



Reimagine the world,
with **Digital**

Outline

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- Our Digital Portfolio
 - Cherrywork® Digital Applications
 - Digital Transformation Services
 - SAP Core Services
- Industries
- Our Engagement Methodology
- Customer Success Stories



Incture

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Noun

A leading provider of digital applications and solutions.

Focus Industries



CPGR



ENERGY



MANUFACTURING



LIFE SCIENCES



16+

years of delivering digital solutions

25+

digital applications

900+

passionate employees

Our Customers



OUR CUSTOMERS



SAP Innovation Award Finalists 2021



50

Technology Fast 50 2020 INDIA WINNER
Deloitte.



Digital Portfolio

Digital Portfolio



#WorkGetsDone

Cherrywork® is a suite of digital applications delivering business value with agility, security and at scale to address complex requirements of enterprises, while keeping the digital core clean.

Digital Transformation Services

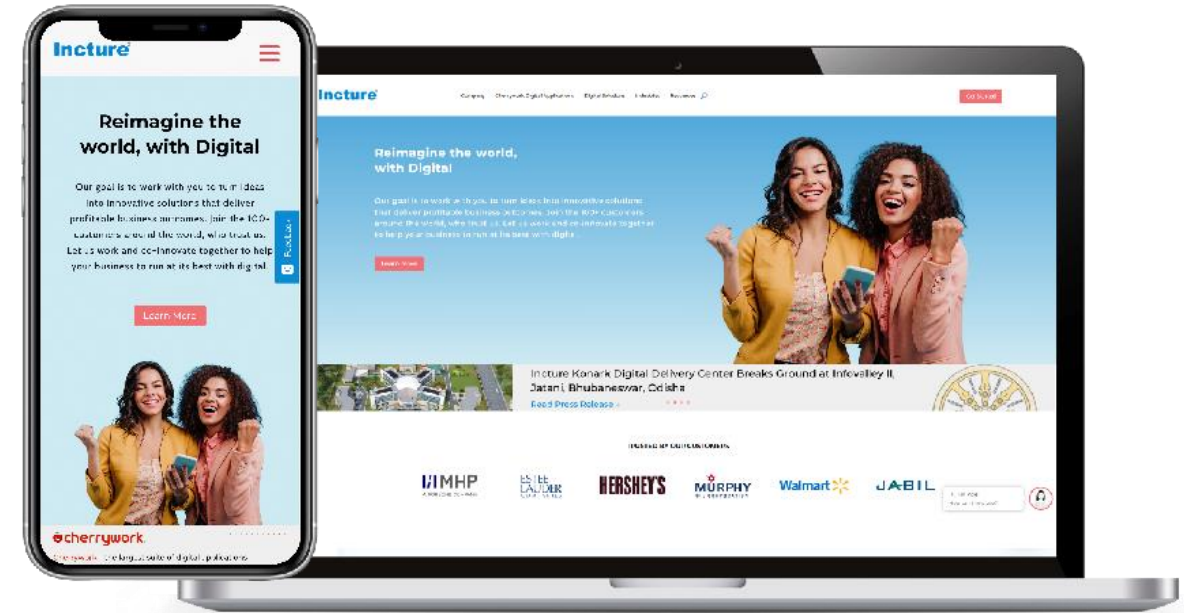
#BusinessGetsDigital

Digital Transformation Services includes cloud transformation, custom application development and managed services for transforming businesses into intelligent enterprises.

SAP Core Services

#SAPCoreServices

SAP Core Services include managing SAP S/4 HANA investments with implementation and rollouts, covering solution design, deployment, integration, change management, and support.



