Industry Overview Metal ...

Michael Gerold, Mill Products & Mining, May 2015
... and Mining

Michael Gerold, Mill Products & Mining, May 2015
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Metal & Mining Industries

• SAP Industry Setup
• Drivers & Trends
• SAP Footprint
• Co-Innovation & Communities
• Solutions
• Partner & Competition
• Recent Customer Cases & Activities
• Summary
Industry Mill Products & Mining

Industry coverage

**Forest Products**
- Solid Wood
- Plywood
- Particle Board

**Mining, Non Ferrous Met.**
- Mining
- Copper
- Aluminum

**Cement & Concrete**
- Cement
- Ready Mix Concrete
- Concrete Products
- Aggregates

**Pulp & Paper**
- Brown Paper
- Fine Paper
- Hygiene

**Primary Metals**
- Flat Steel
- Long Steel
- Aluminum

**Packaging**
- Paper Packaging
- Plastic Packaging
- Aluminum Packaging
- Glass Packaging

**Fabricated Metals, Cable**
- Metal Service Centers
- Cable
- …

**Building Products**
- Bathroom
- Windows
- Ceramics

**Textiles**
- Yarn & Fibres
- Fabric
- Carpet & Rugs
Industry Team - Mill Products & Mining
Making sure that SAP solutions fit for the industry

The IBU is within SAP the leading global organization for a specific industry segment

IBU Mill Products & Mining Locations
- Vancouver
- Atlanta
- Fort Myers
- Walldorf
- Munich
- Moscow
- Delhi

The IVEs are within SAP the leading Local and regional organization for a specific industry segment
Metal & Mining Industries

- SAP Industry Setup
- Drivers & Trends
- SAP Footprint
- Co-Innovation & Communities
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Steel Intensity Curve
Indicator for steel demand

2011 Per Capita Steel Intensity Curve

Situation & Outlook

- Developed countries show already decline in per capita steel demand
- Growth countries with increasing population and improving GDP/capita will follow curve and are drivers for steel demand

⇒ Overall quantity of steel in lifecycle will increase, most addition will be driven by high population in South East Asia

Source: http://hk.amegroup.com/Website/FeatureArticleDetail.aspx?faId=25
Risk Radar for Mining and Metals and SAP Solution Coverage

Finance
- Simple Finance with BW and BPC
- Simple Finance w/ Central Journal

BI / Analytics
- BW on HANA
- Geospatial & Predictive
- Analytics with Lumira

Asset Operations & Maintenance
- Predictive Maintenance
- Manufacturing Integration & Intelligence on HANA

Mining Operation & Downstream Processing
- SAP BP for Mining
- Multiresource Scheduling

Ariba Business Network

Human Resources
- SuccessFactors
- Contingent Workforce Management

Bulk & Non-Bulk Transportation
- Transportation Management
- Traders and Scheduler Workbench

Commodity Management

Project and Portfolio Management
- Project System
- Portfolio & Project Management
- Commercial Project Management

Enterprise Threat Detection

Fraud Management
Metal & Mining Industries

- SAP Industry Setup
- Drivers & Trends
- **SAP Footprint**
- Co-Innovation & Communities
- Solutions
- Partner & Competition
- Recent Customer Cases & Activities
- Summary
Mining & Metals
Selected SAP Customer Examples

Mining & Metals Value Chain
The large majority of the top steel companies run their core business processes using SAP

