



stratesys



Leaders in SAP Technology

Innovators and Specialists



 @stratesys

www.stratesys-ts.com



BRAZIL | CHINA | COLOMBIA | MEXICO | PORTUGAL | SPAIN | USA

stratesys

innovators and specialists in SAP Technology



stratesys drives SAP

we guide you on the use of technology
in your business processes



1

Who we are

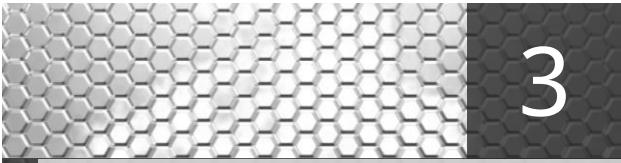
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stratesys

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Who we are

About Stratesys

Global IT
Services
Provider

Stratesys is leader in **IT** Services and specialist in **SAP** Technology with over **16 years** of experience in the market. Credited with a high level of specialization, developing business solutions and technological applications for clients.

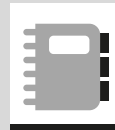


28 M €
revenue



100%
growth in the
last 5 years

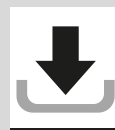
We have doubled
business figures!



200
active clients
in all industries



+90%
of our clients
rate our services as
"Excellent" or "Outstanding"



+600
SAP implementation
projects



465
specialized
professionals



72%
University
Graduates

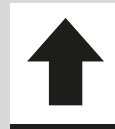
We can help you define, implement and develop your SAP strategies by utilizing our innovative proven methodologies.

Who we are

Leaders in SAP Technology

Reference Company in SAP Ecosystem

		Solutions			
 <p>Soluciones Horizontales Listado y clasificación de Partners de Servicios de SAP España Abril 2013</p> <p>MOVILIDAD</p> <p>REAL TIME DATABASE PLATFORM</p> <p>BUSINESS ANALYTICS, EPM, GRC 1 / 2 / 3</p> <p>DATABASE & TECHNOLOGY 1 / 2</p> <p>APLICACIONES DE NEGOCIO 1 / 2 / 3 / 4</p> <p>Utilice este menú para seleccionar la opción deseada</p> 	Indra				
	Accenture				
	EVERIS				
	4 stratesys				
	Informática ECI				
	IBM				
	Realtech				
	Deloitte				
	Ibermática				
	Sapimsa				
	Seidor				
	Tecnocom				
	Capgemini				
	PwC				
	T-Systems				
HP					
Ciber					
Single Consulting					
Unisys					
Birchman					
CSC					
SCL					
AYESA					
NorthgateArinso					
Ernst & Young					
Integra					
DCL Consultores					
Netcheck					
SDG Consulting					
Abast					
Atos					
ConVista					
Neoris					



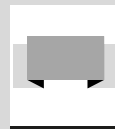
4th POSITION
in 2013 SAP Ranking of SAP Services Partners (Spain)



TOP-5
in 'PENTEIO Universe SAP Integrators'



72
SAP certifications in cross and industry solutions



25
success stories developed during the last 2 years



We also are:

SAP GOLD VAR
Partner

RUN SAP
Partner

SAP Education
Partner

SAP Cloud Services
Partner ByD

SAP HANA Cloud
Partner

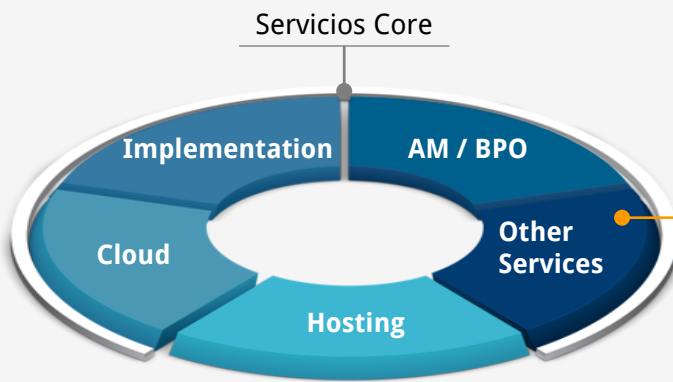
SAP SuccessFactors
Partner

At a glance: Services, Technologies and Solutions

Our Services and Projects

What our clients need

We develop a wide range of services, which allows you to maximize your IT investments and align them with the key business processes of your organization.



- Program development (nearshore / offshore)
- SAP Platform admin (24 - 7 - 365)
- Project Management Office- PMO
- Business processes
- Training services
- Upgrades
- Audit & Assessment IT Platforms
- IT Governance

We run 2 new systems per week

Innovative IT Solutions for all Business Areas

With our team of professionals, organized by areas of expertise, we deliver solutions to meet your business and technological requirements.

