

The logo for Flexso features a stylized white symbol on the left, resembling a lowercase 'f' with a loop at the top and a hook at the bottom. To the right of this symbol is the word "Flexso" in a clean, white, sans-serif typeface. The entire logo is centered on a solid blue background.

Flexso



Björn Jiroflé

Solution Architect S/4HANA Cloud
SAP S/4HANA Public Cloud Lead

15 Years



6 Years





We are Flexso,
experts in SAP



Flexso today



> 500
SAP experts



> 75
Million euro



> 200
Active customers



> 9.000
Cronos consultants



15%
Growth per year



< 5%
Attrition



> 50
Countries



100%
Organic growth

Offices



Antwerp



Ghent



Louvain-La-Neuve



Lummen



Luxembourg



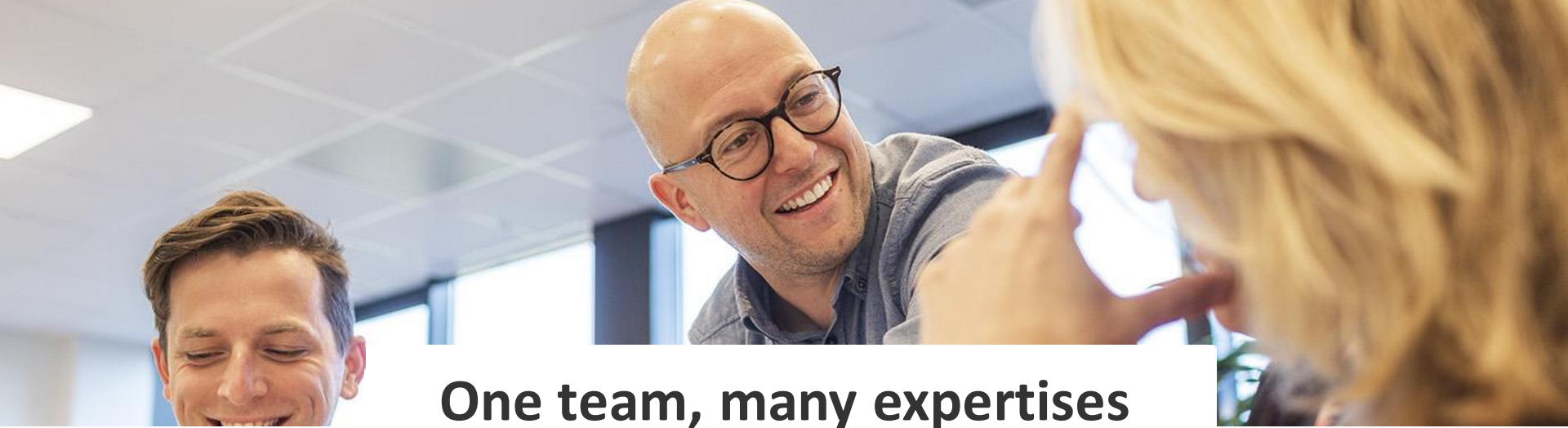
Utrecht



Vienna



International



One team, many expertises

The heart of your business is a powerful ERP system that connects all business processes. As an end-to-end SAP partner, we also look beyond your ERP to take your company to the next level.

ERP

Enterprise
Resource Planning

DSC

Digital
Supply Chain

HR

Human
Resources

CX

Customer
Experience

Data

Analytics &
Insights

Technology

Digital
Innovation

Long term partnerships

BASED ON OUR EXCELLENT REPUTATION WE MAKE NEW CUSTOMERS EVERY YEAR

AgriSto
we love potatoes

Aji
AJINOMOTO

obru
Passion for Fabrics

drylock
TECHNOLOGIES

BEKAERT
better together

AMPLEON

Puratos
Reliable partners in innovation

**UNIVERSITEIT
GENT**

umicore

**Degroof
Petercam**

WATERLEAU

BRIDGESTONE

BOREALIS

My FARYS

Kiremko
Food Processing Equipment

umec

ODTH
FIRST CLASS LOGISTICS

VIGO
helping people move on

KU LEUVEN

Ravago

nmc

Spadel

biobest
SUSTAINABLE CROP MANAGEMENT

etex

PRAYON

SERAX

**Port of
Antwerp
Bruges**

Flexso

The future is cloud





Vision SAP

Augustus 2023

*“It's very important to emphasize that SAP's **newest innovations** and capabilities will only be delivered in **SAP public cloud** and **SAP private cloud** using RISE with SAP as the enabler. This is how we will deliver these innovations with speed, agility, quality and efficiency. Our **new innovations will not be available for on-premise or hosted on-premise ERP customers on hyperscalers**”*

Christian Klein – CEO SAP.



GROW WITH SAP

Adopt cloud ERP,
quickly and confidently

What are you facing?

**A lack of agility
to adapt**

**Inefficient,
disconnected processes**

**Lack of transparency
+ automation**

**Concerns with
digital security**

**Having outgrown
your current systems**

With SAP, you can...

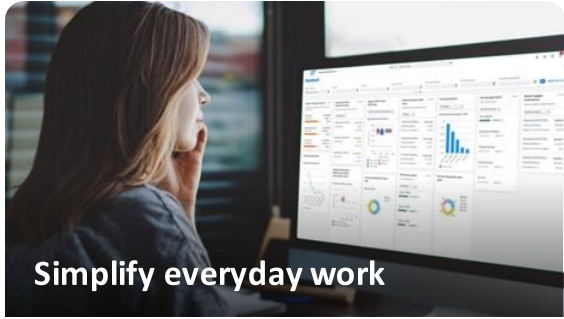
Quickly deploy new business models, adjust organizations, and expand globally