Top Steel Producers 2012

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Market Cap</th>
<th>Market Cap</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Acciaieritalia</td>
<td>62.6</td>
<td>13.6</td>
</tr>
<tr>
<td>2</td>
<td>Nippon Steel &amp; Sumitomo Metal Corporation</td>
<td>47.9</td>
<td>13.5</td>
</tr>
<tr>
<td>3</td>
<td>Hoesch Group</td>
<td>42.9</td>
<td>13.2</td>
</tr>
<tr>
<td>4</td>
<td>ArcelorMittal (1)</td>
<td>42.7</td>
<td>13.0</td>
</tr>
<tr>
<td>5</td>
<td>POSCO (5)</td>
<td>59.9</td>
<td>12.7</td>
</tr>
<tr>
<td>6</td>
<td>Nippon Steel Group</td>
<td>56.4</td>
<td>12.5</td>
</tr>
<tr>
<td>7</td>
<td>Nippon Steel Group</td>
<td>52.3</td>
<td>12.2</td>
</tr>
<tr>
<td>8</td>
<td>Shougang Group (2)</td>
<td>31.4</td>
<td>12.1</td>
</tr>
<tr>
<td>9</td>
<td>JFE (3)</td>
<td>20.4</td>
<td>12.1</td>
</tr>
<tr>
<td>10</td>
<td>Anhui Steel Group</td>
<td>20.2</td>
<td>9.1</td>
</tr>
<tr>
<td>11</td>
<td>Shougang Group (2)</td>
<td>23.9</td>
<td>9.1</td>
</tr>
<tr>
<td>12</td>
<td>Tata Steel (3)</td>
<td>23.9</td>
<td>9.1</td>
</tr>
<tr>
<td>13</td>
<td>J. S. Steel (3)</td>
<td>21.4</td>
<td>6.7</td>
</tr>
<tr>
<td>14</td>
<td>Ispat (3)</td>
<td>20.1</td>
<td>6.7</td>
</tr>
<tr>
<td>15</td>
<td>Sandvik (4)</td>
<td>19.8</td>
<td>3.7</td>
</tr>
<tr>
<td>16</td>
<td>ArcelorMittal (1)</td>
<td>13.3</td>
<td>8.5</td>
</tr>
<tr>
<td>17</td>
<td>TPA Group (4)</td>
<td>10.0</td>
<td>8.5</td>
</tr>
<tr>
<td>18</td>
<td>Essar Group (1)</td>
<td>5.4</td>
<td>7.9</td>
</tr>
<tr>
<td>19</td>
<td>ThyssenKrupp (4)</td>
<td>5.1</td>
<td>7.7</td>
</tr>
<tr>
<td>20</td>
<td>Baosteel Group</td>
<td>5.1</td>
<td>7.6</td>
</tr>
<tr>
<td>21</td>
<td>Vale Group (4)</td>
<td>5.1</td>
<td>7.6</td>
</tr>
<tr>
<td>22</td>
<td>JSP Group (2)</td>
<td>5.0</td>
<td>7.2</td>
</tr>
</tbody>
</table>

The Leading Mining Companies Run SAP

Market capitalisation of major listed mining companies
At July 31 2014 (US$bn)

Metal & Mining Industries

- SAP Industry Setup
- Drivers & Trends
- SAP Footprint
- Co-Innovation & Communities
- Solutions
- Partner & Competition
- Recent Customer Cases & Activities
- Summary
Strategic Alignment with Customers and Information Sharing

Industry Advisory Council for Mining
- Metal
- Mining

SAP Mining & Metals Forum
- ASUG Special Interest Group for Mining
Join the SAP Mill Products & Mining Community


http://www.linkedin.com/groups/SAP-Mill-Products-Mining-Group-4532949

http://www.facebook.com/SAPMillProductsandMining

http://twitter.com/SAPMillMining  @SAPMillMining
Metal & Mining Industries

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SAP product portfolio evolution – powered by SAP HANA
SAP portfolio: next-generation technology for business

**Mobile**
Unwire your business to deliver secure, real-time, business-critical information – anytime, anywhere, to anyone, on any mobile device.

**Cloud**
Capture the power of the cloud – while fully integrating with on-premise investments. Empower your employees, engage customers, and collaborate with partners across business networks.

**Applications**
Run your business smarter, faster, and simpler, with an integrated suite of applications powered by SAP HANA – delivering long-term predictability and nondisruptive innovation.

**Analytics**
Explore and exploit data, find answers in real time, and make confident decisions. Harness visually compelling, easy-to-use tools on the devices of your choice.

**Database & Technology**
Simplify your IT infrastructure dramatically and drive high-value innovation by exploiting across structured and unstructured data sources.