Competences / Business Areas

	FINANCIAL	TREASURY	CORPORATE	COMMERCIAL	HUMAN RESOURCES	PURCHASING & SUPPLIER	LOGISTICS & SUPPLY CHAIN
Competences / Technologies	BUSINESS ANALYTICS						
	BIG DATA / HANA						
	WEB & COLLABORATION						
	TECHNOLOGY & INDUSTRIALIZATION						
	MOBILE						
	CLOUD						
	ECM - PROCESS AUTOMATION						
	ERP						
	AM & BPO SERVICES						
	ADMIN - IT VIRTUALIZATION						

At a glance: Services, Technologies and Solutions

Stratesys SAP HANA

Experts in
SAP In-Memory
technology

We rely on our solid knowledge in both HANA technology and the diverse business scenarios that can be integrated, and we also count on the value that our highly qualified team adds through various forms of collaboration.

Service Offer

- Business Case
- Proof of Concept
- HANA Implementation Projects
- HANA Upgrade Projects
- Real-time applications development
- HANA Cloud Infrastructure

We are SAP HANA Cloud Partner and SAP Service Partner certified in 2013 on the 3 Real-Time solution Database Platform:

- HANA Platform
- HANA accelerators
- ON HANA Applications



Our partnership with HP has allowed us to enable an SAP HANA Solution Center that we offer our customers to run proofs of concept in order to improve their strategy on business decisions.



SAP HANA Integration Scenarios



SAP BUSINESS SUITE ON HANA



SAP BW ON HANA



SAP ERP FI-CO ON HANA



SAP HANA OPERATIONAL REPORTING



SAP HANA LIVE



SAP WORKING CAPITAL MANAGEMENT

Try out a **Proof of Concept** in our **SAP HANA Solution Center**. We will help you decide how to implement this innovative technology.