Align and automate business processes based on proven industry best practices

Understand the most critical issues, understand impact, and automate resolution

Get peace of mind with continuous security and compliance updates

Adopt a ready-to-run ERP that will grow with you



Optimized user experience

Embedded collaboration

Automation with AI



Full-featured ERP

New business models

Global expansion

Organizational agility

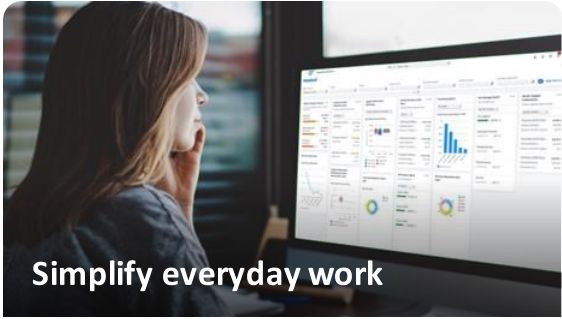


Cloud native best practices

Accelerated go live

Extend and integrate

Run with confidence



Simplify everyday work

Optimized user experience

Embedded collaboration

Automation with AI



Grow your business

Full-featured ERP

New business models

Global expansion

Organizational agility



Secure your success

Cloud native best practices

Accelerated go live

Extend and integrate

Run with confidence

Simplify everyday work

with an intuitive, personalized, intelligent,
and collaborative user experience

SAP User Experience in SAP S/4HANA Cloud Public Edition

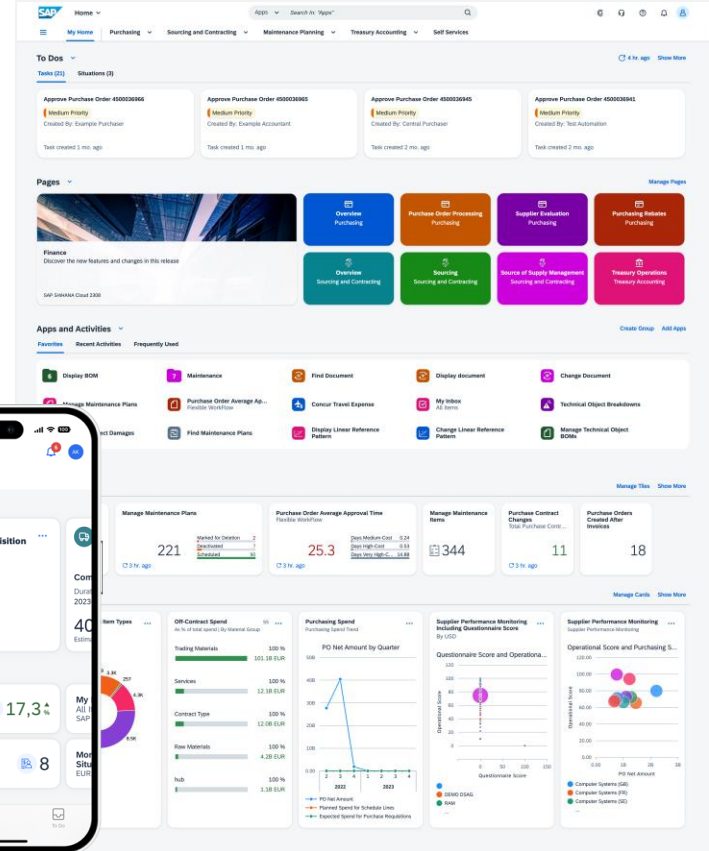
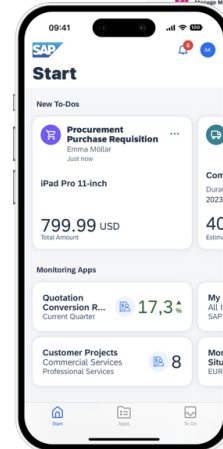
Intuitive

Collaborative

Personalized

Mobile

Intelligent



Simplify everyday work

with an intelligent, collaborative, and automated user experience

Collaborative ERP | Collaborate seamlessly from SAP S/4HANA Cloud Public Edition

“Share as Chat”

Sharing real-time ERP data into a Teams chat, including all filter values, with all users having authorization

“Share as Tab”

Sharing real-time ERP data into Tabs of Microsoft Teams channels, groups, and chats

“Share as Card” (planned February 2024)

Builds on ‘Share as Chat and allows recipient directly edit data in SAP S/4HANA Cloud Public Edition from the Collaborative Stage View within Microsoft Teams

The screenshot displays the SAP S/4HANA Cloud Public Edition interface for managing sales orders. The main window shows a 'Manage Sales Orders' screen with various filters and a table of sales orders. The table includes columns for Sales Order, Sold-to Party, Customer Reference, Requested Delivery Date, Overall Status, Net Value, and Document Date. A 'Share as Chat' button is visible in the top right corner of the SAP interface. An inset shows a Microsoft Teams chat window with a 'Share to Microsoft Teams' dialog box. The dialog box contains a Teams chat message that says 'Hi team, please take care of the SOs below:' followed by a URL and a 'Thanks' message. A 'Share' button is located at the bottom right of the dialog box.

| Sales Order | Sold-to Party | Customer Reference | Requested Deliv... | Overall Status | Net Value | Document Date |
|-------------|---------------------------|--------------------|--------------------|----------------|----------------|---------------|
| 376188 | Inland Corp (100029) | 20230625 | 09/25/2023 | Open | 94,438.00 USD | 09/25/2023 |
| 376188 | NK Bikes-5 (100029) | 20230625 | 09/25/2023 | Open | 123,304.00 USD | 09/25/2023 |
| 376187 | Tech Bike Corp-W (100029) | 20230625 | 09/25/2023 | Open | 709,137 USD | 09/25/2023 |

Our business AI is embedded across the portfolio

Relevant

Reliable

Responsible



Joule

A copilot that truly understands your business

Embedded AI capabilities

Cloud ERP

Supply chain management

Human capital management

Spend management and business network

Customer relationship management

Business Technology Platform

AI Foundation

on Business Technology Platform

AI ecosystem partnerships and investments



ANTHROPIC



cohere

databricks

DataRobot

Google Cloud



Microsoft

Joule

Reduce average search time across applications by up to 80% with an AI copilot that helps you work faster

Benefit from smarter insights and quick answers on demand

Achieve better outcomes when creating content, code, and more

Maintain full control over decision-making and your data privacy

The screenshot displays the SAP Joule AI copilot interface. At the top, there is a navigation bar with the SAP logo, a 'Home' dropdown, a search bar with the placeholder 'Search or ask the Digital Assistant', and user profile icons. Below the navigation bar is a large banner image of three business professionals in an office setting, with the text 'Hello, Philipp!' overlaid. The main content area is divided into two primary sections: 'To Dos' and 'Insights'.

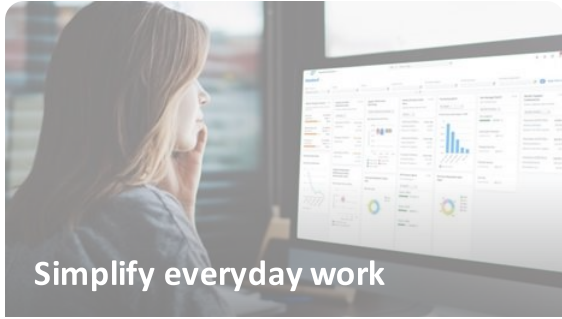
To Dos section contains four task cards:

- Procurement Purchase Requisition** by Kevin Hudemann (1 week ago): Replacement Laptop, 2,450.00 EUR. Actions: Approve, Deny.
- Expense Report Approval** by Stephan AGmus (1 week ago): Travel to Munich, 843.37 EUR. Actions: Approve, Send Back.
- Time Off Requests** by Carmen Rannefeld (1 week ago): Vacation Jul 26 – 28, 2023, 3 days. Actions: Approve, Decline.
- Time Off Requests** by Carmen Rannefeld (1 week ago): Vacation Aug 4, 2023, 1 day. Actions: Approve, Decline.

At the bottom right of the 'To Dos' section, there are links for 'View More' and 'SAP Task Center'.

Insights section contains two data cards:

- Incoming Sales Orders** (By Month | EUR): 289.1 K. Target: 266.1K, Deviation: 8.6%. Period: 4 Months.
- Open Purchase Orders** (4 of 35): 450000045 (In Approval, 2 months ago, 2.5K EUR) and 4500000033 (2 months ago).



Simplify everyday work

Optimized user experience

Embedded collaboration

Automation with AI



Grow your business

Full-featured ERP

New business models

Global expansion

Organizational agility



Secure your success

Cloud native best practices

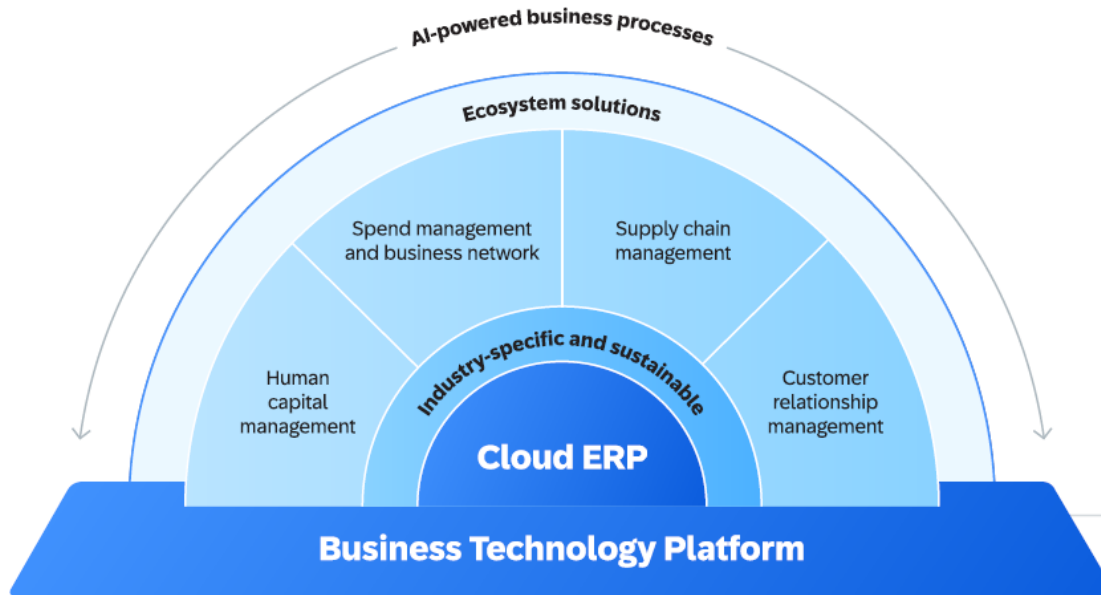
Accelerated go live

Extend and integrate

Run with confidence

Grow your business

How is SAP's SaaS Cloud ERP different?