A real-time business platform, powered by **SAP HANA**
Enable the Connected Enterprise

How can SAP® solutions enable you to change the game?

Create the connected mining enterprise by integrating operational technology into SAP business processes to gain deep insights into operational and equipment data. Collaborate with vendors and contractors through procurement and workforce management solutions in the cloud. Reduce operational and financial risk through integrated solutions from SAP and manage all modes of transportation.

What do SAP solutions help customers do?

Optimized mine operations
Optimize mining and downstream processing operations through integration and business intelligence.

Commodity supply chain management
Improve profitability through effective sales contract handling and supply chain management.

Operational risk and compliance management
Create safe and economic operations across the mining value chain.

What are the benefits?

SAP solutions help mining companies provide visibility into operations, manage commodities, and enable safe operations through:

- Real-time visibility into mine operations
- Optimized utilization of assets
- Improved commodity risk profiles
- Efficient transportation
- Efficient procurement processes through business networks
- Reduced operational risk

Why SAP?

Mining companies need to address the key challenges of commodity price volatility, operational productivity, and environment and safety. This requires a robust foundation of integrated IT and operations technology.

Key facts

62% Fewer outages
With reliability-based maintenance procedures and tools that increase asset availability*

71% Fewer accidents
With integration of safety and environmental data with asset management*

Customers

- PT Timah
- Boliden Group

Learn more

- Visit us online
- Benchmark your performance
- SAP Solution Explorer
Internet of Things and Industrie 4.0
SAP Connected Manufacturing runs Industrial IoT with Industrie 4.0 scenarios

Industrie 4.0 focuses on all manufacturing industries and leverages value inside the four industrial walls and the production networks of the enterprise. Key topics are lot size of one, flexibility, traceability, production documentation and execution leveraging seamless integrated business processes connecting the top floor with shop floor.

Internet of Things

Internal INDUSTRIAL scenario

External scenario

» All industries
» All things and devices

Industrie 4.0

» Manufacturing industries
» OT- IT Convergence
» Systems, things and devices in the Shop floor

SMART THINGS
SMART DEVICES

The external Internet of Things scenarios enable all smart devices and things to be connected wherever they are. Once connected the information can be transformed and new business scenarios can be realized.
Optimized Operations

How can SAP® solutions enable you to change the game?
SAP software helps mining companies integrate operations to gain visibility across all operational sites. With support for business intelligence and visibility into equipment health, firms detect inefficiencies as they arise and can perform proactive maintenance to maximize equipment uptime and production. Workforce management software facilitates the management of internal and contractor workers.

What do SAP solutions help customers do?

<table>
<thead>
<tr>
<th>Project and portfolio management</th>
<th>Mine operations and downstream processing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leverage a comprehensive framework to align your asset portfolio hierarchy with corporate strategy.</td>
<td>Integrate the plan-to-production process, including plant-level operations and quality management.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Asset operations and maintenance</th>
<th>Asset network</th>
</tr>
</thead>
<tbody>
<tr>
<td>Integrate maintenance planning with execution, and visualize your equipment in 3D.</td>
<td>Predict equipment outages for proactive maintenance, and manage your workforce with cloud solutions.</td>
</tr>
</tbody>
</table>

What are the benefits?
With SAP software, mining companies can align organizational strategy with their capital portfolio for more competitive business operations. Other benefits include:
- Fewer unplanned outages
- Higher utilization and product output
- Reduced spending
- Increased labor productivity

Why SAP?
SAP solutions integrate corporate business information and provide predictive and visualization features to maximize operational efficiency, equipment utilization, and production output for mining companies.

Key facts

<table>
<thead>
<tr>
<th>Effectiveness</th>
<th>-35%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Of operating equipment when managed with best-in-class software*</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Unplanned outages</th>
<th>-18%</th>
</tr>
</thead>
<tbody>
<tr>
<td>When firms use a preventive-predictive maintenance approach*</td>
<td></td>
</tr>
</tbody>
</table>

Customers

- HBIS Tangshan Iron and Steel

Learn more

- Visit us online
- Benchmark your performance
- SAP Solution Explorer
Commodity Supply Chain Management

How can SAP® solutions enable you to change the game?

