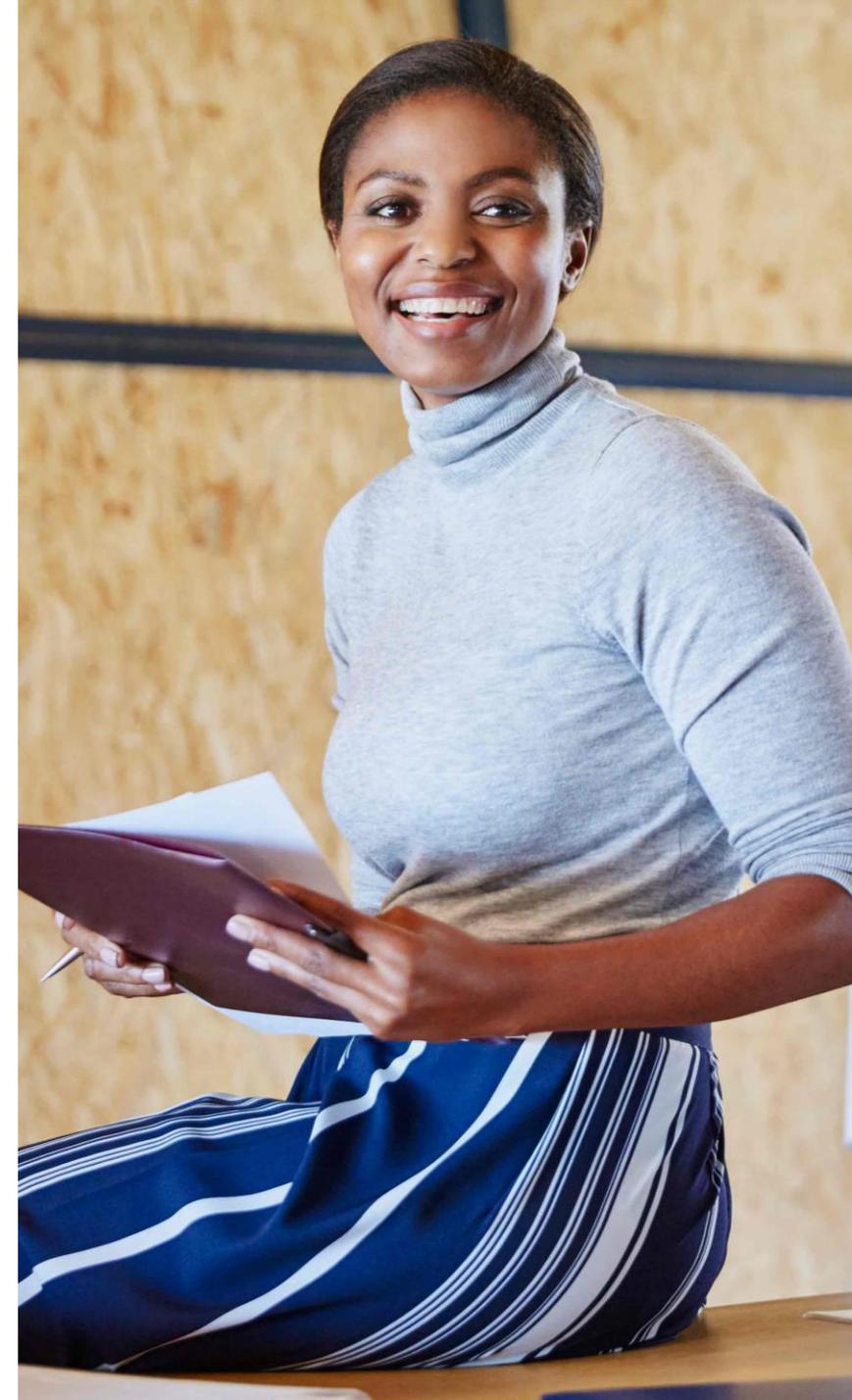


LTI: Creating a Road Map to Become an **Intelligent Enterprise** with **SAP S/4HANA®**

For 20 years, expert consultants from Larsen and Toubro Infotech Limited (LTI) have guided clients in digital transformation and migration to the cloud. LTI has become the sixth-largest IT company in India because it knows in its bones that today, when the only certainty is change, **staying agile is crucial**. It chose SAP S/4HANA® running on Amazon Web Services as the platform for its intelligent enterprise and recommends that infrastructure to clients in multiple industries in more than 30 countries.



Fostering **Innovation and Agility** with SAP S/4HANA®

Before: Challenges and Opportunities

- Reduce hardware costs and IT administration work by moving core functions to the cloud
- Extend the services portfolio for clients to include SAP S/4HANA® running on a public cloud
- Advance evolution toward an intelligent enterprise with multidimensional, scalable reporting

Why SAP

- Among the first to master in-memory database technology and delivery of the Intelligent Enterprise
- Long-standing partner and trusted provider of multiple existing internal solutions
- Developer of diverse software products frequently implemented in client systems

After: Value-Driven Results

- Higher operational efficiency by integrating contract and project structures, allocating resources intelligently, and optimizing invoice processing
- Richer employee experience through integration with SAP® SuccessFactors® and SAP Concur® solutions as well as third-party and custom systems
- Shorter procurement turnaround time through mobile-enabled approval processes using SAP Fiori® apps

“The launch was **seamless**, based on a standard installation guide for SAP S/4HANA. Now, SAP S/4HANA on AWS supports all our financial and procurement functions.”

