

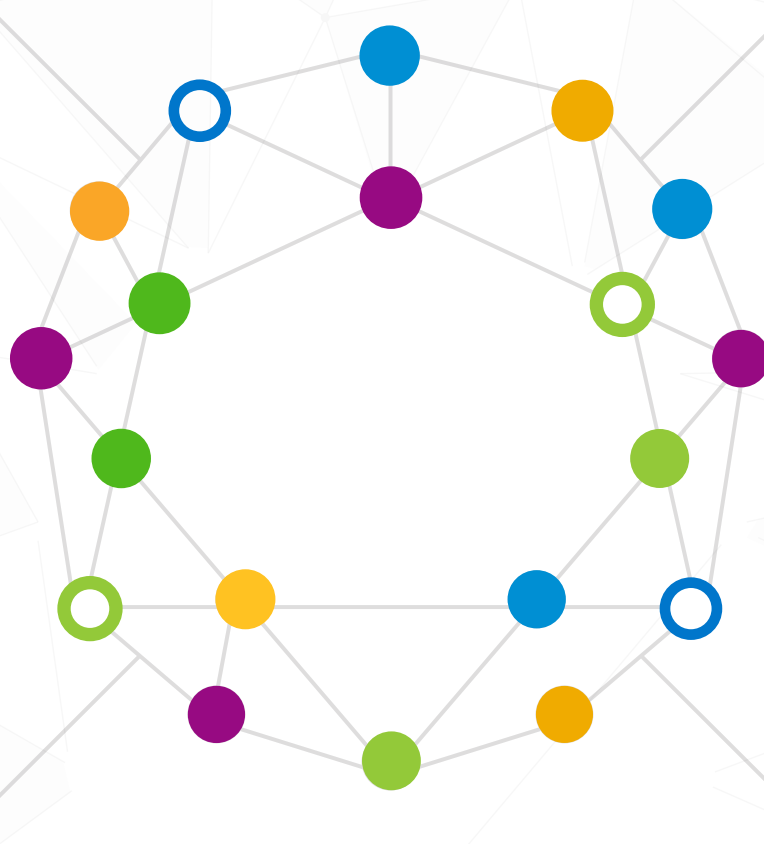
# Industrial Machinery and Components in the Digital Economy

## Digitalization Is Happening Fast, and There's No Turning Back

Industrial manufacturers are looking for new ways to deliver value to their customers using digital channels and creating personalized, digitally enabled products. They provide the intelligent machines and equipment needed to compete in the digital economy through innovations like connected manufacturing and predictive maintenance.

## SAP S/4HANA® THE DIGITAL CORE

The SAP S/4HANA digital core provides uninterrupted, real-time transactions and analytics and the ability to work with big data. And with connectivity to line-of-business extensions, it enables supporting processes, such as talent sourcing or business networks, while providing the framework for industry best practices and operational excellence.



## Putting the End Customer's POV at the Center of Every Decision

**10-20%**

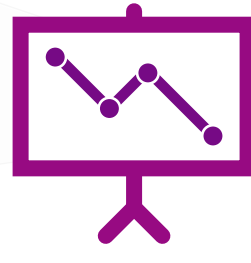
increase in new product revenue

**10-20%**

increase in customer satisfaction



Real-time insight into order-to-cash performance



Reduced up-skilling time and training efforts



Full transparency of all customer data

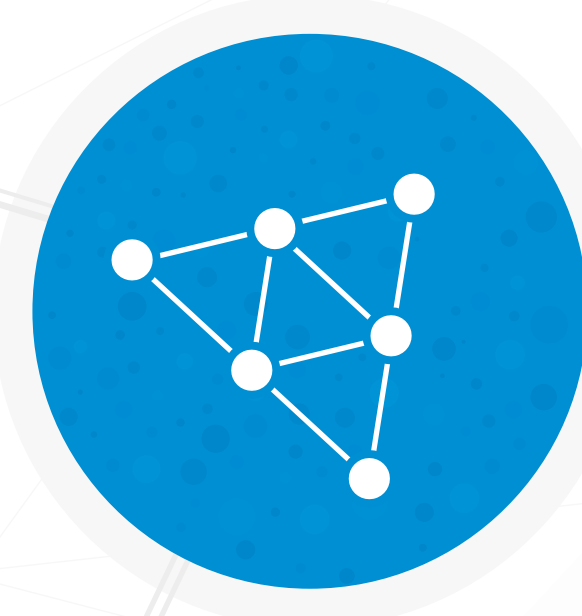
## Providing Differentiated, Smart, and Self-Aware Solutions

**25%**

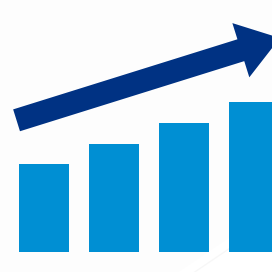
Reduction in total R&D costs

**10%**

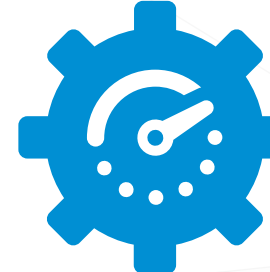
Lower manufacturing costs



Faster time to market



Increase new product revenue



Improve portfolio and project management



## Increase Flexibility with Line-of-Business Extensions

From business networks and the internet of things to workforce management and customer engagement, it's now easier than ever to build on your SAP S/4HANA digital core to drive success in the ever-changing industrial machinery and components sector.

### CUSTOMER STORY

## Vectus: 60% Increase in Operational Efficiency

Vectus deployed SAP S/4HANA and began experiencing total ease in managing business operations. With it, they were able to increase days sales outstanding, reduce operating costs, and get faster access to and visibility of real-time data.



## BUILD YOUR CORE STRENGTH AND FLEXIBILITY WITH SAP S/4HANA

For more information about how SAP S/4HANA can help your industrial machinery and component business seize the advantages of the digital economy with a digital core, contact your SAP representative today or visit us at <http://spr.ly/S4HANAIIndustrialMachinery>

\*Benefits express potentials and are based on early adopters of SAP S/4HANA or conservative outside-in benefits due to moving from traditional ERP to enhanced SAP S/4HANA and line-of-business and cloud capabilities. As each enterprise is at a different level of maturity, we recommend working with you to determine the value proposition for your enterprise.