IN JUST **2** WEEKS

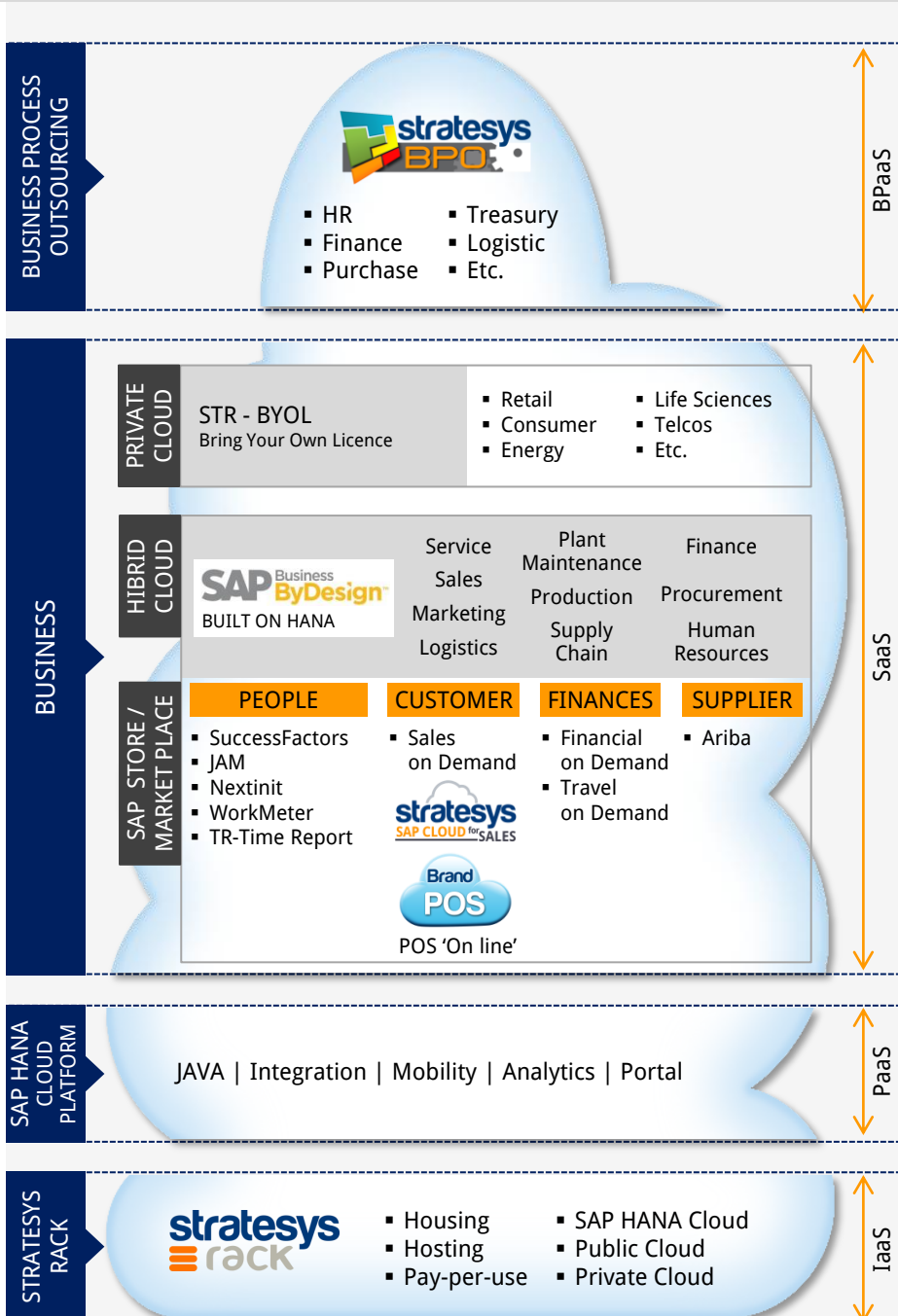
Proof of Concept - Results Obtained

Data Compression	Reports Execution Speed	Planning Processes Speed	User Speed
x15 faster	x100 faster	x10 faster	x15 faster

At a glance: Services, Technologies and Solutions

Cloud Services and Solutions

Flexible offer, variable costs and pay-per-use



We offer a set of infrastructure, platform, applications and services that allows you to run your business processes on a 100% cloud environment, varying costs in terms of pay-per-use charges of the resources consumed.

- Easy 'in' easy 'out'
- Scalable on-demand services
- Remote / not on-site
- Easy software consumption + instant deployment
- Pay- per-use
- Mash-up + re-use
- No CapEX
- Development platform
- Development community

BPaaS: Business Process as a Service
 SaaS: Software as a Service
 PaaS: Platform as a Service
 IaaS: Infrastructure as a Service

At a glance: Services, Technologies and Solutions

Stratesys Rack

Infrastructure and Cloud Services

Stratesys Rack enables us to offer Cloud Hosting, Housing and other value added services.

From our Data Center we also provide specific solutions for SAP environments.



450 m²
Data Center,
located in Madrid



Redundancy
n+1



Pay-per-use



Availability
24x7



All this will be managed by our **Information Security Policy**, covering all aspects of confidentiality, integrity, and data availability, ensuring peace of mind for our clients.



On-site Security



Logic Security



Political-Corporate Security

Virtual Servers



Physical Servers

Backup Center



High Virtual Availability

Virtual Data Center



Public Cloud Virtualization
Private Cloud Virtualization
Data Center Virtualization

Virtual Storage



Backup

Business Continuity



Disaster Recovery

Temporary SAP Environments



SAP HANA Cloud

Infrastructure Monitoring



What makes us different



Comfortability



Flexibility



Saving



Availability



Scability



Quality

At a glance: Services, Technologies and Solutions

Stratesys Software

Packaged Solutions
Faster and lower cost

BrandPOS - Cloud POS Solution



Mobile Apps

- Fidelity Wallet
- Shop Shelf Management
- Travel Expense Capture
- Commercial Management
- Technical Inspection Management
- Staff Management



Dashboards



Non Conformities Quality Management System (QA-CAPA)



Treasury PYXIS Solution

SAP SAP Solutions for Treasury		stratesys PYXIS Solution		
Global Financial Risk Management	SAP Treasury & Risk Management			Bank Files Management
	Risk Analyzers			
Debt optimizing & Investment strategy	Credit Risk Analyzer	Market Risk Analyzer	Portfolio Analyzer	Volume of Banking Business
	Conditions		Hedge Management	
	Transaction Manager			
Operating Treasury Management	SAP Cash and Liquidity Management			Cash Pooling
	Cash Management		Liquidity Planning	
Payment optimizing & Bank Communication	SAP In-House Cash			Automatic Reconciliation
	SAP Bank Communication Management			
				Treasury Planning

Other Treasury Solutions



The solutions included in our 'Stratesys Software' catalogue have been developed in diverse SAP platforms and successfully implemented in different companies. We can efficiently implement all these solutions in your organization within tight deadlines and adjusted costs.