SAP's flagship SaaS cloud ERP offering is packaged for YOU to adopt...

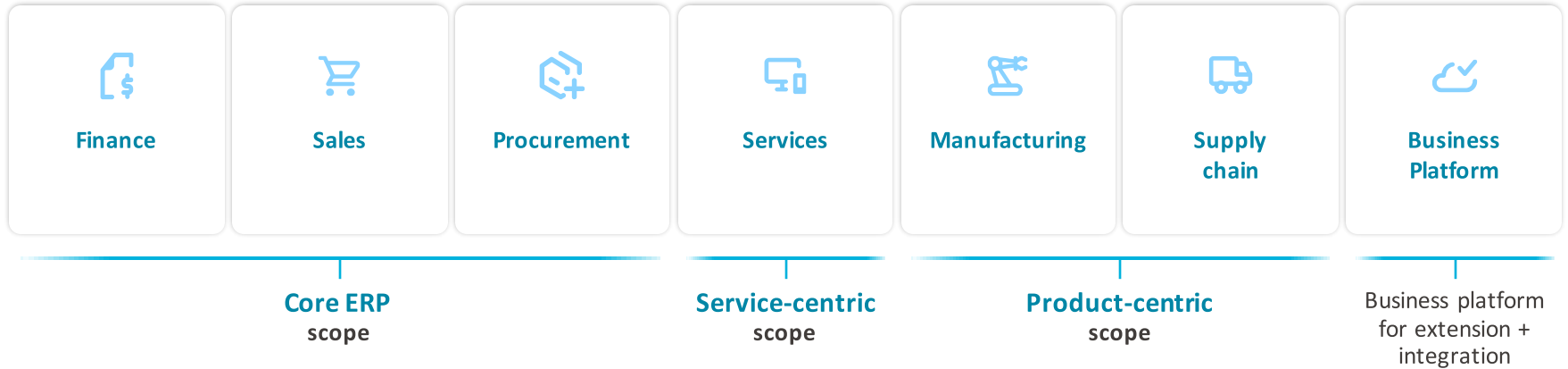
- 👤 At the center is the SaaS Cloud ERP core with 50+ years of SAP Best Practices built in
- 🔑 Offering a simple, collaborative, AI-powered user experience out-of-the-box
- 🏢 With full featured capabilities supporting a wide range of product and service-centric industries
- 🔧 Modularity to add advanced solutions for optimal TCO and ROI
- 🏗️ With a Business Technology Platform as the foundation for extension and integration
- 🚀 Deployed rapidly with preconfigured functionality and processes
- 🔄 Continuously updated by SAP so you're always on the latest version

Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

50+ years

of SAP ERP and industry experience packaged in a ready-to-run SaaS ERP



Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

Core ERP | Comprehensive core ERP for all industries

Procure to pay

Buy and receive

- Demand planning
- Sourcing and procurement
- Good receipts and inventory management

Invoice and pay

- Process incoming invoices + accounts payable
- Manage payments
- Manage working capital

Order to cash

Order and fulfill

- Sales order processing
- Deliver goods and post costs
- Deliver services

Bill and collect

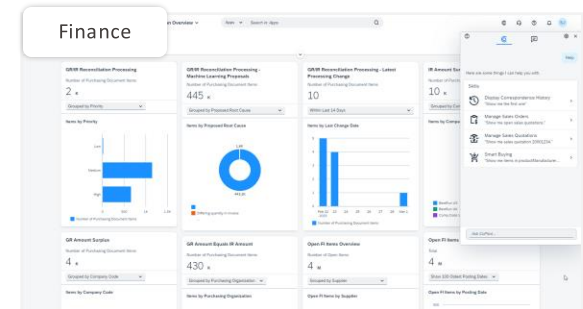
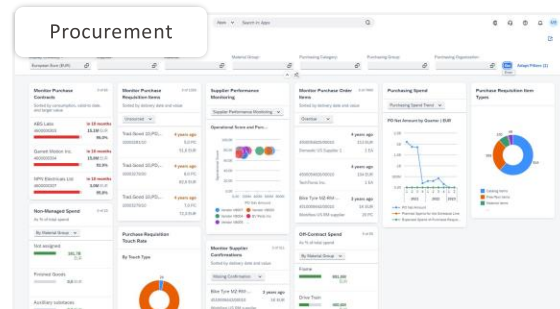
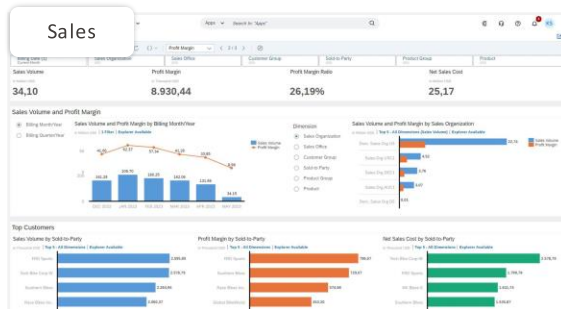
- Collect billing
- Execute invoicing and post revenue
- Collect payments

Record to report

Record to report + FP&A

- Financial accounting + close
- Management reporting
- Plans, budgets + forecasts
- Sustainability reporting

Core ERP scope



Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

Product-centric | Streamlining manufacturing

Idea to market

Procure to pay

Plan to fulfill

Order to cash

Record to report

Plan

- Handover to manufacturing
- Run demand forecasting and MRP
- Procure components
- Create and capture design

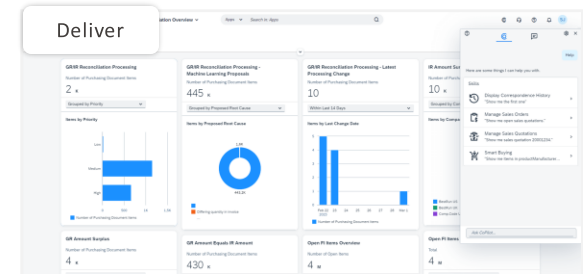
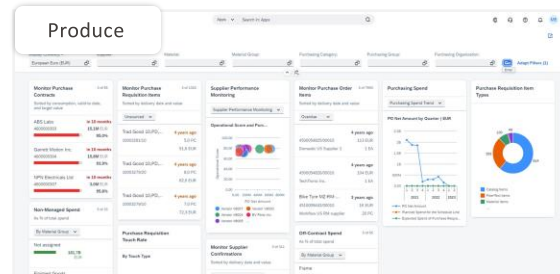
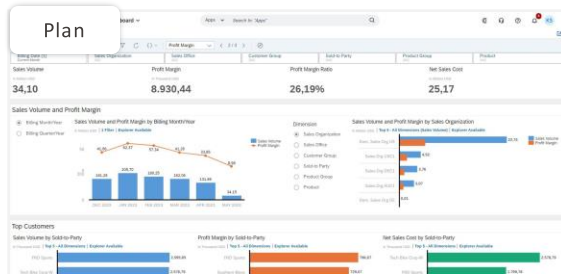
Produce

- Schedule production
- Run production of subassemblies
- Pick components and run final assembly
- Receive finished products into warehouse

Deliver

- Create quotation and receive order
- Engineered products + systems/ETO
- Plan transport, run and track outbound delivery
- Monitor warranty and react to claims

Product-centric scope | Sales, procurement, finance, manufacturing, and supply chain



Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

Service-centric | Driving service innovation

Procure to pay

Order to cash

Record to report

Sell and plan

- Bid estimates and pricing
- Quotes and subscriptions
- Solution and contracts

Setup and Staff

- Project setup
- Search for qualified resources
- Assign resources
- Report utilization