Cherrywork Digital Applications Portfolio



Cherrywork Advantage



Pre-built content

Extensive suite of pre-packaged digital applications



Tailored for user roles

Connect and align distributed workforce across departments



Domain & Industry expertise

Deep knowledge in business scenarios and industry use cases



Strong digital core

Integration with core SAP and non-SAP systems and cloud applications



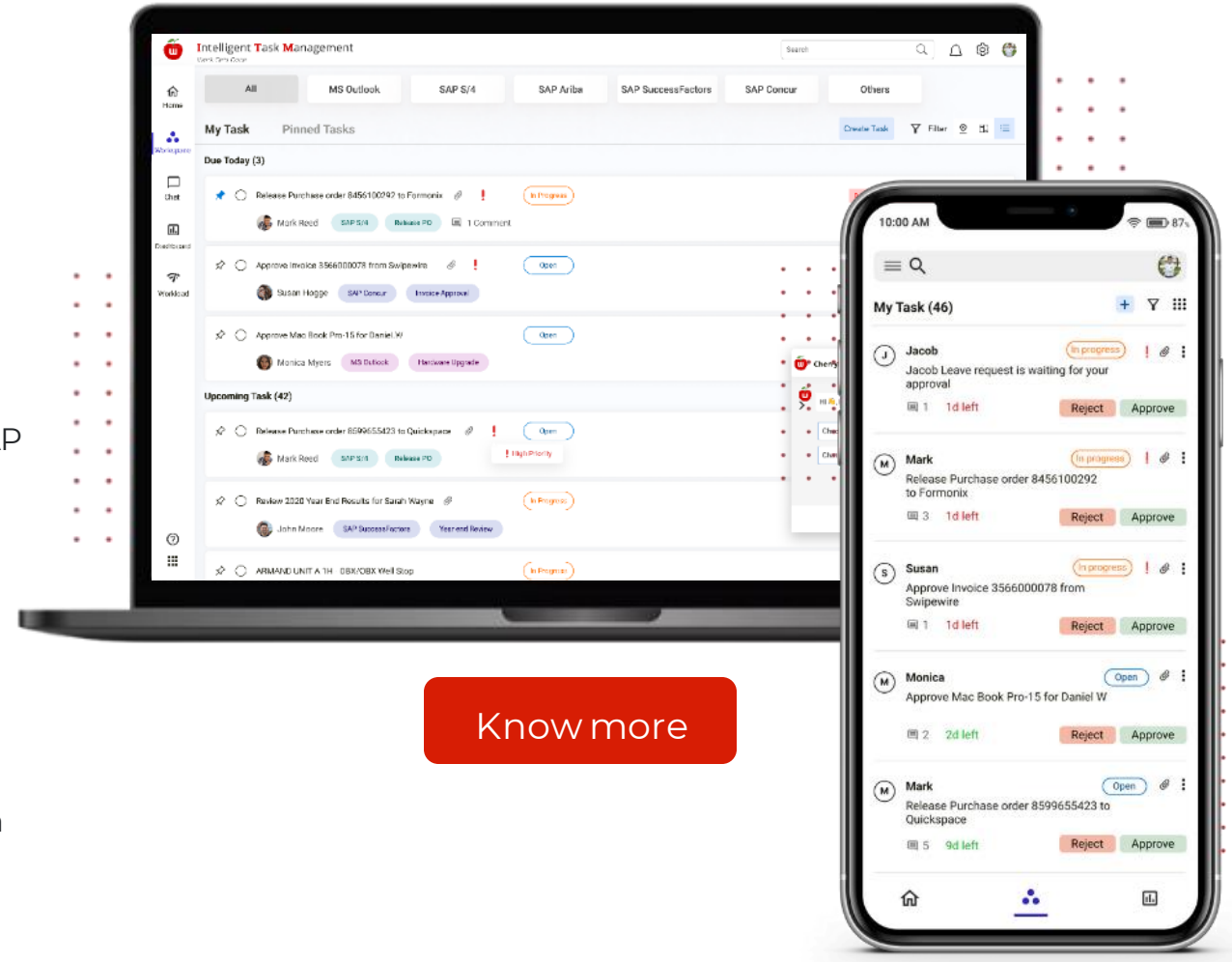
Extensible on hyperscale platforms

Deploy on Amazon Web Services, Google Cloud Platform, and Microsoft Azure



Intelligent automation

Unify enterprise silos with hyper automation of tasks and processes



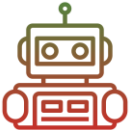
Know more

Digital Transformation Services



Our ability to craft solutions that transform the way businesses work is rooted in a deep understanding and passion for technology.