At a glance: Services, Technologies and Solutions

RDSs & Productivity Packs

Readiness and fast Return-of-Investment

RDSs (Rapid Deployment Solutions)



stratesys qrds SAP-qualified rapid deployment solutions
CRM - Customer Relationship Management

Objetivos

- Mejorar el proceso de venta y gestión de clientes.
- Optimizar el proceso de atención al cliente y gestión de quejas.
- Mejorar la gestión de campañas de marketing y promoción.
- Mejorar la gestión de recursos humanos y operativos.

Beneficios

- Mayor productividad.
- Mayor satisfacción del cliente.
- Mayor fidelización del cliente.
- Mayor eficiencia en el uso de recursos.
- Mayor control de costes.
- Mayor seguridad de la información.
- Mayor flexibilidad y escalabilidad.

Retos

- Integración con otros sistemas de información.
- Migración de datos desde sistemas legacy.
- Formación de usuarios.
- Gestión de cambios.
- Seguridad y cumplimiento normativo.

CRM
Marketing-Sales-Service



stratesys qrds SAP-qualified rapid deployment solutions
SAP BPC - Consolidación Financiera

Objetivos

- Crear los procesos clave de consolidación de los Estados Financieros Consolidados.
- Realizar una consolidación financiera de alta calidad, automatizada y flexible en todos los aspectos de la consolidación.
- Garantizar la integridad de los datos y la seguridad de la información.
- Mejorar la eficiencia operativa, reduciendo los costes de explotación.

Beneficios

- Incremento en la productividad y reducción de costes operativos.
- Mayor flexibilidad y escalabilidad.
- Mayor control de costes.
- Mayor seguridad de la información.
- Mayor flexibilidad y escalabilidad.

Retos

- Integración con otros sistemas de información.
- Migración de datos desde sistemas legacy.
- Formación de usuarios.
- Gestión de cambios.
- Seguridad y cumplimiento normativo.

BPC
Financial Consolidation



stratesys qrds SAP-qualified rapid deployment solutions
SRM - Procurement Ready to Run

Objetivos

- Optimizar el proceso de adquisición de bienes y servicios.
- Reducir los costes de adquisición y mejorar la eficiencia operativa.
- Mejorar la gestión de proveedores y la relación con ellos.
- Mejorar la gestión de contratos y la ejecución de los mismos.

Beneficios

- Reducción de costes operativos.
- Mayor productividad y eficiencia operativa.
- Mayor control de costes.
- Mayor seguridad de la información.
- Mayor flexibilidad y escalabilidad.

Retos

- Integración con otros sistemas de información.
- Migración de datos desde sistemas legacy.
- Formación de usuarios.
- Gestión de cambios.
- Seguridad y cumplimiento normativo.

SRM
Procurement Ready to Run



Our RDSs (Rapid Deployment Solutions), certified by SAP, are pre-configured products, easy to implement and at a reasonable cost. They are designed to simply suit specific business requirements.

Productivity Packs



Moreover, we offer our clients a portfolio of more than 300 'Productivity Packs', which constitute a singular and efficient project accelerator and allows for reuse of a great number of preconfigured software from Stratesys.

We can run, on tight deadlines, our SAP RDSs and Productivity Packs that best suit your business needs, minimizing the usual uncertainties involved in large and complex projects.

Where we are

We Deliver Solutions Across all Industries

Our clients are leaders in their respective industries



Energy & Utilities

REPSOL	Aguas de Barcelona
Disa	Areva
EDP	GDF Suez
HC Energía	Cepsa
Iberdrola	Gas Natural



Telecom & Media

Telefónica	Mediapro
Xtra Telecom	Random House Mondadori
Vodafone	Vocento
Unidad Editorial	Axel Springer
RBA Holding	PRISA



Manufacturing

Abengoa	Talgo
Tompla	Samca
Gamesa	Saica
Gonvarri	Thyssen
Schneider Electric	TRW



Public Sector, Health and Education

FNMT - RCM	Universidad Pontificia de Comillas
Correos	Universitat Oberta de Catalunya
Ajuntament de Barcelona	Vinalop Salud
TICxCAT	Hospitales NISA
Comunidad de Madrid - ICM	USP Hospitales



Construction & Real Estate

Acciona	Holcim
Ferrovial - Cespa	Cupa Group
FCC	Uralita
ACS	Roca
Isolux-Corsán	Tau



Consumer Goods

Puig	Viscofán
Calvo	Daikin
Damm	Frinsa
Bodegas Torres	Kaiku / Iparlat
Cobega / Colebega	Delaviuda



Retail

General Óptica	NH Hoteles
Arenal Perfumerías	Desigual
Trucco	Eat Out
Unide	ANGrup
VIPS	El Corte Inglés