Kamal Shah, CIO, Larsen and Toubro Infotech Limited





Implementing Full-Service ERP in the Cloud

A long-standing SAP customer and provider of architecture and implementation services for SAP® software systems, Larsen and Toubro Infotech Limited (LTI) recently unveiled the new tagline “Let’s solve.” While reaffirming its mission to help clients digitalize their businesses, LTI also announced its own cloud computing program based on SAP S/4HANA®.

Moving to the cloud

A few years after its initial installation of the SAP S/4HANA Finance solution on premise, LTI was ready to reimagine its ERP backbone as a **cloud-based infrastructure**. IT managers knew they could reduce capital and overhead costs when they no longer had to buy and maintain hardware. And they could make the IT behind their SAP

software systems more agile while gaining time to focus on technology strategy. They were ready to undertake a massive infrastructure overhaul to fuel their intelligent enterprise.

Gaining powerful selling points

LTI now runs SAP S/4HANA on the **Amazon Web Services** (AWS) platform already in place at its headquarters. The company also folds in SAP SuccessFactors® and SAP Concur® solutions in separate cloud systems, in-house applications running on Microsoft Azure, and multiple third-party applications. The resulting intelligent suite showcases LTI’s skill in application management services and delivery of cloud-based infrastructures capitalizing on the versatility of SAP S/4HANA.



“Our cloud implementation of SAP S/4HANA highlights our SAP S/4HANA skills and **enhances customer confidence** in our fully managed services.”

Kamal Shah, CIO, Larsen and Toubro Infotech Limited





Multiplying Business Value with SAP S/4HANA and AWS

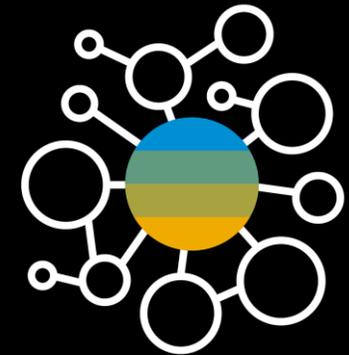
LTI learned about **SAP S/4HANA** from the inside out by helping many of its 59 Fortune 500 clients advance their digital transformation through real-time insights and **more-responsive business models** – which SAP S/4HANA is purpose built to deliver.

Streamlining access to additional functionality from SAP

LTI also realized that access to **SAP SuccessFactors solutions** functionality in SAP S/4HANA would dovetail nicely with company ambitions to attract top talent and plug in to the academic ecosystem. And robust **project management** functionality in the suite could help foster emerging co-innovation initiatives with top clients.

Setting up in the cloud

In its role as cloud solutions consultant, LTI also knew the value of leaving application management to an external provider. Working with its own cloud center of excellence and AWS Professional Services, the company designed and sized the **infrastructure using SAP S/4HANA on AWS** in just a few weeks. And the project team was able to transfer data from LTI's on-premise data center to the AWS environment in just a few days. [Figure 1](#) summarizes at a high level the links between the core running on SAP S/4HANA and LTI's peripheral systems. LTI is now well on the way to becoming an intelligent enterprise.



7 months start to finish

LTI migrated SAP S/4HANA to the cloud and began functioning as an intelligent enterprise in record time.



Going Live in Two Phases

Dubbed **Project KrossOver**, LTI's implementation of SAP S/4HANA on AWS eventually became one of the largest instances of this infrastructure in the world, supporting more than 5,000 users.

Leading with financial processing

LTI implemented KrossOver in two phases. Phase 1 was devoted to implementing **basic finance and materials management** functions. The key goal was making immediate, simple improvements in working capital management. LTI's SAP practice team took the helm, and SAP provided advisory support through a services team based in India.

Moving the full database and all application data to AWS

In phase 2 of KrossOver, the team finished building its intelligent enterprise by integrating functions in SAP S/4HANA for use in controlling, data services, project systems, and human resources. This phase added SAP SuccessFactors Recruiting and SAP SuccessFactors Onboarding solutions, the Concur Travel & Expense solution, Coupa spend management functionality, and Microsoft Dynamics customer relationship management functionality.





Reaping the **Benefits**

With live information from SAP S/4HANA, LTI can **encourage collaboration, boost productivity, and fuel innovation** in its intelligent enterprise. And running on AWS means **saving time and money** formerly used to purchase and maintain hardware and software.

Making the most of real-time data

LTI executives now have real-time data on operations to underpin decisions on **resource allocation and marketing strategy**. And they can make effective recommendations in a wide range of other pre- and postsales scenarios in their new intelligent enterprise.