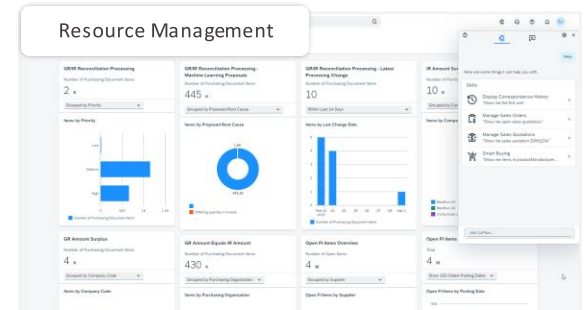
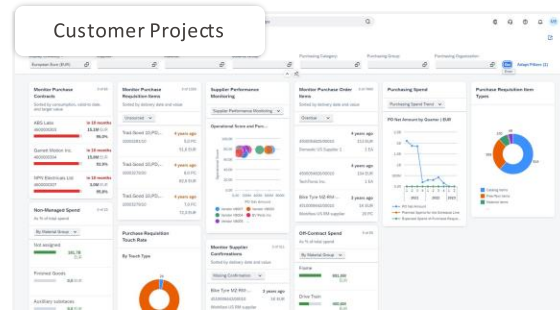
Deliver

- Time, travel, and expense recording
- Services procurement
- Revenue recognition
- Manage WIP and margins

Bill and manage

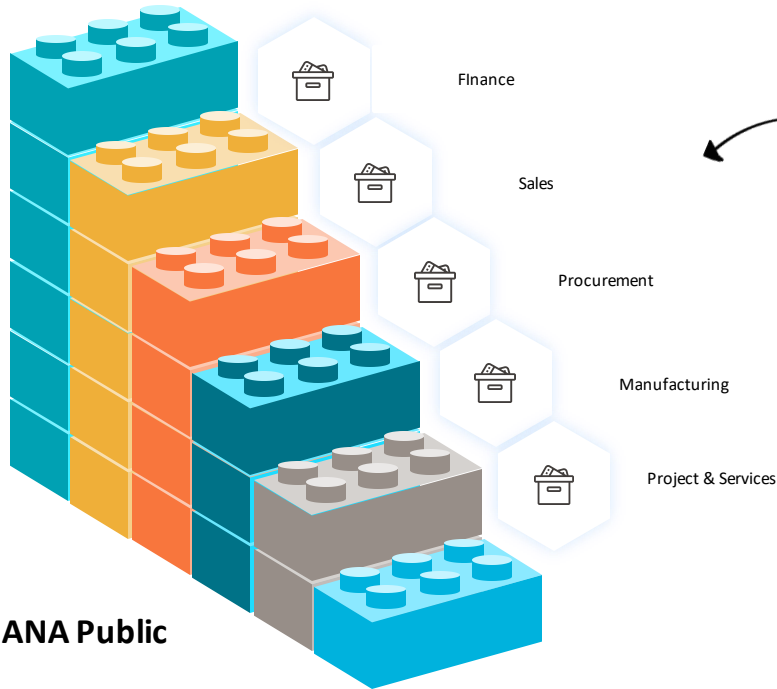
- Project billing
- Accounts receivable
- Credit and collections
- Project analytics

Service-centric scope | Sales, procurement, finance, and services



S/4HANA PUBLIC CLOUD

A modular ERP solution



SAP S/4HANA Public Cloud



S/4HANA public cloud

800 building blocks from SAP that can optimize your business processes

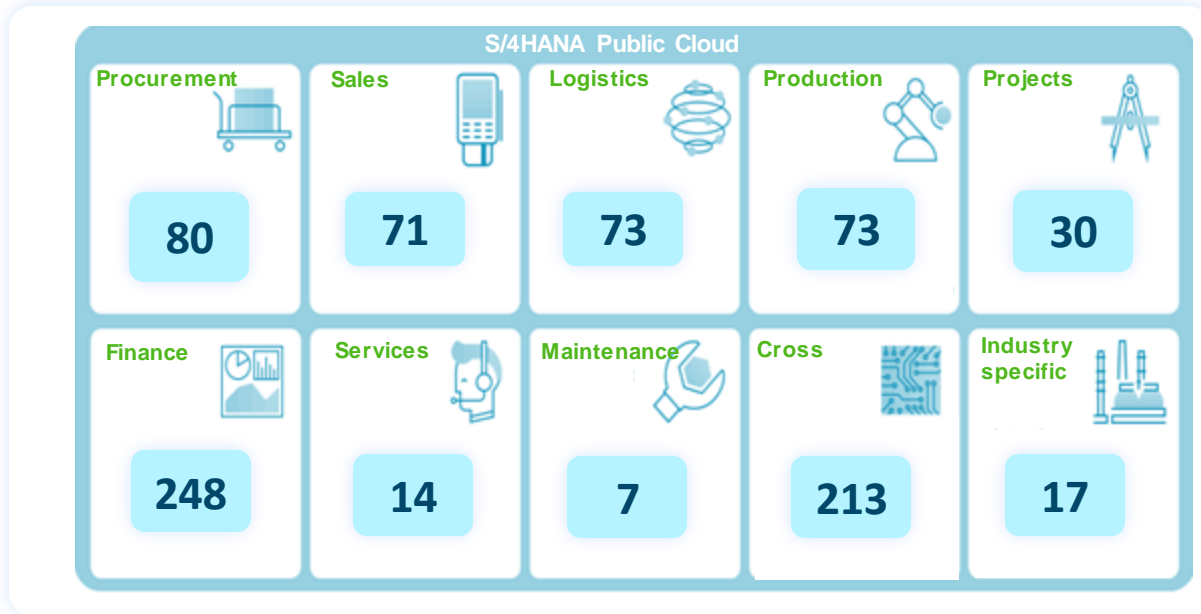


Faster innovations

“Companies that implement a modular ERP system will succeed in implementing new innovations 80% faster than their competitors”

S/4HANA PUBLIC CLOUD

800+ best practice building blocks to support Steelinvest in a flexible way



800+
best practice
building blocks



Digital Discovery workshops

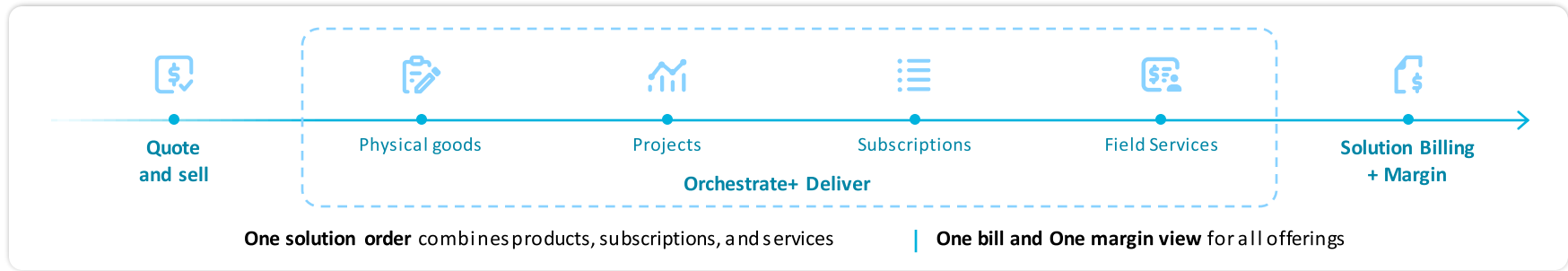
allow you to select the right building blocks needed for a quick and successful implementation

Grow your business

by enabling new revenue streams and bundled solution offerings

Increase reach and revenue by bringing new product, service, or subscription models to market

Grow with new product and service business models | Sell anything-as-a-service (XaaS)



- Add products, services, and subscriptions around your existing core offerings to generate new revenue streams
- Combine separate product and services fulfillment into bundled solution offerings for consistency and to optimize mix and margin
- Shift from product-centric or service-centric to outcome-based business models

Grow your business

with compliant expansion into new regions with the widest and deepest localization coverage of any SaaS ERP

Go global with confidence with globally-ready localizations

- **Deep:** Country-level localizations integrated end-to-end at a deep functional level
- **Compliant:** Up-to-date regulatory compliance for tax, statutory reporting, and business-to-government interactions
- **Everywhere:** Geographic coverage for 59 countries/regions in 33 languages. Expand further with localization-as-a-self-service tools

59 Local versions delivered by SAP

33 Languages supported

Any other country/region rollout with localization as a self-service for SAP S/4HANA Cloud Public Edition ⁽¹⁾

Includes content for:

Accounting

Tax

Payments

Invoicing

Reporting

¹ Current S/4HANA Cloud customers using SAP Central Business Configuration (CBC) with 3-system landscape environment can participate in [Customer Local Version early adoption program](#). Belarus, Venezuela, [embargo countries](#) and SAP delivered/planned Local Versions are excluded.

