



# Stay one step ahead

**Adopt2win**

**Invest in your future: How to guarantee long-term success for growing companies**

The solutions you need to transform your company

**SAP®** Qualified  
Partner-Packaged Solution

Cloud  
**Center of  
Excellence**

**inetum**   
Positive digital flow



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# Introduction

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Holding a management position in a fast-growing company is incredibly exciting. The reality nowadays is that many companies, affected by the global disruption we are all undergoing, have seen their growth profoundly impacted, in some cases grinding to a halt entirely or even reversing. Being part of a growing company can be very rewarding. But there are also some significant downsides.

Today we are living in a world that is constantly moving and changing, putting pressure on us, our teams and our systems. We need to adapt on a constant basis. It is no longer enough to maintain our company's existing growth rate, we also need to continuously plan and prepare for the future.

Those who have experienced repeated success in their growth process now face a new dilemma: Whether to fully transform their information systems to maintain the achievements they have already accomplished, and when to do so.

Much of the responsibility falls on the shoulders of heads of finance and IT, as it is they who we depend upon to ensure that the rest of the company is ready to maintain successful and long-lasting growth. Implementing robust and reliable systems, good financial management and sufficient investment can often make all the difference between maintaining successful growth or sliding into decline. This is not a problem for tomorrow or a project that can wait until you reach a certain level of growth: Financial and technological growth, and ensuring the reliability of our information systems, is a challenge that we can and should face as a matter of urgency.





# The three key challenges faced by growing companies

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It can be very challenging for a growing company to maintain growth and meet targets. Not all companies that start on the right path manage to keep things on track. We are always hearing about companies that are “victims of their own success” when, after enjoying fast growth early on, they reach a tipping point where they discover that they are unfortunately not adequately prepared to manage and maintain their growth rates.

These are the three key challenges faced by fast-growing companies that are hoping to advance to the next level:

## 1. Managing finances and cash flow

Developing plans and setting financial targets is one thing; achieving them is another. This requires constant and precise monitoring of your workforce and your company's key indicators to ensure you have an accurate view of your financial position and whether you are on the right path or not. Without the right tools and an authentic view of your company's performance and costs, it is easy to lag behind, fail to hit your targets and fall victim to cost overruns. Accruing too much debt, miscalculating revenues or costs, insufficient or excessive resources, or not taking into account hidden risks are just some of the very common errors that may destroy the growth opportunities of a company.

## 2. Accessing precise information to plan properly for the future

Urgent matters often get in the way of more important tasks and business leaders can easily get too distracted by the “here and now”, rather than making decisions from a strategic and forward-thinking perspective. The consequences of this are devastating as the company will not be prepared to properly manage its needs in order to grow successfully.

When companies grow rapidly, business leaders are forced to learn on the fly and make decisions while under pressure, based entirely on information available to them in the moment. Few companies have access to accurate data that they need in real time to make projections about the outcomes of various decisions and to simulate what-if scenarios. Weak and inflexible information systems with limited capacity that force users to depend on spreadsheets and intuition are usually the source of suboptimal decisions, which are often made almost blindly.

### 3. Implementing the right technology

Information, predictions, analysis and correct management are all based on one common denominator: having access to the appropriate information systems. However, companies often wait too long to invest in the technology they need, or they are simply not able to choose the right option for them.

Information systems with insufficient capacity, that are not properly integrated, have a dramatic impact on the quality of data provided to the rest of the company. Dependence on obsolete systems limits our analysis capacities, forcing us to rely on inaccurate and unintegrated data and processes that are not capable of providing support to the company at the pace that its growth requires.

## Investing “smartly” now to minimize future risks

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For many companies, it may make sense to increase their capacity as needs must. In reality, when growth is gradual and organic, there is time to adapt business process and information systems in line with the company’s growth.

Fast-growing companies cannot afford this luxury.

