



# THE ENTIRE SAP WORLD UNDER ONE ROOF

SAP C/4HANA solutions by S&T Hungary







## S&T HUNGARY

S&T Hungary offers IT consultancy, delivery, and integration of IT solutions, as well as customized, specific developments. Our portfolio ranges from corporate governance and software provision solutions, industrial product lifecycle management systems and IT security solutions to IP networking solutions for telecommunications and the full range of IT infrastructures (active networks, server and storage systems, virtualization, backup, archiving, etc.). S&T Hungary is part of the S&T Group which brings together the knowledge base of experts from more than 30 countries. We have at our disposal the S&T Group's entire expert pool of more than 6,000 people, as well as the Group's own IT manufacturing capabilities, which allow us to create completely specific hardware and software environments, including kiosk solutions, embedded PC solutions, as well as infotainment.

## OUR SAP BUSINESS UNIT

The SAP Business Unit of S&T Hungary has special expertise in many modules and new SAP products, as well as project experience for large, medium, and small enterprises, both in the Hungarian and international markets. Our strength is to support our customers over their entire SAP implementation and operational lifecycle. We are working with more than 80 consultants and developers and in addition to implementing and supporting SAP's classic on-premises solutions, we also focus on SAP's next-generation products, such as SAP C/4HANA.

## OUR SAP CX TEAM

 <b>SAP CERTIFIED PARTNER FOR IMPLEMENTATION OF SAP C/4HANA PRODUCTS</b>	 <b>10+ CONSULTANTS AND DEVELOPERS</b>	 <b>3+ YEARS OF CX SPECIALIZED EXPERIENCE</b>	 <b>MEE CLOUD FOCUS PARTNER INITIATIVE MEMBER</b>
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## OUR SAP CX SUCCESS STORIES

### Leading international provider of road transportation telematics solutions



**Project:** In the first phase of the project, the goal was to implement a CRM solution which can improve sales activity, lead generation, enable granular performance management in sales and support the fast and regulated offering process. The project has entered its second phase, where we have started to automate field services and improve customer service.

#### SAP Sales Cloud implementation (first phase):

- › 80 users in 11 countries
- › Duration: 6 months



### One of the most significant corn processing company in Europe



**Project:** The purpose of the project was to implement a cloud-based SFA tool which can cover the whole Quote-to-Contract process with a close integration to SAP S/4HANA system. We have managed to implement a seamless integration for the master data, such as Customers and Products, also for transactional data like creating SAP S/4HANA Contracts from SAP Sales Cloud Quotes.

#### SAP Sales Cloud implementation:

- › 18 users in home country
- › Duration: 8 months



### A worldwide leader for the development and manufacturing of vehicles and equipment in the fields of surface cleaning and maintenance for airports, highways, and roads, as well as for cities and municipalities



**Project:** Greenfield implementation of SAP S/4HANA and SAP C/4HANA components: Sales Cloud with CPQ, Service Cloud for Field Service and Customer Service.

#### SAP Sales (with CPQ) and Service Cloud implementation:

- › 150 users in 10 countries
- › Planned duration: 18 months (in progress)



### Utility company providing district heating, hot water, and heat energy for nearly 250,000 consumers



**Project:** For a utility company, a reliable and integrated customer service system is essential. In addition to implementing the SAP S/4HANA, our client has also decided to implement the SAP Service Cloud as a modern, omni-channel customer service solution, which can be fully integrated to their core IS-U module.

#### SAP Service Cloud for Utilities implementation:

- › 180 users in home country
- › Duration: 12 months



## OUR MISSION

We are S&T, the IT Partner, the team, the individuals. We have the best solutions for the changes and challenges of today and

tomorrow. We support our Partners in achieving their business goals with continuous improvement and with modern, reliable answers in a sustainable and eco-friendly way. We believe in the

value of quality. Our never-ending need for service improvement is inspired by the satisfaction of our Partners and the novelties of IT. We are committed to be the best in everything we do!