Grow your business

by streamlining Acquisitions, Divestitures and Reorganizations



Quickly integrate
new acquisitions



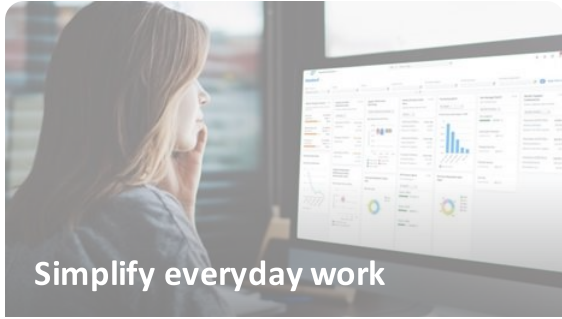
Spin off divestitures with
operational excellence



Reorganize without
missing a beat



Flexible hybrid/
two-tier scenarios



Simplify everyday work

Optimized user experience

Embedded collaboration

Automation with AI



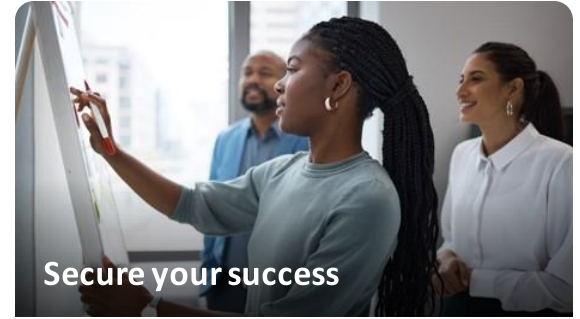
Grow your business

Full-featured ERP

New business models

Global expansion

Organizational agility



Secure your success

Cloud native best practices

Accelerated go live

Extend and integrate

Run with confidence

Secure your success

with SaaS-based tools and methodologies from first exploration through adoption and use

Best practice scope items

Represents delivered functionality and processes comprising the full scope of SAP's SaaS Cloud ERP gained from SAP's 50+ years of ERP experience



Explore

Explore and define your optimal scope with the Digital Discovery Assessment tool



Assess

Assess fit-to-standard scope with the Process Navigator including process flows, test scripts, and tutorial videos



Execute

Expedite deployment and ensure predictability with Cloud ALM tools, Activate methodology, and Baseline Activation Services



Extend

Extend and Integrate to meet YOUR differentiated requirements with no-code/pro-code Build tools and the Business Technology Platform



Run

Adopt the latest functionality including peace-of-mind security updates delivered with continuous innovation

SaaS cloud adoption from start to finish | Lower TCI and TCO; dramatic value delivered quickly

40-60%

decrease in time-to-business value

50%

reduction in consulting fees

50%

decrease in project costs

40%

reduction in TCO

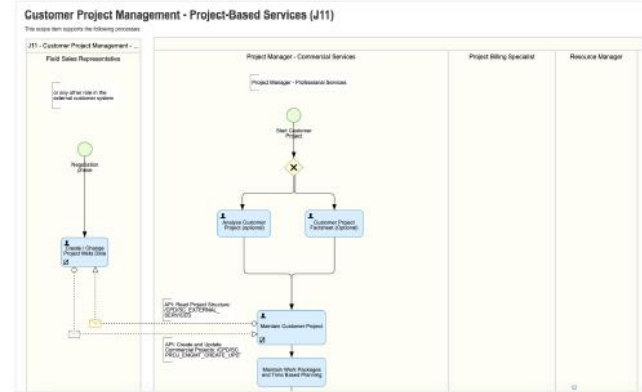
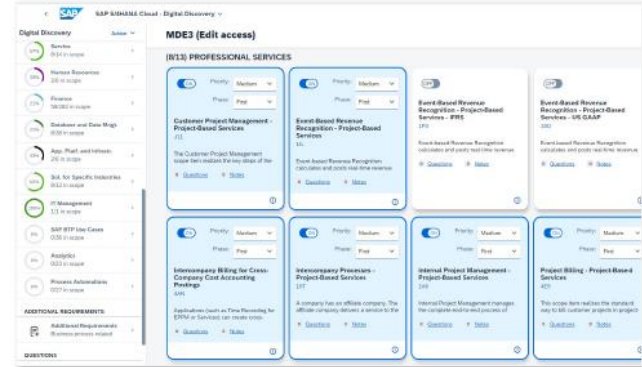
Explore and Assess

A fit-to-standard approach with discovery scoping tools and content

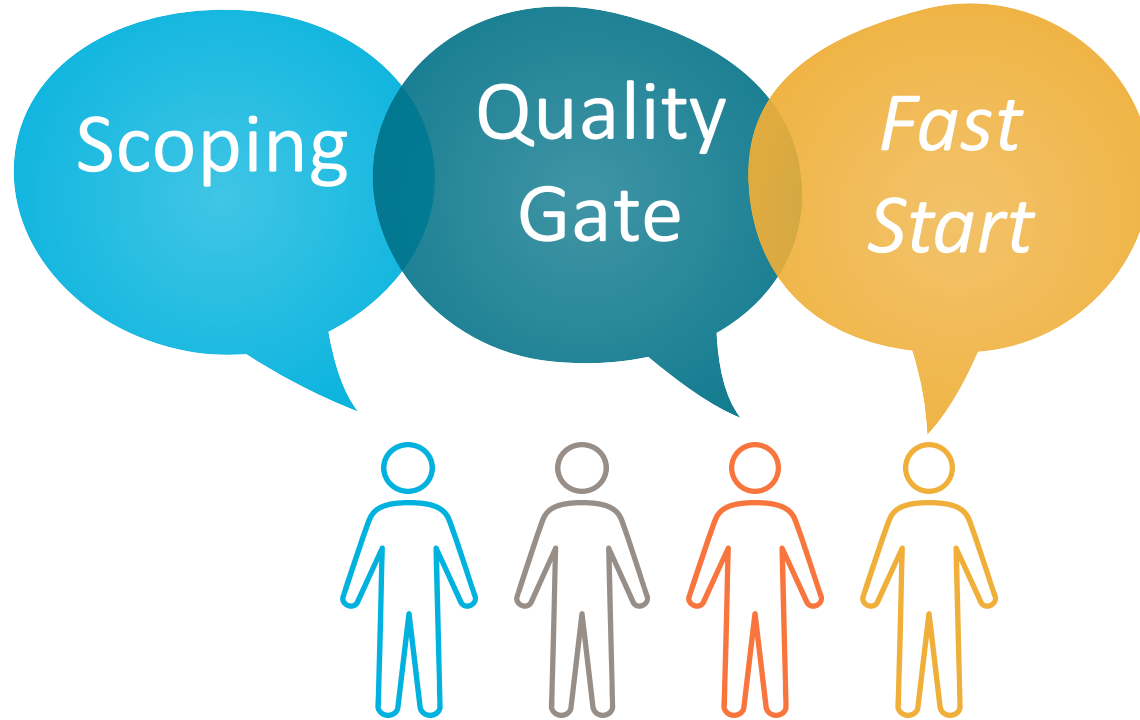
How does the Digital Discovery Assessment (DDA) help you?