While some companies believe that investing in state-of-the-art ERP when they begin growing is too costly, the reality shows that early investment in this kind of technology may save a lot of time and money in the long term. Not only does it ensure that you are prepared to handle business growth, with the suitable systems in place, but it also provides the tools and capacities you need to promote and maintain your company’s growth.

Implementing state-of-the-art ERP in the early stages of company growth may help us in the following ways:

#### **It minimizes future uncertainty**

State-of-the-art ERP enables us to collect, consolidate and deliver the information we need to predict performance, make the right decisions and reduce uncertainty as much as possible.

## **It improves our projection capacity**

Manually producing reports on company data is tedious and inefficient, and it often falls victim to human errors and leads to us making decisions based on obsolete information. State-of-the-art ERP can quickly provide accurate data in real time, which we can use to predict our future needs and performance. ERP of this kind provides a comprehensive picture of the company, with a 360° end-to-end vision and one single source of information.

## **It provides financial visibility**

State-of-the-art ERP not only provides us with clear information and our cash position, but it also enables us to track our progress towards meeting the goals we have set for ourselves. Being able to monitor our situation ahead of time allows us to take whatever corrective measures we need to before it becomes too late.

## **It reduces software costs in the long term**

While implementing simpler management solutions may give the impression that we are saving money and that they are “good enough” for our current needs, implementing a more comprehensive solution provides a much greater return on investment and avoids the need to constantly update or change our systems, with the resulting impact on the company in terms of efficiency and costs.

Along with all these benefits, there is also the fact that ERP automatically improves our company’s capacities in aspects as important as adaptability, security and ease of implementing any new legal requirements that may become necessary, so we can adapt quickly to evolving market conditions and sector demands at all times.

Trends and projections show that the cloud, security, networks and agility are factors that all CIOs should prioritize over the next few years. Many companies are already working hard to meet these needs and 35% Spanish companies with a turnover of over 20 million euros are already preparing to implement state-of-the-art ERM in the cloud over the next 12 months.



# Implementation of state-of-the-art ERP within reach of growing companies

Despite the enormous advantages that this entails, some growing companies tend to postpone implementing state-of-the-art ERP as they believe that this type of tool is exclusively for large companies, due to the associated costs and resources required.

## **But what if we could remove these obstacles?**

We are inviting a selection of growing companies to implement the state-of-the-art SAP S/4HANA Cloud ERP at an affordable price, thanks to the Rise with SAP offer and the Adopt2win package from Inetum.

The combination of Rise with SAP and Adopt2win offers a pre-configured package that can be implemented within a company quickly, covering its needs immediately and scaling its capabilities in line with future needs.

**SAP S/4HANA has traditionally been a business management system designed for large companies. However, thanks to Rise with SAP and Adopt2win, for the first time SAP S/4HANA Cloud is truly affordable for companies with a turnover upwards of €30M.**

When it comes to cutting-edge ERP solutions, SAP S/4HANA Cloud is the market leader both in terms of functionality and ecosystem, enabling companies to meet all their current and future needs. Proof of this is that most producers of alternative ERP solutions actually use SAP themselves as their internal management system.

SAP S/4HANA Cloud offers the following:

## **Pre-configured business processes, with the best practices on the market**

Implementing state-of-the-art ERP involves more than just setting up a new management system, it is a great opportunity to transform your company and make it more efficient. Rise with SAP does not only offer tools to improve how we work with each employee individually, it also provides pre-configured business processes that serve as a starting point to adapt better practices. These processes are based on the experience and results of thousands of SAP projects launched throughout every sector.

## Scalability

Rise with SAP enables companies to begin with an initial implementation that covers their current needs, while also providing the peace of mind of knowing that SAP S/4HANA will always cover any of their future needs to help them grow and adapt to new market conditions as they evolve. There will be no need to invest in another system in the future or go through another implementation process.