SAP software supports integrated, demand-driven business by enabling mining companies to base production and sales plans on current financial data. Commodity management software facilitates contract management and execution of sales and purchases and provides risk management tools. Help for advanced shipment planning increases the efficiency of shipment processes, including full visibility of status and costs.

What do SAP solutions help customers do?

Demand-driven business planning
Integrate sales, inventory, and operations planning to enable collaborative decision making.

Commodity management
Manage commodity sales, procurement, and price risk while adhering to compliance rules.

Bulk and non-bulk transportation
Plan and execute bulk and non-bulk shipments with full visibility into status and costs.

What are the benefits?

With SAP software, mining companies can manage sales and supply chains efficiently, meet customer commitments, and lower financial risk linked with commodity sales. Benefits are:
• More accurate contract fulfillment and invoicing
• Reduced financial risk
• Efficient collaborative planning and execution of shipments
• Reduced transportation costs with more accurate costing

Why SAP?
SAP offers a comprehensive portfolio of integrated solutions that increase process efficiency and enable demand-driven business planning, strategic sourcing, commodity management, and cost-effective management of procurement and transportation.

Key facts
Sales quote errors
-65%
When orders are priced in real time using matrix-based rules*

-14%
Expedition
Of shipments when planning is integrated with sales order software*

Customers
► Aurubis
► Nizi
► SMART Modular Technologies
► Cargill

Learn more
► Visit us online
► Benchmark your performance
► SAP Solution Explorer
Sourcing and Procurement

How can SAP® solutions enable you to change the game?
Sourcing and procurement software from SAP helps streamline the procurement processes of any organization, driving compliance and control while cutting costs and risks. The software offers a pleasurable and efficient shopping experience for your business users, with automated approval flows and integration with the world’s largest business network.

What do SAP solutions help customers do?

<table>
<thead>
<tr>
<th>Strategic sourcing and supplier management</th>
<th>Direct procurement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage and collaborate with your suppliers effectively and meet aggressive savings targets.</td>
<td>Mitigate risk by managing all your direct procurement activities in one place.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Self-service procurement</th>
<th>Contingent workforce management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enable simple Web ordering and automate approval flows.</td>
<td>Manage your contingent labor efficiently and track spend on flexible workforce.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Services procurement</th>
<th>Travel management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Achieve control and visibility over complex services spend categories.</td>
<td>Automate and simplify the travel planning, booking, and expense management process and cut costs.</td>
</tr>
</tbody>
</table>

What are the benefits?
Sourcing and procurement software from SAP can transform businesses through:
• Better collaboration with suppliers and excellent sourcing and procurement processes
• Smoother operations with improved spend insights and higher compliance

Why SAP?
SAP solutions connect processes for a variety of industry value chains by integrating horizontal lines of business with industry-specific solutions on premise, in the cloud, and through mobile devices.

Key facts

-70% Operating costs
With closed-loop sourcing and procurement software from SAP

+60% Order compliance
With suppliers and terms working through the business network

Customers

► ABN-AMRO
► Clariant
► Caesars Entertainment
► GlaxoSmithKline
► Rio Tinto
► Sunrise Communications

Learn more

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► Benchmark your performance
► SAP Solution Explorer
Analytics Technology

How can SAP® solutions enable you to change the game?
Analytics solutions from SAP let you to extract real meaning from your data and use it to drive growth. They help you understand your business and drive better decisions, explore and present data to reveal new insights, and confidently anticipate what comes next. With analytics solutions from SAP, you can strategize, plan, and monitor your success, and better understand how to balance risks and opportunities.

What do SAP solutions help customers do?

**Business intelligence**
- Enhance your organization's business intelligence.

**Predictive analytics**
- Identify opportunities and expose risks buried in vast amounts of data – all in real time.

**Enterprise performance management**
- Execute better on your strategy.

**Data discovery and visualization**
- Help business people of all skills to better understand data and use it to engage their audience.