It is an online collaborative platform to explore all process areas and functions.
It is the starting point for accelerating the adoption journey to help you

- **Navigate all best-practice scope items** and document the fit
- **Review best-practice documentation** linked to each scope item to understand fit including process flows, videos, tutorials, and demo scripts
- **Select pre-defined scope packages** for Finance-led Core ERP, Product-centric, and Service-centric solution scopes + adjust from there
- **Apply industry filters** to quickly identify likely scope needed within a specific industry
- **Map country localizations to scope** at a deep functional level including regulatory compliance capabilities
- **Identify integrations** and SAP Business Technology Platform use cases



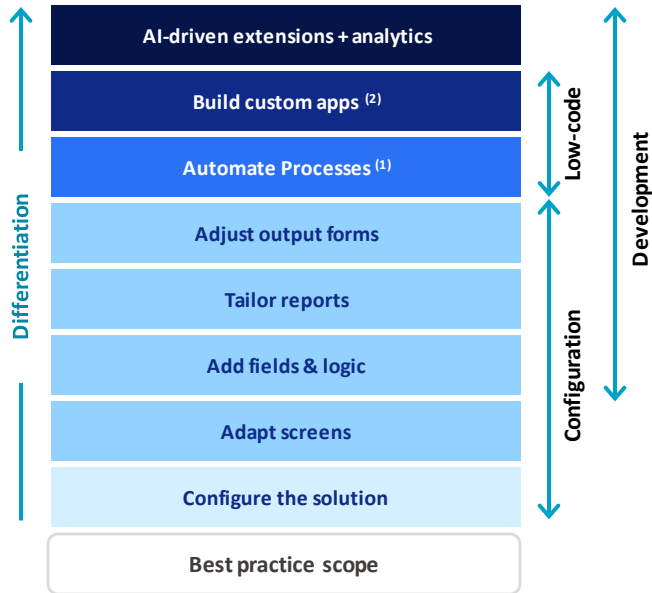
Digital Discovery Assessment



Differentiate with extensibility and integration

on a Business Technology Platform that lets you meet your differentiating requirements

Your business platform for extensibility



(1) [SAP Process Automation Content](#)

(2) [SAP Build Content](#)

Your business platform for integration

Integration Principles: predefined, open, holistic, AI-driven ⁽³⁾

750+ pre-built integrations to S/4HANA Cloud Public Edition

700+ pre-built, Open APIs ([API library](#))

6000+ reusable (CDS) Views exposed as the Virtual Data Model that are the basis for data access in analytics, applications and integrations.

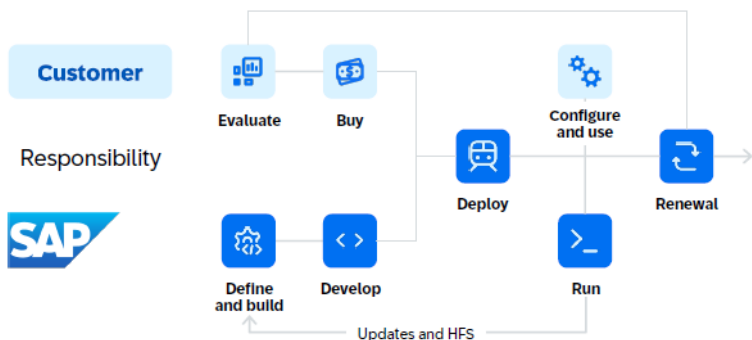
Accelerators: connectors, methodologies, standards, process maps & AI assist

Consistent security and identity management

Run with confidence

Using a full SaaS ERP that is always on the latest release

SAP takes responsibility for software updates, reducing TCO and ensuring you are always on the latest release



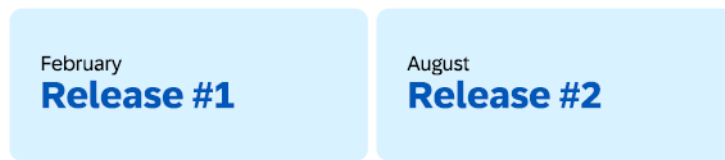
Compliance and security updates including:

- **Compliance and Certificates** like ISO 9001, 27001, data privacy + GDPR
- **Authentication and Access Control** with role-based security and SAP Cloud Identity Services
- **Auditable security** handling including change docs and access logs
- **Secure Infrastructure** including Tier 3 data centers and state-of-the-art encryption

Hotfixes delivered every two weeks

Minor updates every month for continuous enhancements

Major updates twice a year provide new features that can be turned on when you want to use them



Extend the solution without impacting ongoing operations. Three-system landscape safeguards production while your extend scope

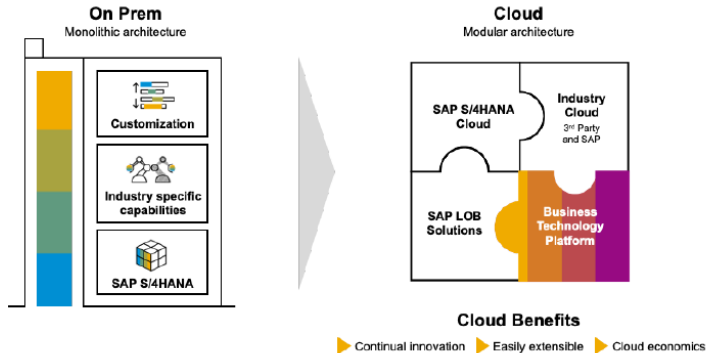


What does SAP say about the cloud?

Moving to the cloud – It's a journey not a moment in time

All customers will ultimately move to the public cloud and there are multiple journeys. It is an SAP strength we offer customers multiple paths (especially for our installed base)

Moving to the cloud – It's a journey not a destination



Customer Journey to the Cloud

All customers have different starting points

Optimize existing systems

Situation: Multi-step cloud transition

Start fresh

Situation: Single step transition

End State Cloud



Our approach



SAP Activate Implementation Approach

Traditional ERP

“Design to blueprint”

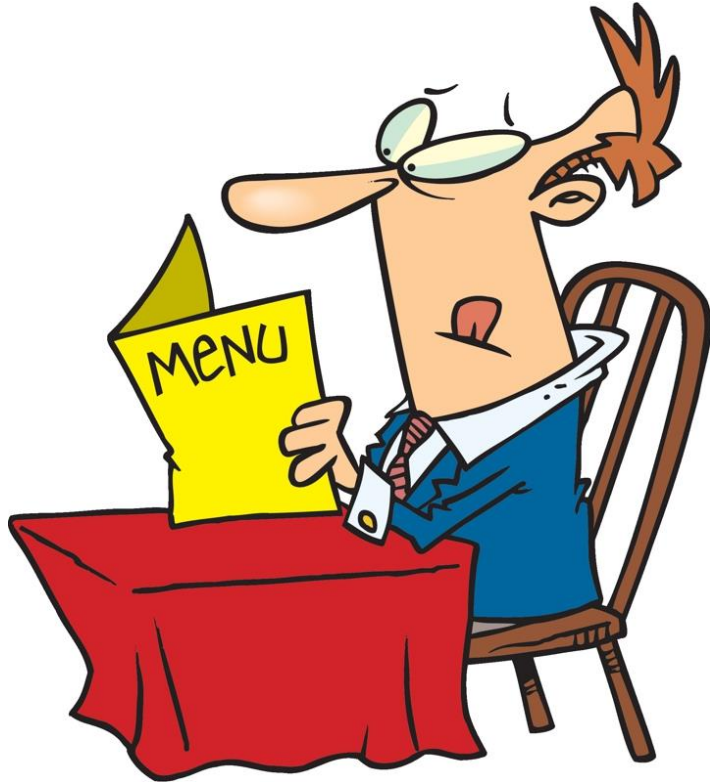
- › Consultative approach
- › Waterfall project methodology
- › Customized solution
- › Development, not configuration
- › Historically time consuming and costly



• Transformative

- “Fit-to-standard” Business **owns** the solution
- Lead with ‘**standard**’, best practices
- **Agile, Modular, Scalable**
- Rapid, **repeatable** delivery steps
- **Accelerators:** tools, templates, and content
- **Quicker and higher ROI**