## Only pay for what you need

With Rise with SAP, the SAP S/4HANA solution is implemented in the form of Software as a Service (SaaS), providing companies the flexibility of only paying for what they need at each point, both in terms of functionality and number of users, without the need to immediately invest in infrastructure, features and users that they may not need until later.

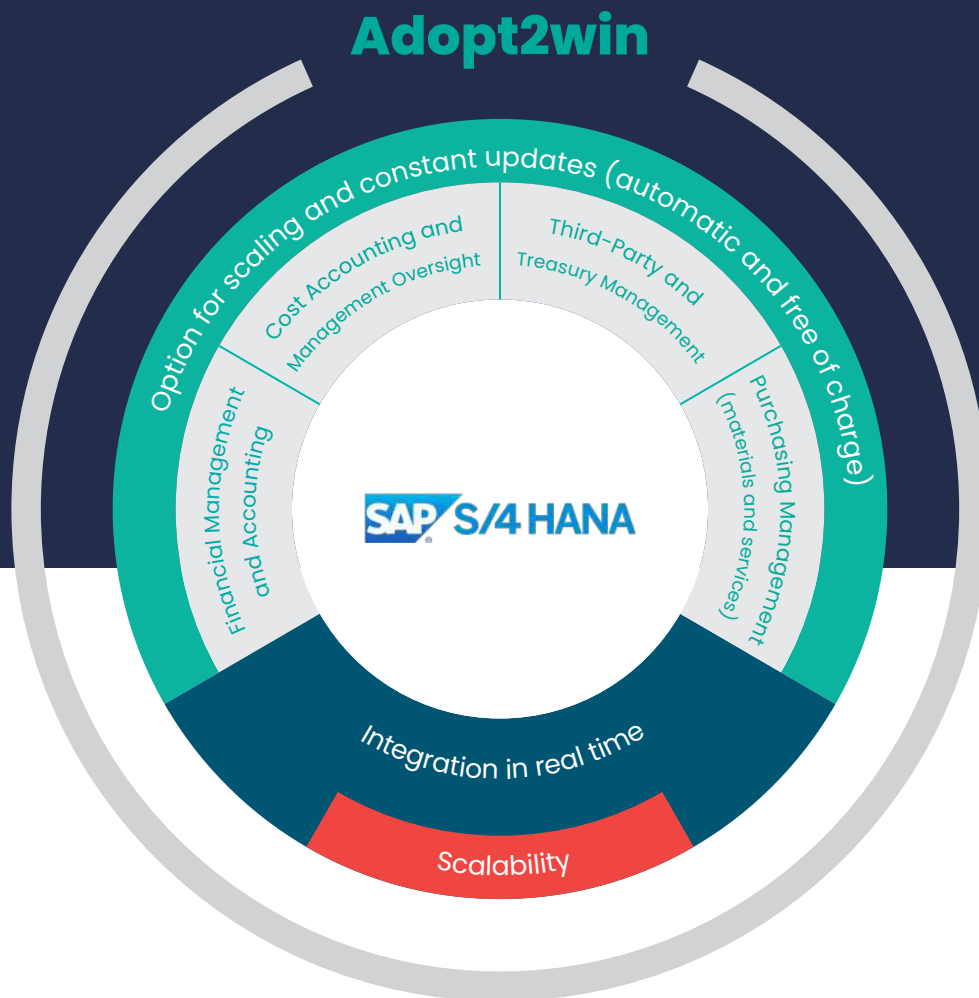
Implementing state-of-the-art ERP is a lever that can help any company to secure their growth and, what's more, the latest market studies show that companies that do not invest in this type of technology will soon be in the minority. Rise with SAP and Adopt2win now offer a great opportunity to implement state-of-the-art ERP simply and affordably, so you can stay one step ahead.





# A market-leading system now within reach of any company

At Inetum, we use accelerators that allow us to provide our customers, in less time (12 weeks) and at a lower cost (99k), the best pre-packaged ERP, so we can offer the best solution to give end2end coverage to their processes today and tomorrow; without risk.