Controlling IT costs

The unique infrastructure of SAP S/4HANA on AWS also helps align IT spend closely with usage. Managers can scale IT resources in parallel with demand to reduce the amount of idle capacity during off-peak periods.

Total IT resource usage for SAP software systems has shrunk as well. The autoscaling, failover, and self-provisioning features in AWS **lower the administration burden** even more.

Fostering innovation and demonstrating expertise

Agility in IT empowers LTI to reimagine business models. With core applications running on AWS, consultants have been able to **slash time from operations** across the enterprise, for example, reducing the procure-to-deploy time for new hardware from weeks to minutes.

And LTI can now demonstrate expertise in running SAP S/4HANA and market its successful intelligent enterprise solution to customers in industries as diverse as financial services, healthcare, and manufacturing.

[Continued on the next page >>](#)



67% faster revenue closing

Financial staff can complete period-end closing in 5 days instead of 15, gaining time for more strategic tasks.



Investors in LTI and parent company Larsen and Toubro Limited will be pleased to note that running SAP S/4HANA **adds to shareholder value** in several ways.

The new technology implementation and the intelligent enterprise model it supports open **new market segments**, while better pricing, new subscription opportunities, and 360-degree customer visibility help LTI increase revenues. LTI executives expect sales volumes to grow substantially.

Profitability soars with the **automation of manual tasks** and the resulting reduction in the risk of fraud and error. And standardization on best-practice-based processes, built-in system scalability, and **faster cycle times for client projects** all contribute favorably to the bottom line as well.

LTI can also raise asset efficiency to new levels with better capacity control and **proactive maintenance of fixed assets**, along with reductions in inventory and optimization of cash flow with tighter receivables management.

And lowering the cost of operational reporting while vastly improving speed, comprehensiveness, reliability, and agility of analytics will help LTI **remain a consulting powerhouse** for years to come.





Expanding SAP Solutions into **New Arenas** in the Future

By making even greater use of the powerful features in SAP SuccessFactors and SAP Concur solutions, LTI will **optimize the employee experience** to attract and retain top talent. Additional integration with third-party and home-grown peripheral systems in continuing intelligent enterprise development will further increase operational efficiency. The time and money saved can be devoted to **design thinking and co-innovation** with clients in such emerging technologies as machine learning and blockchain processing.

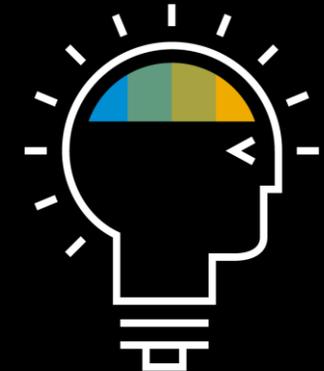
Setting an example for sister businesses

Parent company Larsen and Toubro Limited has multiple other businesses that are noticing the success of LTI and may consider moving from SAP Business Suite powered by SAP HANA® to SAP S/4HANA on AWS. The Larsen and Toubro pipeline business has a large manufacturing

component and will especially benefit from multiple **SAP Leonardo Machine Learning** capabilities. The business focused on engineering and construction of power plants works with a wide variety of business partners and will welcome integration with **Ariba® Network** to build and manage its supplier base.

Becoming an intelligent enterprise

Finally, running SAP S/4HANA on AWS represents a first step beyond digital transformation to the **creation of an intelligent enterprise** at LTI. With the Intelligent Enterprise delivered by SAP, LTI will make a quantum leap in its ability to hone competitive edge by basing actions on real-time situation awareness and responding quickly to change.



40% reduction in time for contract and project creation

Because LTI now spends less time on administrative chores, it can spend more time on developing new business to keep the future bright.



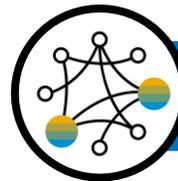
Building LTI 2.0 with SAP S/4HANA as the Digital Core

The impact of the infrastructure based on SAP S/4HANA running on AWS will extend to multiple business functions and several aspects of the new intelligent enterprise. A number of custom and third-party systems will be retired in favor of processes

standardized across SAP software. And the integration of all geographies and lines of business on one in-memory cloud platform will help LTI shed maintenance chores, **support seamless data flow, enrich reporting, and embed compliance.**



Core rebuilt using SAP S/4HANA® on Amazon Web Services (AWS) cloud platform



A more integrated system landscape enabling an intelligent enterprise

SAP S/4HANA as LTI's digital core connecting all line-of-business applications



SAP S/4HANA on AWS



SAP® SuccessFactors® Recruiting, SAP SuccessFactors Onboarding, SAP SuccessFactors Employee Central, SAP SuccessFactors Performance & Goals, SAP SuccessFactors Succession & Development, and SAP SuccessFactors Compensation



Concur® Travel & Expense



Coupa procurement



Microsoft CRM, Microsoft Sales, Microsoft SharePoint, and Microsoft Office 365

Figure 1: Intelligent Enterprise Capabilities Spanning Multiple Lines of Business

Follow us



www.sap.com/contactsap

Studio SAP | 61142enUS (19/02)

© 2019 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/copyright for additional trademark information and notices.