Cloud Mindset

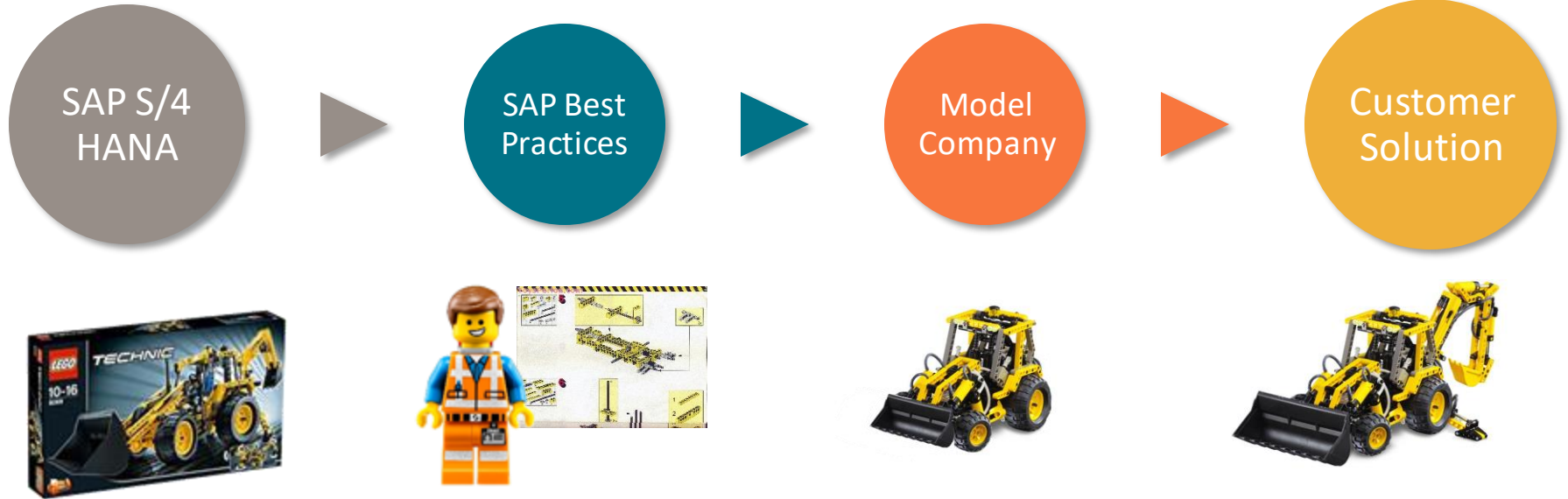


SAP View Solution Scope

| Active | Process (Scope Item) | BE |
|--------|---|----|
| ✓ | Bank Integration with SAP Financial Services Network | ✓ |
| ✓ | Intercompany Processes - Project-Based Services | ✓ |
| ✓ | Requisitioning | ✓ |
| ✓ | Activity Management in Procurement | ✓ |
| ✓ | Supplier Classification and Segmentation | ✓ |
| ✓ | Direct Debit | ✓ |
| ✓ | SAP Ariba Payables Integration | ✓ |
| ✓ | Fieldglass - Invoice Integration with Finance | ✓ |
| ✓ | SAP Ariba Sourcing Integration | ✓ |
| ✓ | Internal Project Management - Project-Based Services | ✓ |
| ✓ | Sales Rebate Processing | ✓ |
| ✓ | Make-to-Order Production - Semifinished Goods Planning and Assembly | ✓ |
| ✓ | SAP Fiori Analytical Apps for Sales | ✓ |

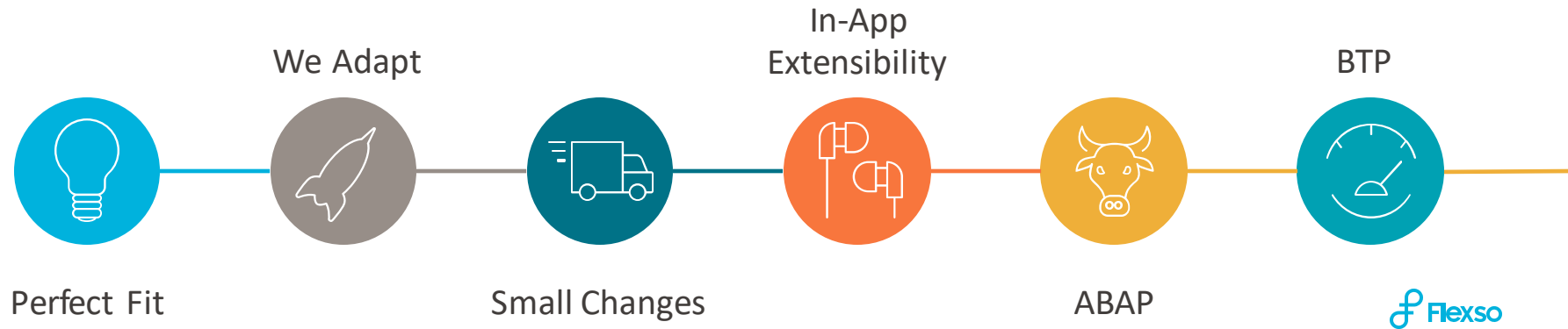
Best practice approach

Product

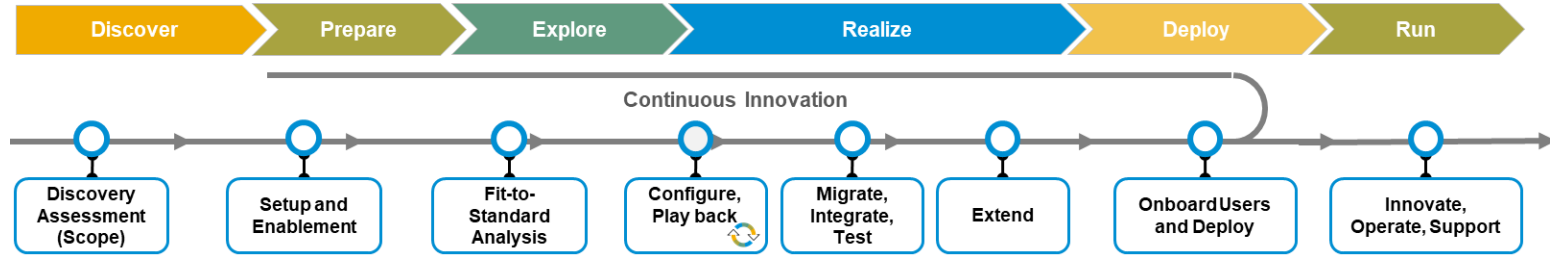


F2S workshop

“To discuss how the pre-delivered business processes fit with the customers processes and to document any required configuration and identify any delta requirements, and requirements from the business that need further refinement from technical experts.”

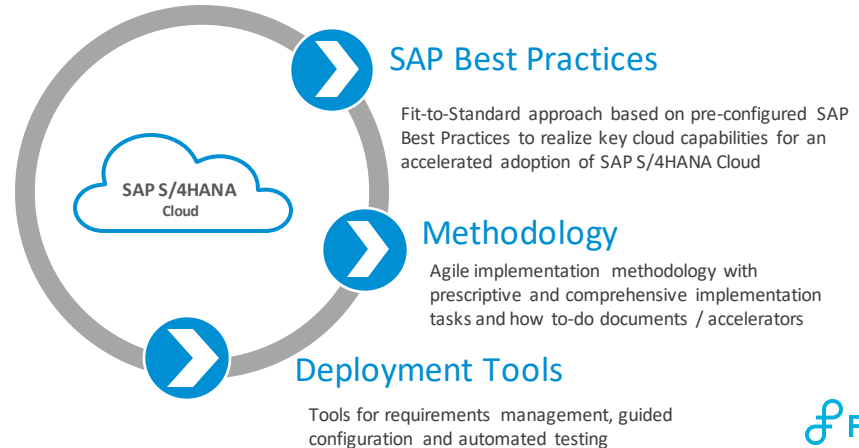


SAP Activate Implementation Approach



SAP Activate

- Is the innovation adoption framework that expedites SAP S/4HANA implementations throughout the customer lifecycle
- Supports faster, less service intensive deployments and is aiming at continuous adoption of innovations throughout the entire project lifecycle
- Supports different starting points for customers to adopt SAP S/4HANA with a new implementation