- Optimize process and increase workforce efficiency



Process Automation



Data & Intelligence



Integration

- Deliver personalized products and services

- Modernize business to increase revenue



Mobility & UX



Digital Assurance



Cloud Transformation

- Digitize manual operations

- Improve customer service based on real-time data

- Respond effectively to demand and supply changes

Hyperscale Platforms

Open Standards Technology Stack



SAP Core Services



A comprehensive approach to managing core system functionality for SAP enterprise applications



Proven best practices

Comes with business processes that incorporate industry standard best practices



Fast time to value

Gets you started quickly using a guided implementation process, fast technical setup, and role-based, intuitive interface



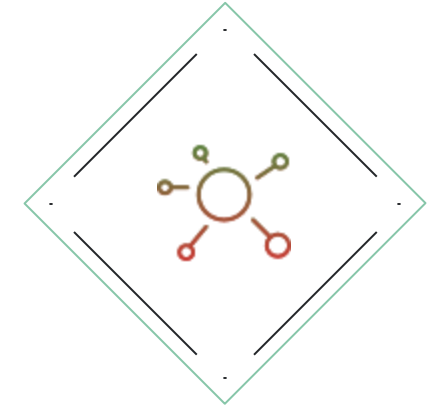
Continuous innovation

Built-in artificial intelligence (AI), machine learning (ML), process automation (RPA), and analytics so your business operates better



Security, compliance, and scalability

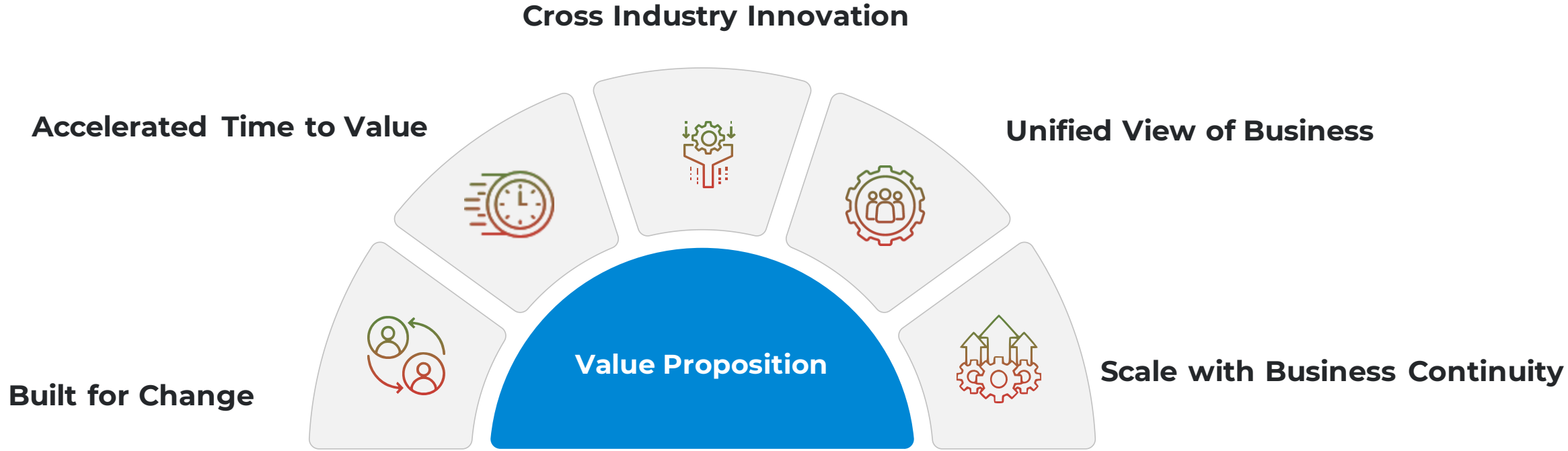
Handles technical operations including backup and disaster recovery, system maintenance, data protection, and best-in-class uptimes to give you peace of mind



