



Enabling Commerce transformation for Asia's Largest Cement Manufacturer

About the Company

World's third Largest and Asia Largest Cement manufacturer. The Company manufactures cement products in Asia, Middle East and in some parts of Europe.



Business needs

The firm wanted to reduce the distribution overheads with:

- Bring in Automation and reduce manual errors
- Bring in Transparency in distribution processes
- Provide better Customer experience to dealers

The firm could not utilize its full production capacity at their plant due to the limitations of their current ecommerce system and could not generate lot of Orders.

They decided to migrate to S/4 Hana and SAP commerce to fulfill ERP and commerce needs.

Two Specific Business Needs:

1. Migrating their existing ERP System from SAP ECC to S4 HANA to expand their Digital Footprint
2. To have a good online presence by building a Robust and Secure Ecommerce application for their B2B End Users.



Highlights of the solution

- Migration of existing SAP ECC ERP to SAP S4 HANA
- Implementation of Commerce portal on SAP C4 Commerce Cloud 18.11 Edition
- End to end implementation hosted on CCV2 SAP managed solution
- SAP Cloud Platform Integration (SCPI) is used for all integrations.
- Provision of user-friendly admin screens using FIORI
- Mobile friendly responsive website
- S4 HANA integration using OData Services

Detailed Modules

- PIM (Product Information Management)
- Order creation and Management
- Account Management
- Quote Creation and Management

Integration Modules

- Integration between SAP Commerce and SAP Cloud Platform Integration for the following
 - Customer Records
 - Product Records
 - User Records
- Integration between SAP Commerce and SAP S4 HANA for the following
 - Order
 - Quote



Benefits

- Reduction in manual errors with the integrated and connected solution
- Enhanced operational capacity to generate over 10,000 orders per hour
- Improved Personalization and Customer Journey for end users
- Capability to serve 2000+ end users simultaneously
- Responsive ecommerce application for Multi-touch point Customer Journey



WHY SONATA?



Sonata's platformation approach helps clients to choose a solution that best fits their needs; balancing readily available platforms and solution customization

1. **Sonata READY:** End-to-end, industry-specific digital business platforms
2. **Sonata ACCELERATE:** Deploy popular horizontal platforms adding required functionality
3. **Sonata CUSTOM:** Engineer custom platforms that deliver unique digital capability and scalability

Sonata Software is a global IT services firm focused on catalysing transformational IT initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers innovative new solutions for Travel, Retail and Consumer Goods industries by integrating technologies such as Omni-Channel Commerce, Mobility, Analytics, Cloud and ERP, to drive enhanced customer engagement, operations efficiency and return on IT investments. A trusted long-term service provider to Fortune 500 companies across both the software product development and enterprise business segments, Sonata seeks to add differentiated value to leadership who want to make an impact on their businesses, with IT.



Right technology partner

One stop partner to cater for end to end Digital strategy



Expertise

- Experts in niche areas: Spartacus & Polyglot SCPI framework, CCV2& Hybris Accelerators
- First company in India to deploy SAP commerce on Google Cloud Platform



People

Unified engineers in-line with SAP roadmap



Framework & Assets

Accelerated implementation with various pluggable assets



Process

- Sonata's unique 7 step Platformation approach
- Sonata's proven Hybrid execution approach

Sonata is a global technology company, that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking-led innovation and strategic engagement models to deliver sustained long term value to customers. A trusted partner of world leaders in the Retail, Manufacturing, Distribution, Travel, services and Software industries, Sonata's solution portfolio includes its own digital platforms such as Brick & Click Retail Platform®, Modern Distribution Platform®, Rezopia Digital Travel Platform®, Kartopia E-commerce Platform®, Halosys enterprise development automation Platform®, and CTRM Commodity trading and risk management Platform®, KODO - AI powered customer experience(CX) Platform, Sonata's Platformation realization services have been specifically designed so that implementation of services on Microsoft Dynamics 365, Microsoft Azure, AWS, Cloud Engineering, Managed Services as well as on new digital technologies like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security, deliver to the Platformation promise. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.



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