Serax

S/4HANA Public Cloud

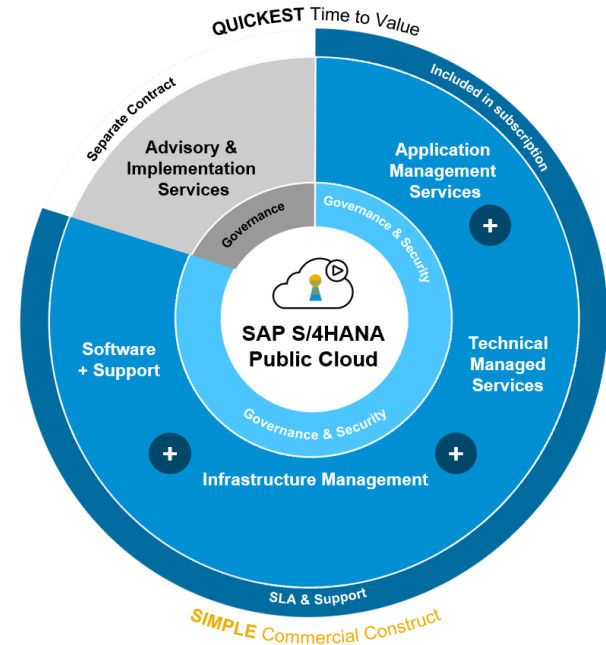
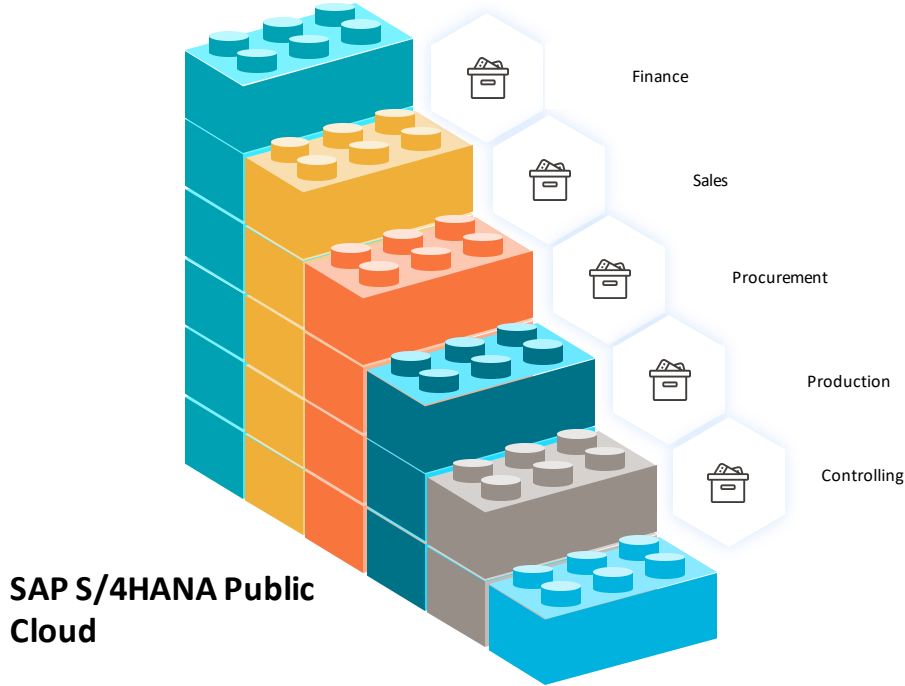
Serax is a Belgian design label, active for more than 30 years and still managed with a passionate family spirit.

Today Serax works with passionate designers from all over the world. Ann Demeulemeester, Vincent Van Duysen, Paola Navone and Piet Boon are just a few names from the illustrious list. Serax tableware graces the tables of some of the best restaurants in the world. Whether you go for a bite to eat at Albert Adrià's Enigma restaurant, at Jean George in New York City or at Nobu in Milan, Serax's carefully designed dinnerware and cutlery will give your culinary experience that little bit more.

Over the years, Serax has grown into a versatile lifestyle brand. The products range from tableware and pottery to unique design furniture, lighting and accessories.

In 2014 Serax received the Henry van de Velde Award, the most prestigious design prize in Belgium.

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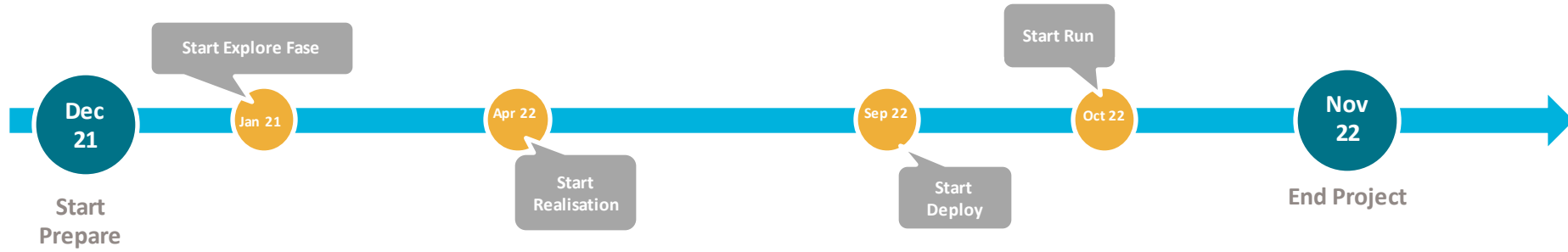
Belgium and US

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Key Message

- Run on the industry standard
 - › **Deliver results right away** with ready-to-work processes built on proven industry best practices
 - › **Quickly tackle your top business priority** and expand as your needs change
- Keep innovation moving
 - › **Stay ahead** by always getting the latest process and technology innovations
 - › **Build your own breakthroughs** with a fully extensible platform

Timeline



Flexso S/4HANA Accelerator for Wholesale

SAP[®] Qualified
Partner-Packaged Solution

**GROW
WITH
SAP**

- **Ready-to-use** combinations of best-in-class software
- **Pre-configured content for all modules** based on well defined options & best practices
- **Pre-defined** methodology & services that have been specifically tailored for the wholesale industry
- Delivered at a **fixed price**
- With a **fixed implementation time**



Simplify everyday work



Grow your business

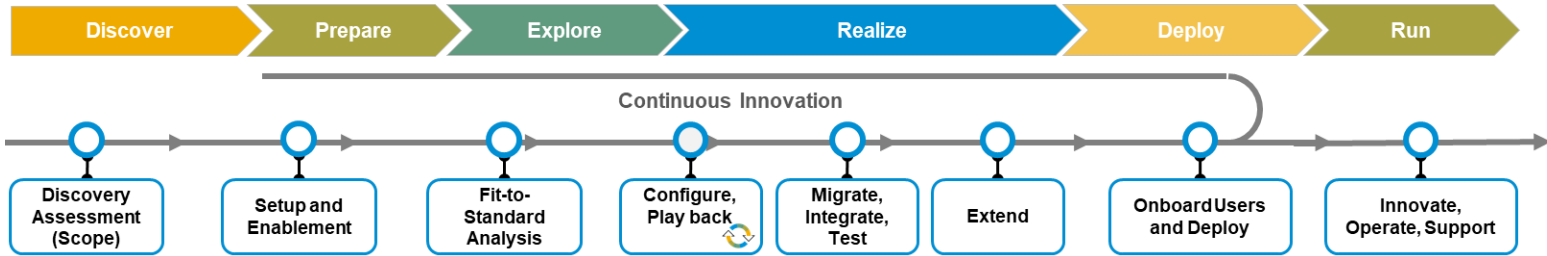


Secure your success

| | | |
|---------------------------|------------------------|-----------------------------|
| Optimized user experience | Full-featured ERP | Cloud native best practices |
| Embedded collaboration | New business models | Accelerated go live |
| Automation with AI | Global expansion | Extend and integrate |
| | Organizational agility | Run with confidence |

SAP® Qualified
Partner-Packaged Solution

**GROW
WITH
SAP**







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