

In Brief*

PwC's SAP Practice Unlocking the potential of SAP

Whether an organization is looking to realize more business benefits from its existing SAP system, or achieve a step change in business performance through the initial implementation of an integrated ERP system, PwC can help you unlock the potential of SAP.

Our SAP practice differentiators:

- We have a proven track record of SAP implementation success.
- Our SAP consultants have deep utilities and energy industry experience.
- We have deep people change management and training experience.
- We have a flexible and adaptable working style.
- We are willing to share risk and put "skin in the game."

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Making change that sticks

PwC's SAP practice includes a team of seasoned industry consulting professionals with numerous successful hands on SAP implementations and optimization projects to their credit. This practice, combined with the complementary experience and capabilities of our broader Advisory practice, is well positioned to meet the dynamic business needs of organizations in the utilities and energy industry to help them make change that sticks.

“PricewaterhouseCoopers is one of SAP’s strongest integration partners and our partnership with PwC dates back to 1992. I am very confident in PwC’s abilities to deliver on large complex implementation efforts and our customers consistently share my enthusiasm for their abilities.”

– Leo Apotheker, Deputy CEO and AG Executive Board Member, SAP

Our solutions are business driven

- We work with clients to start our engagements with the end business goal in mind, considering the implications across the three operational aspects of people, process and technology.
- Our SAP practice prides itself on being more than a system integrator. We bring the best of our integration and

implementation experience and fuse it with the lessons learned through years of strategic business consulting and industry knowledge. The result is an unparalleled end to end perspective and value for our clients.

We have deep industry and functional experience

- Our SAP practice has served clients in the following industry groups:
 - Utilities (generation, transmission, distribution and retail)
 - Oil and Gas (upstream, downstream)
 - Pipelines
 - Oilfield services
 - Manufacturing and services
- The professionals in our SAP practice have successfully implemented numerous end to end SAP projects on-time and on-budget, making them a leading SAP implementation firm in Canada. This in-depth expertise is bolstered by PwC’s deep experience in the utilities and

energy sectors. Our team is comprised of practitioners who have worked in the industry both in Alberta and internationally.

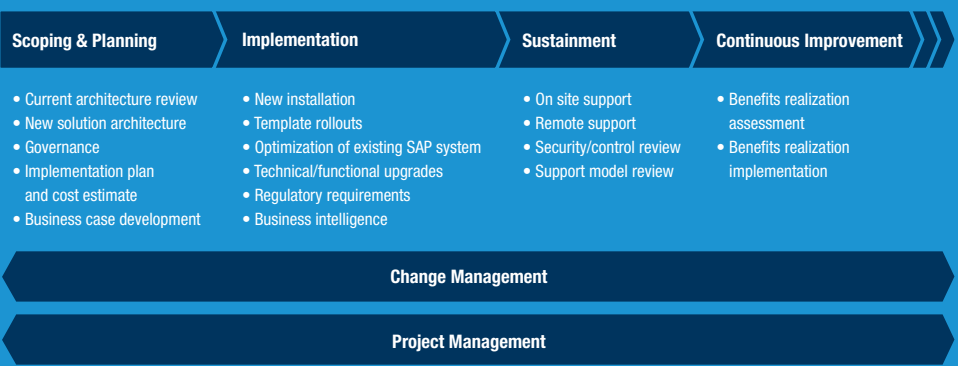
- We have deep complementary expertise in all aspects of an organization’s operations, including: strategy, technology, finance, people and organization design, program management, change management, supply chain, outsourcing, performance management and benefits realization.
- PwC’s integrated skill set and status as a global organization allows us to bring the right blend of talent to offer experience and advice from analysis through to post-implementation.

We have a strong working history with SAP

- We bring a depth and breadth of skills and talent through almost two decades of working directly with SAP.
- Our Canadian SAP Centre of Excellence for SAP has strong ties to SAP globally and to other SAP ecosystem partners. This enables PwC to provide the right business solutions to meet our clients’ most demanding requirements.

- PwC’s global SAP Centers of Excellence provide vital back office support capabilities ranging from research, helpdesk, training, ABAP, Basis and architecture.

PwC provides its clients with a comprehensive range of end-to-end SAP services. From the strategy, planning and preparation stages that precede an SAP implementation, through to business blueprinting, realization, final preparation, go-live and support, PwC is able to assist our clients along every step of the way. Beyond new implementations of SAP, PwC also assists clients with existing SAP systems that are looking to realize more business benefits from their investment in SAP.