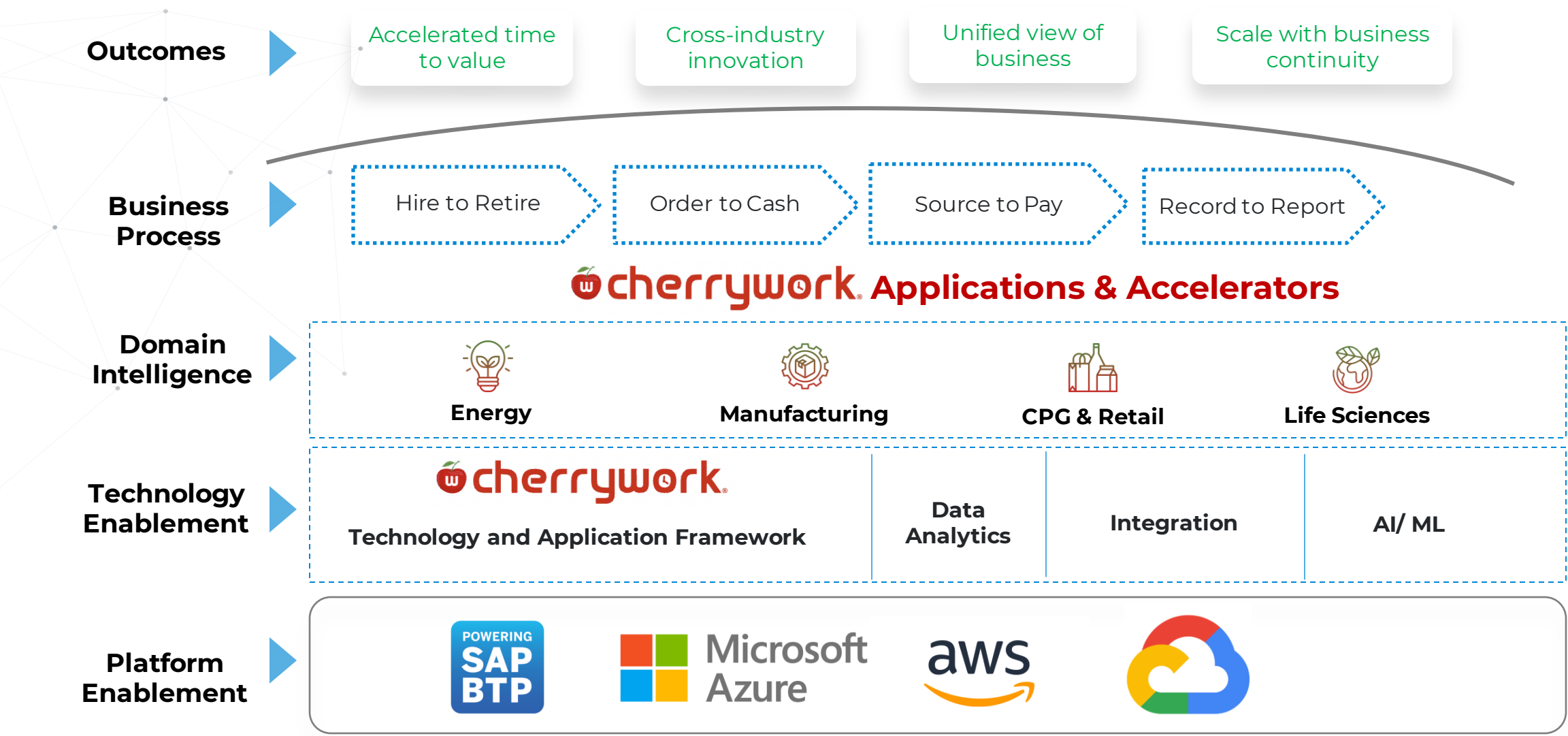
Open and extensibility

Easily extensible to create solutions that fit your business

Digital Portfolio Value Proposition



Transforming the Enterprise with Digital



cherrywork Applications & Accelerators



Industries



Consumer Goods & Retail

Synergistic. Smart. Scalable

Moving forward with digital technology to build intelligent customer products

Business Challenges

- ❑ Consistent, fast, and easy experience through mobile
- ❑ Leveraging new technologies, such as location-and context-aware mobile solutions
- ❑ Better management of multiple suppliers, prices and orders
- ❑ Resolving problems quickly to reduce loss of services
- ❑ Providing consistent customer & employee experience across all channels
- ❑ Building digital applications, associated analytics, and expertise to harness in-store and online data
- ❑ Reducing costs with better technology infrastructure management