Transportation

Trasmediterránea	EMT
Iberia	FGV
Air Nostrum	ETS
TMB	ADIF
Metro de Madrid	Northgate PLC



Life Sciences

Bayer	Salvat
Ferrer	Glaxosmithkline
Grifols	Chemo Ibérica
Isdin	Italfármaco
Rovi	Indas



Banking and Insurance

Banco Santander	Mapfre
Banco Sabadell	Liberty Seguros
ING	Allianz Seguros
Cofidis	Ibermutuamur
Crédito y Caución	Multiasistencia

Where we are

Global Presence Local Support

Where our clients need us
+50 countries

Our offices network and specialized centers offer coverage to different geographical points and markets where we operate in. Our international presence is located in Europe, USA, Latin America and Asia.



Offices



Projects



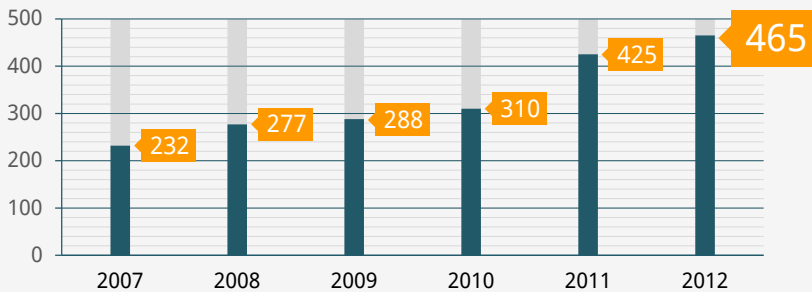
- USA**
Palo Alto
- Mexico**
Mexico DF
- Brazil**
São Paulo
- Colombia**
Armenia
- Portugal**
Lisbon
- Spain**
Madrid
Barcelona
Valencia
Oviedo
Seville
- China**
Shanghai

We execute multiple implementation and roll-out information systems projects in more than 50 countries.

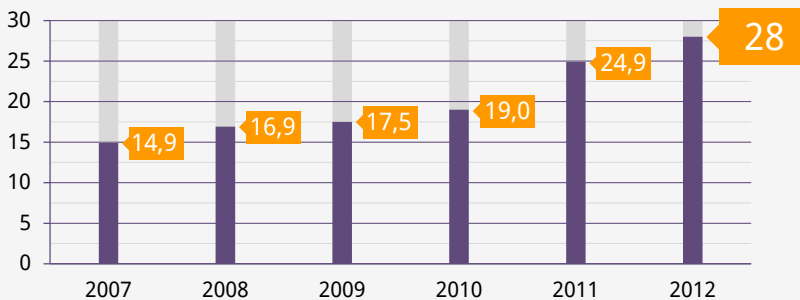
The Market

Our Growth

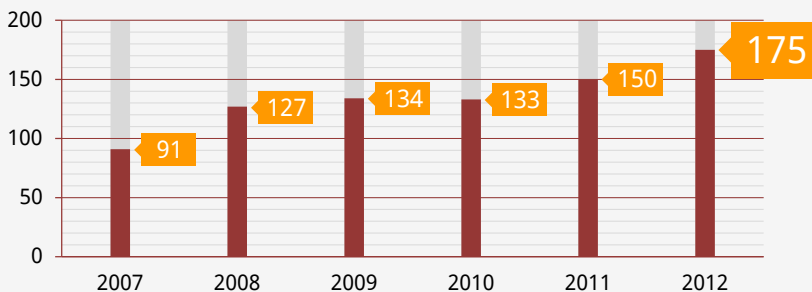
We have doubled our business figures in the last 5 years



Specialized Professionals Team



Revenue (M €)



Active Clients

2013



Currently
200

During the last five years we have shown significant growth, above the average rates in the IT sector.