**Governance, risk, and compliance**
- Reap the rewards of effective risk and compliance management – with less effort and expense.

What are the benefits?
With analytics solutions from SAP, companies are able to create business value by:
- Increased quality of information from their data
- Optimized performance and reduced risk

Why SAP?
SAP solutions connect processes for a variety of industry value chains by integrating horizontal lines of business with industry-specific solutions on premise, in the cloud, and through mobile devices.

Key facts

- **13x ROI**
  - Through investment in analytics

- **28% Reduction**
  - In customer churn rate

Customers
- AAA
- City of Boston
- Sharp Electronics
- Daimler Trucks
- SA Health

Learn more
- Visit us online
- Benchmark your performance
- SAP Solution Explorer
Mobile Technology

**How can SAP® solutions enable you to change the game?**
With mobile solutions from SAP, organizations can virtualize, accelerate, and transform business with a comprehensive platform-based offering. They can build, deploy, and manage industry-specific mobile apps and analytics for the entire enterprise. They can also readily deploy and support apps to multiple devices.

**What do SAP solutions help customers do?**

**Enterprise mobility management**
- Safeguard corporate data at the device, app, and content levels.

**Application development platform**
- Quickly build and deploy mobile apps with an industry-leading mobile app development platform.

**Messaging services**
- Engage consumers through mobile technology to drive sales, loyalty, awareness, and revenue.

**Mobile apps**
- Liberating data, accelerating business processes, speed decision making, and engage with consumers.

**What are the benefits?**
SAP solutions enable companies to combine SAP business process expertise with leadership in mobile, Big Data, and cloud to gain competitive advantage through:
- Optimized safeguards for corporate data
- Real-time customer engagement through mobile devices
- Increased loyalty and awareness
- Maximized revenue and productivity
- Optimized application design and deployment processes

**Why SAP?**
SAP is an enterprise mobility leader that provides end-to-end mobile solutions that align with cloud, mobile, Big Data, and social networks.

**Key facts**
- **Operating margins:** +24%
  - Where enterprise mobility is embedded in all business processes*
- **Employee productivity:** +40%
  - Where mobile access is provided to employees across all levels*

**Customers**
- Hallmark
- Société de Transport de Montreal

**Learn more**
- Visit us online
- Benchmark your performance
- SAP Solution Explorer
Metal Industries
# Value Map 2015 for the Metal Industry (Mill Products)

## Differentiate in Commodity Markets

### Profit-Driven Supply Chain
- Profit-Driven Business Planning
- Supply, Production, and Order Response Management
- Real-Time Network and Manufacturing Insights
- Efficient Logistics and Order Fulfillment
- Commodity Management

### Plant and Asset Operations Excellence
- Production Execution and Visibility
- Asset Operations and Maintenance
- Asset Network
- Environment, Health, and Safety
- Quality Management and Compliance

### Sustainable Customer Relationships
- Strategic Marketing
- Order to Cash Including Configurable Products
- Cross-Channel Commerce
- Differentiating Service

---

### Human Resources
- Core Human Resources and Payroll
- Talent Management
- Time and Attendance Management
- Workforce Planning and Analytics

### Finance
- Financial Planning and Analysis
- Accounting and Financial Close
- Treasury and Financial Risk Management
- Collaborative Finance Operations
- Enterprise Risk and Compliance Management

### Procurement Excellence
- Strategic Sourcing and Supplier Management
- Direct Procurement
- Self-Service Procurement
- Services Procurement
- Travel Management

### Technology Platform
- Enterprise Technology
- Analytics Technology
- Mobile Technology
- In-Memory Technology
# Solution Highlights for Mill Products

<table>
<thead>
<tr>
<th>Commodity Management</th>
<th>Supply Chain &amp; Logistics</th>
<th>Plant &amp; Asset Operations</th>
<th>Customer Relationship</th>
<th>BI / Analytics</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Simple Finance with Central Journal</td>
<td>- APO PP/DS on ERP on HANA</td>
<td>- MII on HANA</td>
<td>- Cloud for Customer</td>
<td>- Geospatial &amp; Predictive</td>
</tr>
<tr>
<td></td>
<td>- Transportation Management</td>
<td></td>
<td></td>
<td>- Self-Service Analytics with Lumira</td>
</tr>
</tbody>
</table>

