right answers to compliance questions in the e-Invoicing environment. Furthermore, he explained the framework conditions based on tax law by considering current topics (cloud). LEAN researcher Arnd D. Kaiser focused on digitization from a scientific point of view and demonstrated how LEAN management methods optimize the value added in the era of Industry 4.0 and digitization.

Consequently, the FIS forum provided the visitors with a proven mixture of concrete practical examples, strategy lectures and technical presentations – one of the essen-

tial reasons for the continued success of the event series as an established place to meet for SAP user companies and prospective customers.

What is important in trade digitization using ‘omnichannel’ as an example? Currently, this is a typical question frequently asked by SAP trade users. During the SAP Trade Forum in Mainz, FIS and its Medienwerft subsidiary provided the appropriate answers. FIS and Medienwerft had stands of their own at this expert meeting for merchants. Guided tours that were in strong demand on both days also led to these stands. In Mainz, FIS presented the complete range of solutions in the field of Customer Engagement and Commerce: SAP Hybris Commerce, SAP Hybris Marketing and SAP Hybris Cloud for Customer.

Existing SAP/Hybris customers from over 100 different companies of the German-speaking retail and wholesale trade discussed challenges and opportunities of trade digitization in close dialog with the FIS/Medienwerft professionals. The trade show team registered lively interest in topics such as SAP S/4HANA, EWM, Hybris and SAP Cloud.

Bon AppétIT

The FIS-ASP IT Dinner has meanwhile become a good tradition. The latest dinner taking place in Würzburg at the end of May accompanied the participants on their culinary journey behind the scenes of the IT world.

During the three-course menu in the B. Neumann restaurant near the Würzburg Residence, the FIS-ASP guests threw a glance at the future of a new computer architecture and learned more about secure cloud connections. The framework program of the 2017 IT Dinner was organized by experts from Hewlett Packard Enterprise (HPE), IDC, SAP and FIS-ASP, who informed on current business IT topics.

Andreas Hausmann, chief technologist HPE Aruba Network, had a look at the future of a new computer architecture titled “The Machine”. “The Machine” enables HPE to reinvent all significant computer components and unite RAM and bulk memory in a uniform memory area using the NVM technology. As a result, petabytes of storage can be accessed within a few nanoseconds, which is a thousand times faster than with conventional computers.

In 2017, cloud computing enters phase 2 and supports new areas such as Machine Learning and Internet of Things architectures. In his “Cloud Connection – what else” lecture, Giorgio Nebuloni, Associate Research Director European Infrastructure at

IDC, answered questions as to the effect on the cloud services offer, whether the multi-cloud might be a promising approach and the risks to be considered.

Stéphane Borg, Channel Development Manager at SAP Germany, explained how companies can benefit from the SAP development and integration platform and, consequently, utilize digitization opportunities. Finally, Bernd Bätz, Head of Comprehensive Services at FIS-ASP, which is specialized in secure operation and infrastructure, outlined the current activities of the company relating to digitization, cloud scenarios and big data. A stimulating evening came to an end with a wine tasting in a wine bar in downtown Würzburg.



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