+119 %

Number of client companies

+88 %

Volume of revenues

+100 %

Headcount - professional team

Our Client's Assessment

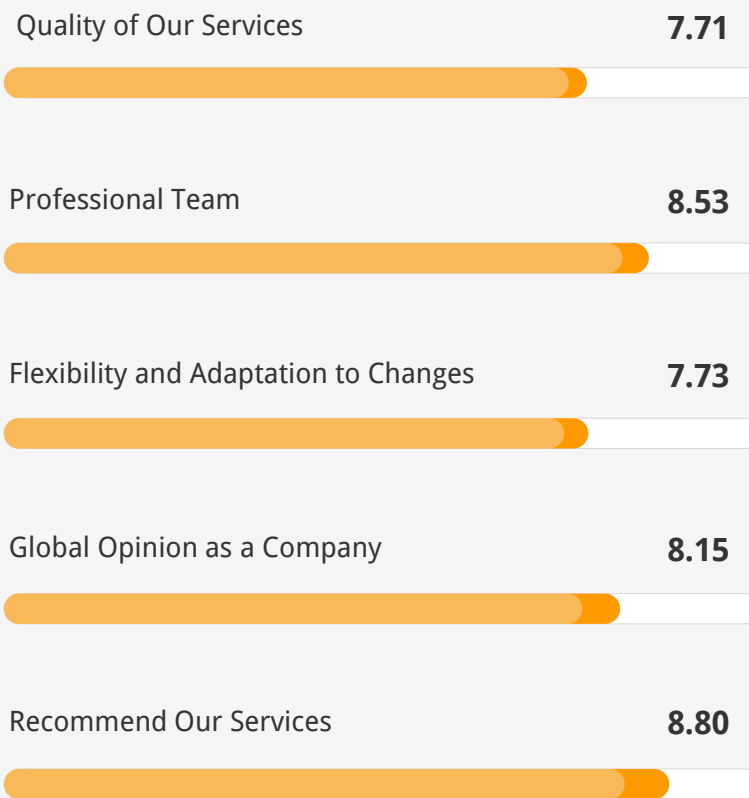
High degree of satisfaction and quality perceived



GLOBAL SCORE
8.03

Analyzed Areas Assessed

Consolidated Score (0-10)

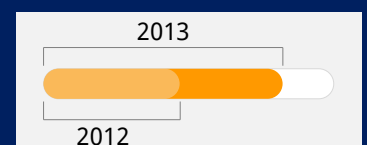


The most valued:

- Level of dialogue / interlocution / accessibility with our company managers
- Commitment, professionalism, accuracy and sense of responsibility of our experts
- Cooperative attitude with the customer's team
- Ability to respond when confronted with urgent and/or unexpected situations
- Knowledge and experience: technological / functional / business

+90% of the assessed customers qualified our services as **EXCELLENT or OUTSTANDING**

Our determined commitment to quality is endorsed every year by the high degree of satisfaction expressed by our clients.



Our Position According to Analysts

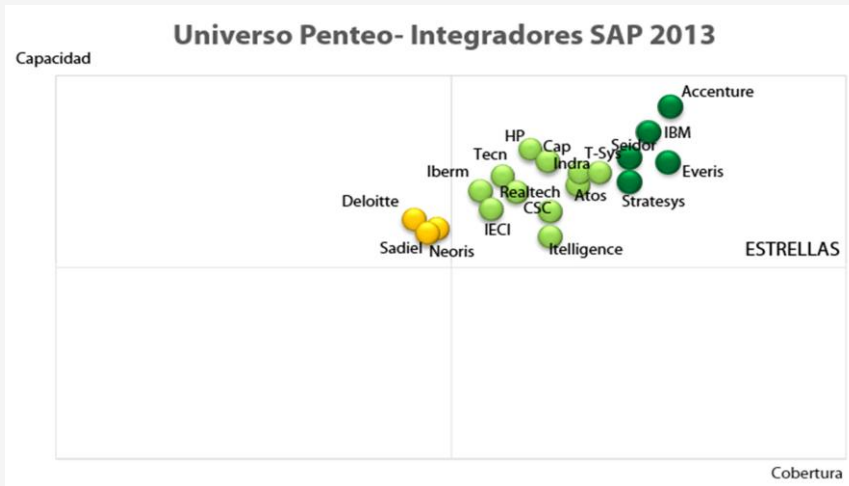
TOP-5 in '2013 PENTEO Universe'

The Information Technology analyst firm PENTEO has published, in May-2013, its 'PENTEO Universe - 2013 SAP Integrators' report, in which Stratesys has been positioned in the TOP-5 group of most competitive expert companies in the SAP integration leading market.



Exclusive Independent Research about SAP Consulting firms in Spain

TOP-5 leaders



“ one of the Spanish companies with best level in SAP integration certificated professionals

“ dynamic and flexible

“ solid certification and quality control in the processes of projects

“ customers express great satisfaction with the adaptability to business changes, quality and professionalism of resources, and functional knowledge of the solution

“ customers appreciate very positively their industry sectors knowledge

Main parameters of the report:

- 286 CIOs of large Spanish organizations have been surveyed
- 50 technical capability criteria, satisfaction and served services have been evaluated
- 19 of the most relevant SAP integrators that operate in Spain have been evaluated