The PwC advantage: We know how to build value

PwC SAP Practice Unique Differentiators

Value to Our Client

We have a proven track record of SAP implementation success

Our SAP implementation team has earned an enviable reputation for implementing complex SAP projects within the timelines originally forecasted, and within a cost estimate developed at the beginning of the project. We are most proud of the fact our clients are keen to provide references for our SAP project work.

We use a practical approach to implementing SAP

We work with our clients to tailor their SAP projects to accommodate their unique considerations, including determining the right scope for the project, the right team of experienced resources to get the job done, and the right implementation plan that the business will embrace. We work within our clients budget and timeline constraints.

Our SAP consultants have deep industry experience

Our clients tell us we understand their business and speak their language. We bring important lessons learned from encountering similar business issues on past SAP projects to our new clients projects. For example, this means we are able to gain credibility with the business more rapidly, and therefore facilitate business process design quickly and effectively. We have both a strong technical and business understanding of SAP, and its application to our clients' requirements.

We are experienced working with all sizes of organizations

We have successfully implemented SAP for companies of all sizes and corresponding corporate cultures, from fast moving mid-sized companies driven to act quickly, to larger, mature organizations that use a more consensus driven decision making approach. We can work with you in a style that matches the characteristics of your corporate culture, which results in collaborative teams that work well together.

We bring accelerators, (tools, templates and best practice processes) to our implementation projects

Built from numerous SAP projects implemented locally and globally, we bring a variety of best practices and tools to our engagements that accelerate implementation timelines, decrease costs, and ultimately reduce business and technical risks for our clients.

Our team of professionals have worked together to successfully deliver numerous SAP projects

Our PwC SAP consultants have worked shoulder-to-shoulder in the trenches together in the past, using the same methodology and the same tools to achieve successful project outcomes within complex client environments. This has been shown to reduce project start-up times, be more reliable than assembling lone independent contractors, and mitigates project risks for our clients.

We have people change management and training experience

We recognize that SAP implementation projects are less technology projects and more business transformation projects, involving changes to how people conduct their work. Consequently, we have a team of deep change management practitioners that help our clients ensure that their employees are engaged, trained and ready to embrace the many benefits of their SAP system.

We have a flexible and adaptable work style

Rather than rigidly enforcing methodology and approaches like some consulting firms, we work with our clients to develop an implementation approach and appropriate mix of internal and external consulting resources that achieves an optimal balance for their needs. We work with their timelines, their resource constraints, and their budget considerations.

We are willing to share risk and put "skin in the game"

We have a track record of meeting our clients financial and timeline expectations for SAP projects. As a result, we are confident in putting a portion of our fees at risk, based on the successful outcome of pre-determined success criteria for the SAP project. We believe in aligning our objectives with our clients objectives, which makes for a synergistic working environment where it is difficult to differentiate between external consulting resources and internal client resources.

We believe in "earning the right" to be your implementation partner

When working with a new client, we believe in demonstrating the unique value that we can bring by initially engaging in smaller planning or preparation projects prior to larger initiatives.

Our team

Our SAP practice has been delivering SAP implementation projects since the early 1990s. This SAP practice forms a major component of PwC's already strong Advisory group in Western Canada and is part of the firm's larger, existing team of more than 1,400 SAP-dedicated professionals that make up our global SAP practice.

We have SAP Consulting Professionals in nearly all functional modules, including:

SAP – Financial Accounting (FI) & Controlling (CO)

SAP – Human Resources (HR), Employee Self Service (ESS) and Manager Self Service (MSS)

SAP – Production Planning (PP), Logistics Execution (LE) & Quality Mgmt (QM)

SAP – Materials Management (MM) and Supplier Relationship Management (SRM)

SAP – Asset Management (AM)

SAP – Advanced Planning & Optimization (APO)

SAP – Business Intelligence (BI, BOBJ)

SAP – Plant Maintenance (PM)

SAP – Project Systems (PS)

SAP – Treasury (TR) & Investment Management (IM)

SAP – Sales & Distribution (SD)

SAP – Workflow (WF)

SAP – Basis & Interfaces

SAP – Industry Solution (Utilities, Oil & Gas)

SAP GRC – Access Control Suite

SAP GRC – Process Controls Product

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