Industry Offerings

- Master Data Governance
- New Product Introduction
- Smart Order
- Price Management
- In-store Perishables Management
- Product Returns Management
- Track & Trace
- Rebate Management
- Receivables Management
- Intelligent Maintenance & Operations
- Smart Warehouse
- Intelligent Manufacturing
- Intelligent Supply Chain
- Customer Experience
- Human Experience Management

[Learn more](#)



Energy 4.0

Safe. Reliable. Sustainable

Driving intelligent innovation in the oil and gas landscape

Business Challenges

- ❑ Increasing visibility into complex operations to control costs and optimize the performance of employees, facilities and assets
- ❑ Improving collaboration with field services to improve logistics
- ❑ Making the connection between improved asset management and execution excellence
- ❑ Creating networks of excellence and enable knowledge transfer to maximize operational excellence
- ❑ Improving employee productivity and connectivity in a cost-effective manner

Industry Offerings

- Intelligent Maintenance & Operations
- Smart Warehouse
- Intelligent Manufacturing
- Intelligent Supply Chain
- Digital Oil Field
- Pipeline Leak & Corrosion Detection Analytics
- Customer Experience
- Human Experience Management

Manufacturing

Innovation. Sustainability. Productivity

Transforming manufacturing ecosystem into a sustainable and modern enterprise

Business Challenges

- ❑ High visibility and control over the entirety of the production process
- ❑ Successfully leveraging new technologies with location-and context-aware mobile solutions
- ❑ Better management of multiple suppliers, prices and orders
- ❑ Resolving problems quickly to reduce loss of services
- ❑ Building digital applications, associated analytics, and expertise to harness data across multiple systems
- ❑ Reducing costs and better management of technology infrastructure

Industry Offerings

- Intelligent Maintenance & Operations
- Smart Warehouse
- Intelligent Manufacturing
- Intelligent Supply Chain
- Intelligent Procurement
- Intelligent Work Management
- Customer Experience
- Human Experience Management

[Learn more](#)



Life Sciences

Intelligent. Economical. Transformational

Enabling breakthroughs in Life Sciences with digitally integrated Solutions

Business Challenges

- ❑ Digitally transforming the supply chain and manufacturing process to allow for a personalized patient approach and therapy treatments that improve the quality of life
- ❑ Improving experience and workforce efficiency by using data analytics for process optimization
- ❑ Building the future of healthcare with automation and innovation to give patients complete control with smart devices
- ❑ Creating transformative ecosystems that use big data to create a seamless connection between suppliers, contractors and regulatory agencies

Industry Offerings

- Master Data Governance
- Intelligent Maintenance & Operations
- Smart Warehouse
- Intelligent Manufacturing
- Intelligent Supply Chain
- Intelligent Work Management
- Customer Experience
- Human Experience Management



Customer Engagement Methodology

Business Value Approach



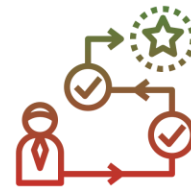
Align & Mobilize

- Articulate business challenges and outcomes
- Set engagement direction and expected results
- Align on scope, resource and timeline



Discover & Build Case for Change

- Conduct stakeholder experience discovery
- Uncover pain points and opportunity areas through experience and process discovery
- Learn the technology landscape
- Identify key initiatives and develop case for change



Show the Path Forward

- Build roadmap based on identified initiatives
- Demonstrate the solution with a focus on top value areas
- Validate business case with stakeholder and sponsors
- Arrive at Go/No Go decision



Deliver on the Promise

- Customer success scorecard creation
- Value realization and optimization
- Measure actual value from technology investments



Driving Results for Our Customers

60%

decrease in time to go-to-market

<1

year ROI realization

~3x

improvement in staff productivity

360°

task & process visibility

50%

increase in workflow efficiency

100+

custom applications

Reimagining business models : Accelerate time-to-value with agile deployment, configuration, and integration

Data-driven decision making : Deliver business outcomes with Intelligent data-driven insights

Built for purpose workflow tools : Collaborate with team members through a unified workspace

Real-time visibility : Enable quick decisions by tracking key performance indicators

Workflow efficiency : Increase user adoption with a simplified and personalized digital experience