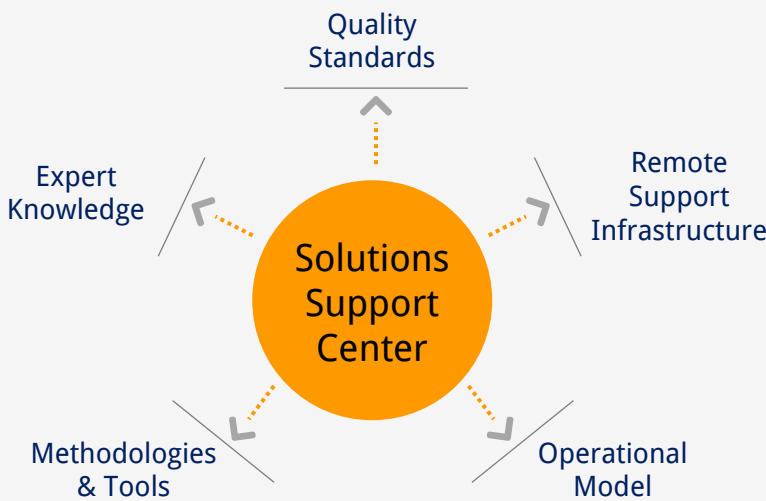
What makes us Different

Expert Centers

Nearshore
Offshore

Solutions Support Center

We currently collaborate with more than 35 clients in our Solutions Support Center providing remote development, maintenance and support services (AM Services) endorsed by rigorous quality controls and efficiently implemented at a competitive cost.



Our AM Services

 **+150**
Assigned professionals

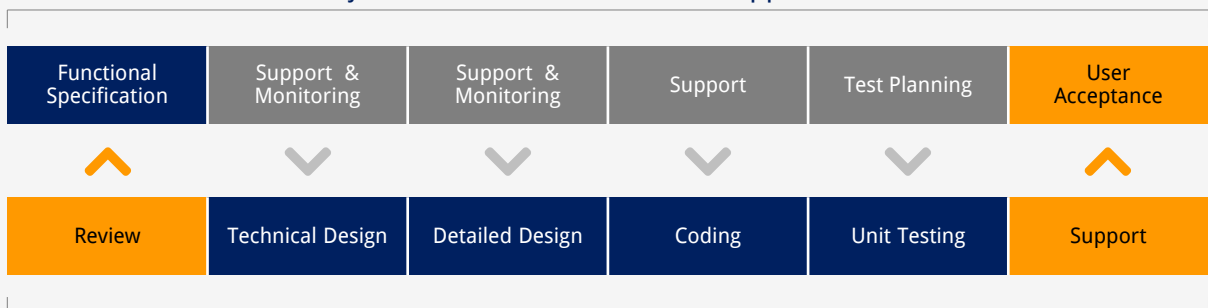
 **+30%**
of our business

 **+35**
Served clients

SAP Competence Center

Our SAP Competence Center located in Armenia (Colombia) has expanded our offering with the latest SAP services and 'software factory' in offshore modality.

Project Team On-Site / Solutions Support Center



SAP Competence Center

What makes us Different

Success Stories

Customers from all sectors vouch for the success of our projects

We publish success stories of IT solutions implementations, where having a committed management and project executing team has been a key element to achieve excellence.

25

Success Stories

Developed during 2012-2013

Telecom & Media

- Modernization of Social Events Management (UNIDAD EDITORIAL)
- CRM Migration Platform (UNIDAD EDITORIAL)
- Treasury Budgeting (PRISA)

Consumer Goods

- Speeding up of the Consolidation (KAIKU)
- Certified invoice automation (COBEGA)
- Cash Management at an European level (PUIG)
- Optimization of the budgeting process (TORRES)

Utilities & Energy

- Treasury value management (TRADEBE)
- Technological SAP ERP renewal process (FRV)

Transportation

- Upgrading logistic-financial system (TMB)
- File Management - Paper less management (FGV)