**Commodity Management**
- Simple Finance with embedded BW and BPC
- Simple Finance with Central Journal

**Supply Chain & Logistics**
- Sales & Operations Planning
- APO PP/DS on ERP on HANA
- Transportation Management

**Plant & Asset Operations**
- Predictive Maintenance
- MII on HANA

**Customer Relationship**
- Hybris B2B / B2C
- Cloud for Customer

**BI / Analytics**
- BW on HANA
- Geospatial & Predictive
- Self-Service Analytics with Lumira

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Mining
Value Map 2015 for Mining
Enable the Connected Mining Enterprise

### Optimized Mine Operations

- Project and Portfolio Management
- Mine Operations and Downstream Processing
- Asset Operation and Maintenance
- Asset Network

### Commodity Supply Chain Management

- Demand-Driven Business Planning
- Commodity Management
- Bulk and Non-Bulk Transportation

### Operational Risk and Compliance Management

- Environment, Health and Safety
- Product Safety and Stewardship

#### Human Resources

- Core Human Resources and Payroll
- Talent Management
- Time and Attendance Management
- Workforce Planning and Analytics

#### Finance

- Financial Planning and Analysis
- Accounting and Financial Close
- Treasury and Financial Risk Management
- Collaborative Finance Operations
- Enterprise Risk and Compliance Management

#### Procurement

- Strategic Sourcing and Supplier Management
- Direct Procurement
- Self-Service Procurement
- Services Procurement
- Travel Management

#### Information Technology

- Enterprise Technology
- Analytics Technology
- Mobile Technology
- In-Memory Technology

Solution Explorer
Solution Highlights for Mining

Commodity Management

Finance
- Simple Finance with embedded BW and BPC
- Simple Finance with Central Journal

Human Resources
- SuccessFactors

Procurement
- Ariba Business Network
- Contingent Workforce Management

Supply Chain & Logistics
- Sales & Operations Planning
- Transportation Management

Asset Operations & Maintenance
- Predictive Maintenance
- MII on HANA

BI / Analytics
- BW on HANA
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- Self-Service Analytics with Lumira
Metal & Mining Industries

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- Solutions
- Partner & Competition
- Recent Customer Cases & Activities
- Summary
NLMK Steel
Russian Steel Company replaces Oracle platform with SAP HANA

Product: SAP Business Suite powered by SAP HANA

Business Challenges
• NLMK is challenged by a high data growth on top of huge data volumes. They required a replacement of their ERP database to handle larger volumes with high performance.

Solution
• Proof of Concept to upgraded platform and migrated database to SAP HANA

Technical
• Three largest tables > 500 million entries
• Top 20 tables >100 million entries
• Daily growth of 8GB or 240GB per month

Benefits
• Accelerates both transactions and analytics
• New possibilities with interface and analytics

13,000x faster data
custom reports

5x faster standard ERP
transactions

New Business
Processes

“ERP on HANA Works!”
Paul Shulga, Head of Corporate Information Systems, NLMK Steel

<table>
<thead>
<tr>
<th></th>
<th>Oracle</th>
<th>SAP</th>
<th>Optimized ERP on HANA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Custom Reporting</td>
<td>3.5 days</td>
<td>257</td>
<td>24 seconds</td>
</tr>
<tr>
<td>FI Turnover</td>
<td>~7 minutes</td>
<td>250</td>
<td>21 seconds</td>
</tr>
<tr>
<td>Standard Transactions</td>
<td></td>
<td></td>
<td>~5 x</td>
</tr>
</tbody>
</table>
Severstal: Empowering Teams Worldwide with Real-Time BI Enabled by SAP HANA® and SAP® MaxAttention™