Customer Success Stories

Customer Success Stories - 1

Plant Maintenance Application for a Global Pharmaceutical Company headquartered in the US

25% Reduction in time for safety critical inspections

20% Increase in employee engagement

New Product Introduction for a Large multinational Consumer Goods Company

3000+ Key users

~60% Reduction in time to market

160+ Countries rollout

Predictive Asset Analytics for a Leading Utility Company in the US

<3% Reduction in overall pole failures

60% Reduction in manual inspection

90% Accuracy in prediction of pole failures

Data Lake & Integration Platform for one of the Largest Toyota Distributors in the Middle East

2.6 M Increase in annual revenue

3k Increase in service bookings per day

2.3 M B2C customers

UI Modernization Project for a Multinational public sector bank in India

22% Increase in user adoption

20% Increase in employee productivity

Unified Supplier Portal for a Large Truck Manufacturer in the US

100% Dependence on paperwork eliminated

360 ° Visibility of delivery, stock and collections

Supplier Onboarding Application for an Agribusiness Conglomerate

3X Improvement in velocity of onboarding new vendors

40 New suppliers onboarded per month

40% Savings due to digitalization

Proof of Delivery App. for a Leading Grocery Chain in the US

100% paperless process

360 ° Visibility of delivery cycle, stock and collections

Intelligent Task Management App. for a bottling group of the Coca-Cola Company

30% Increase in productivity

360 ° Visibility of tasks

1100+ Happy end users

EDI Modernization for one of the Largest Confectionery Manufacturers in the US

35% Rationalization of the overall EDI maps

2X Faster onboarding on trading partner management solution

Integrated Operations Platform for an Upstream Oil and Gas Company in the US

12% Cycle Time Reduction

24M Events processed from 800 wells to provide comprehensive view

10% Improved health and safety

Integrated Global Procurement Application for a Leading Agribusiness Company in the US

500+ Global users across procurement finance and engineering

4:1 Global procurement center consolidation

100% Elimination of manual purchasing process

[Click here to view the case studies](#)

Customer Success Stories - 2

Sales Order Management for a Large Chocolate Confectionery Company in Indonesia

100% Dependence on paperwork eliminated

360° Visibility of sales cycle, stock and collections

Government Affairs Service Request Application for an agency in the Middle East

80% Engagement with relevant parties

Zero Dependency on paper documentation

Cloud-based Insurance Management & Gateway Portal Application in Thailand

65% Reduction in recovery costs

<50% Increase in efficiency of workflow

Intelligent Price Management for a Large Equipment Manufacturer in the US

100% Manual processes eliminated

3x Productivity Improvement

Intelligent Completions and Smart Well Technology Platform for an Oil and Gas Company in the US

25% Reduced G&A Expenses

15% Reduction in SWB

50M Data points analysis

350+ Interfaces Consolidation & Migration

Pharma Distribution Management Application in SEA

90% Reduction in approval process for goods returns

360° View of end-to-end returns and collection process

65% Reduction in manual processes

Incident Management Application for an Oil and Gas Company in the US

100% Cost visibility to business

80% Increase in process efficiency by defining SLAs KPIs at each process stage

2x Increase in cost advantage by real-time integration with third party systems

Smart Warehouse Management Application for a Chemical Company in the US

360° View of end-to-end transfer requirements across various warehouse

100% Visibility of bin architecture and a list of the materials included and monitoring the content in each bin

Merchandising Units Builder Application a Large Chocolate Manufacturer in the US

>50% Reduction in time to market

100% Visibility of planograms to customers

Zero Delay in merchandizing units reaching the stores

Resource Management for Facilities Management and Maintenance in the Middle East

100% Automated and streamlined rule-based workflows

360° Resource and project metrics visibility

3x Operational efficiency and staff productivity

Predicting ESP Failures for a Leading Oil & Gas Company in the US

1M USD Projected annual benefits

85% Prediction of ESP failures

Product Returns Application for a Leading Luxury Cosmetics Company in the US

100% paperless process for handling and real-time tracking of product returns claims

50% reduction in overall execution lead time

40% increase in productivity with automation

[Click here to view the case studies](#)

Learn More about Incture

www.incture.com



Request for Cherrywork application demo!

www.cherrywork.com