Manufacturing

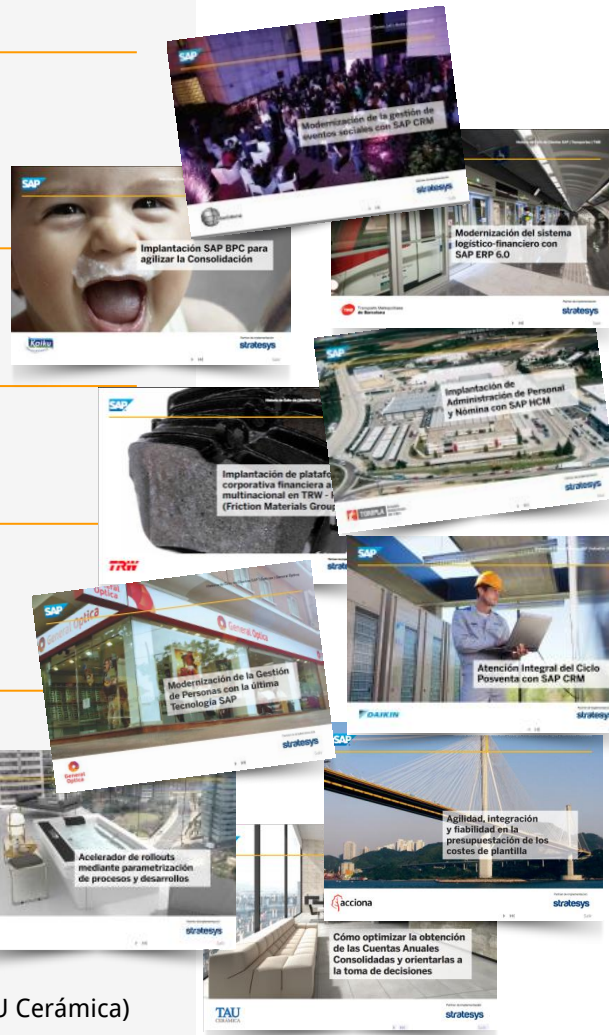
- Corporate financial platform (TRW)
- SAP CRM Holistic service of after-sale cycle (DAIKIN)
- SAP HCM - HR and payroll management (TOMPLA)

Retail

- Renewal of the HR management (GENERAL ÓPTICA)
- Implementation and BPO platform HR (UNIDE)
- Business Objects Integration (EAT OUT)

Construction & Real Estate

- Rollout accelerators (ROCA)
- Personnel payroll budgeting (ACCIONA)
- Portal de comercio electrónico (URALITA - PLADUR)
- Reporting operativo y presupuesto corporativo (FCC)
- Optimized obtention of consolidated anual accounts (TAU Cerámica)



What makes us Different

Commitment to Quality

Accredited by certifiers, auditors and partners

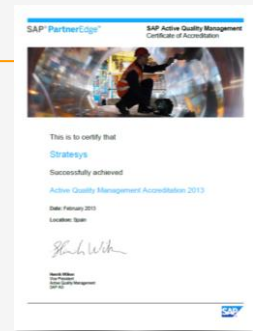
ISO 9001 / ISO 15504 Certifications

Our certifications in ISO 9001 and ISO 15504 allow our Quality Management System provide greater satisfaction and value to our customers, reducing project risks and ensuring that the required quality standards are met.



SAP Active Quality Management Certification

Certification granted by SAP which accredits Active Quality Management, both in commercial process as in project methodology management and implementation.



SAP PCoE Certification

We also hold SAP PCoE (Partner Center of Expertise) Certification in which SAP recognizes our VAR (Value Added Reseller) status and enables us to directly supply licences and their maintenance to user clients SAP Business All-In-One, SAP Business Objects, especially under the Enterprise Support mode.



What makes us Different

Driving Excellence in Implementation

Maximum recognition obtained in several SAP Awards

SAP Quality Awards 2013

The SAP Quality Awards reward the projects that achieve the highest level of excellence and quality in management and working (clients and partners) in implementation of SAP solutions carried out in the last 12 months.



In the November 2013 edition SAP awarded 3 of our clients for projects carried out jointly with Stratesys.

ferrovial



Enhancing financial resources management

Reached the maximum recognition (**GOLD**) in the category of **Big Projects**

Grupo Fundosa



Modernization of people management

Reached the maximum recognition (**GOLD**) in the category of **Medium Projects**

acciona



Personnel Payroll Budgeting

Recognition honoured with **SILVER** in the category of **Small Projects**

In the same edition SAP Iberia also nominated 2 of our clients as finalists for collaboration with Stratesys (REPSOL and FCC).



SAP SAP EMEA Partner Excellence Award 2014, international award annually presented by SAP to the top-performing SAP partners in the Europe, Middle East and Africa regions that have made outstanding contributions in business development.

What makes us Different

Alliance with Partners

Allied with IT leaders



We follow a powerful alliance program that allows us to develop strong bonds with an important network of business and IT market leaders.

How we can help you



stratesys

We build selective and innovative technological solutions and applications, tailored to suit your business requirements and the particular qualities of the industry in which it operates.

We can help you by making an analysis to assess your IT Return-of-Investment.

For further information about how Stratesys can help your organization, contact us and one of our experts will be happy to assist you.

Spain



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