Company
Severstal JSC

Location
Cherepovets, Russia

Industry
Mill products – steel production and mining

Products and Services
Steel production and mining

Employees
61,000

Web Site
www.severstal.com

Partners
SAP® Active Global Support organization,
SAP MaxAttention™ services

Top objectives
• Make real-time analysis of huge volumes of data available company-wide
• Support business process optimization with faster, simpler reporting
• Reduce IT management complexity, effort, and cost

Resolution
• Partnered with the SAP Active Global Support organization to transition to the SAP HANA® platform
• Tested performance gains using actual data volumes prior to deployment
• Partnered with SAP MaxAttention services to optimize data availability and management and enable on-schedule deployment

Key benefits
• Real-time reporting and analysis of large data volumes
• Self-service and mobile business intelligence (BI) to support fast, efficient business processes
• Simplified, efficient BI infrastructure management

Up to
100x
Faster reporting

35%
Average reduction in data upload time

250%
Improvement in data compression

“The transition to SAP HANA creates new opportunities for transformation across the company, and expertise provided by SAP MaxAttention has helped make that transition successful.”

Yuriy Shakhnovskov, CIO, Severstal JSC
Top objectives
- Establish a stable and reliable IT platform for growth with partners that are innovating in the mining industry
- Reduce business and legal risks related to data quality and reliability
- Replace a relatively new enterprise resource planning (ERP) system that did not meet expectations for performance and functionality
- Reduce operational and overhead costs

Resolution
- Worked with SAP and Illumiti, gold-standard partners for software for the mining industry globally
- Implemented an SAP® Business All-in-One solution, best-in-class ERP software, as a single system operating sites in Mexico and managed centrally in Canada

Benefits
- Massive reduction in time to execute operational processes due to integration and a simple user interface
- Much higher confidence in the data integrity, reliability, and quality
- Fast performance that sped up training and improved user satisfaction

"In only four months, SAP and Illumiti provided Great Panther Silver a stable, easy-to-use, state-of-the-art software platform that we can use to grow and innovate at our own pace. The performance improvement was like night and day."

David Asher, VP Technology Services, Great Panther Silver Limited

90%
Faster retrieval of finance reports (from 10 minutes to 1)

80%
Time savings for goods issued

70%
Time savings for purchase order (PO) creation

30%
Faster and easier PO approvals

20%–30%
Faster reporting on key warehouse transactions

50%
Faster creation and posting of journal entries (from 10 minutes to 5)

66.7%
Less time to close the books (from 3 weeks to 1 week)
Metal & Mining Industries

- SAP Industry Setup
- Drivers & Trends
- SAP Footprint
- Co-Innovation & Communities
- Solutions
- Partner & Competition
- Recent Customer Cases & Activities
- Summary
Summary – SAP solutions for the Metal & Mining Industries

Best-in-Class Solutions

- Metal & Mining industry specific solutions
- Fully integrated, end-to-end processes
- Flexible, scalable IT platform that supports business growth
- Clearly defined roadmap
- Long-term support commitment
- Lower Total Cost of Ownership

Industry Focus

- >35 years experience in the metal and mining industry
- Customers in metals & mining run SAP
- Dedicated global Industry Business Unit
- Executive Advisory Council driving industry co-innovation
Key links for more information

**SAP Service Marketplace**
- SAP Roadmaps
- SAP Improvements & Innovations
- SAP Release, Upgrade and Maintenance Information
- SAP Rapid Deployment Solutions

**Mill Products Info**
- SAP Solution Explorer - Mill Products
- Mill Products on www.sap.com
- Metals on www.sap.com

**Mill Products User Groups**
- ASUG - Special Interest Group Mill Products
- DSAG - Workgroup Mill Products
- SAP Configuration Workgroup

**Communities**
- Mill Products on SAP Community Network
- Mill Products group on Linked In
- Mill Products on twitter
- Mill Products on Facebook
Thank You!

Michael Gerold
Industry Principal
Mill Products and Mining EMEA & MEE

SAP

T +49 (6227) 7 77671
M +49 (160) 36 03 905
E M.Gerold@sap.com

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