## Certified by the manufacturer

This package, certified by the manufacturer itself, SAP, together with the award received by Inetum as the best S/4HANA Cloud Partner worldwide in 2019 (SAP Pinnacle Award) is an absolute guarantee of success. Adopt2win is designed so that any company can enjoy and access the best technology (SAP S/4HANA Cloud) with the philosophy of making the most of the power provided by the system "out of the box".

\*Cloud subscriptions not included

# Transform your company quickly and affordably with **Adopt2win**



12 weeks

**Adopt2win**

**€99k**

\*Cloud subscriptions not included

## Scope, schedule and costs



### Accounting and tax management

- Accounts management
- Automatic tax settlement

### Accounts receivable (Clients)

- Client accounting (incoming invoices, advances, collections)
- Analysis of the maturity of the client portfolio



### Accounts payable (Suppliers)

- Supplier accounting (invoices, advances, payments, etc.)
- One-off and bulk payments
- Maturity analysis
- Generation of the payment file in standard format (SEPA)

### Fixed asset accounting

- Additions, removals and transfers of fixed of fixes assets
- Depreciation and impairment



### Cost accounting

- Cost centre management
- Cost planning
- Integrated analytical allocations in all processes
- Plan vs actual monitoring

### Treasury management

- Bank master data management
- Posting bank statement files
- Transactions with bank accounts



### Third-party management

- Management of different roles of third parties (debtors, creditors, suppliers, etc.)
- Posting to third party accounts and management of open items

### Supply

- Complete supply flow management (purchase order, goods receipt and invoicing)
- Statement of expense on acceptance of the service/goods



### Information system

- Balance sheets
- Cost centre analytical reports
- Accounting reports (different dimensions)
- Real-time supply status reports



### Integrations

- Integration with SII (AEAT)
- Packaged accounting integration. A file format will be published so that it can be used from any third-party system (payroll, travel expenses, analytical allocations, etc.), allowing all types of entries to be produced.

# Project S/4HANA Cloud with

## Adopt2win



SAP® Qualified  
Partner-Packaged Solution

### Methodology

## Day 0

### PHASE 0 - 1 week

#### Configure

- Kick-off
- Definition of committees and players
- Definition of repository
- Delivery of detailed timeline and critical path task deadline
- Definitive definition of structure (Companies, Cost Centres, etc.)
- Delivery of chart of accounts mapping template

### PHASE 1 - 3 weeks

#### Adop2Standar

- Workshops of the scope items included
- Delivery of the migration template pack
- Defining roles
- Any additional requirements will be managed as GAP for a later phase in the project so as not to affect the critical path (go-live plan).

### PHASE 2 - 6 weeks

#### Mold the solution

- Creation of structure
- Adaptation of the chart of accounts using Inetum template
- Activation of scope-items and Inetum pre-configuration
- Solution configuration. As each process is released, documentation and test-scripts are sent to key users to perform UATs.
- Installation of the SII component
- Installation of the entry loading component for integrations
- Activation of production environment

### PHASE 3 - 2 weeks

#### Onboarding

- Key user training
- Uploading master data templates
- Role uploading
- Delivery of manufacturer's documentation
- Uploading live data templates
- Support

## Day 80

**Support after Go-Live**  
(length depends on the contracted package)

Inetum environment

Client environment

Inetum's experience in numerous **SAP S/4HANA Cloud** implementation projects since 2017, allows us to have the tools, methodology and accelerators to **ensure the success** of the project.

# Our experience

We have all the necessary experience to help make your IT infrastructure less complicated and generate information flow in real time.

With our proven experience on numerous implementations, our certified consultants and all our satisfied customers, Inetum is the perfect partner to help you implement SAP ERP.

**We can help you to work in a simpler and more efficient way!**



**+150**  
**consultants**  
with expertise in  
**SAP cloud solutions**





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Positive digital flow

[partner-sap.com](https://partner-sap.com)