

Reimagine the world,  
with **Digital** and **AI**



# Outline

- About Incture
- Our Digital Portfolio
- Engagement Approach
- Customer Success Stories



# Incture

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Incture is a leading provider of digital and AI solutions and products to SAP customers

**18+**  
years of delivering digital solutions

**25+**  
digital applications & products

**900+**  
passionate employees



## Focus Industries



CONSUMER INDUSTRIES



ENERGY AND NATURAL RESOURCES



MANUFACTURING



LIFE SCIENCES

## Our Customers

**100 +** Customers

**50+** Fortune 500 Companies

[Link](#)

## Our Partners



[Link](#)



## Our Awards



SAP Innovation Award Finalists 2021



SAP Innovation Awards 2020



SAP Innovation Awards 2019



Technology Fast 50  
2020 INDIA WINNER  
Deloitte.



**Digital Portfolio**

# Digital and AI Portfolio

## Digital Solutions

**#BusinessGetsDigital**

Our digital and AI solutions can extend your applications and integrate landscapes, enabling your business users to connect people, processes, and experiences to drive business innovation for future-ready enterprises.



**#WorkGetsDone**

Developed jointly with end users, Cherrywork® is an extensive suite of packaged applications and products powered by AI and Digital, delivering hyper-automation... #workgetsdone

A central image of a smiling woman with long brown hair, wearing a light blue button-down shirt, holding a tablet. Overlaid on the image are several digital solution components: a red icon of a person with three lines below it; a 'Work Management' box with a gear icon; a 'Workflow' box with a four-step progress indicator; an 'Activity Log' box with a comment from 'John Peter' and 'Attached'/'Report' buttons; a 'Delivery Time' box with a legend for 'Early', 'On Time', and 'Late'; a 'Task Details' box with tabs for 'Header Details', 'Delivery / Invoice', 'Organization Data', 'Item Details', and 'Purchase Order Value', and 'Approve'/'Reject' buttons; and an 'Average Cost Per Order' box with a bar chart showing costs from JAN to MAY.

| Month | Cost (\$) |
|-------|-----------|
| JAN   | 100       |
| FEB   | 200       |
| MAR   | 400       |
| APR   | 800       |
| MAY   | 300       |



# Cherrywork Digital Applications Portfolio

Powered by AI and Built for your industry.



## Portfolio

## Applications & Products



Industry Cloud

Digital Apps. for Life Sciences | Digital Oil Field | Digital Apps. for Manufacturing |  
Digital Apps. for Consumer Industries



Industry 4.0

Intelligent Maintenance & Operations | Smart Warehouse | Intelligent Manufacturing | Logistics Collaboration Hub  
| Industrial Workforce Management | Resilient & Sustainable Supply Chain



Intelligent Procurement & Finance

Accounts Payable Automation | Supplier Onboarding & Risk Management | Supplier Collaboration Portal |  
Spend Analytics | Savings Program Management | Financial Close Management | Receivables Management |  
Master Data Governance



Human Experience Management

Compensation Advisor & Offer Management | Onboarding & Offboarding | HR Service Management |  
Workforce Planning | Time & Resource Management | HR Document Management

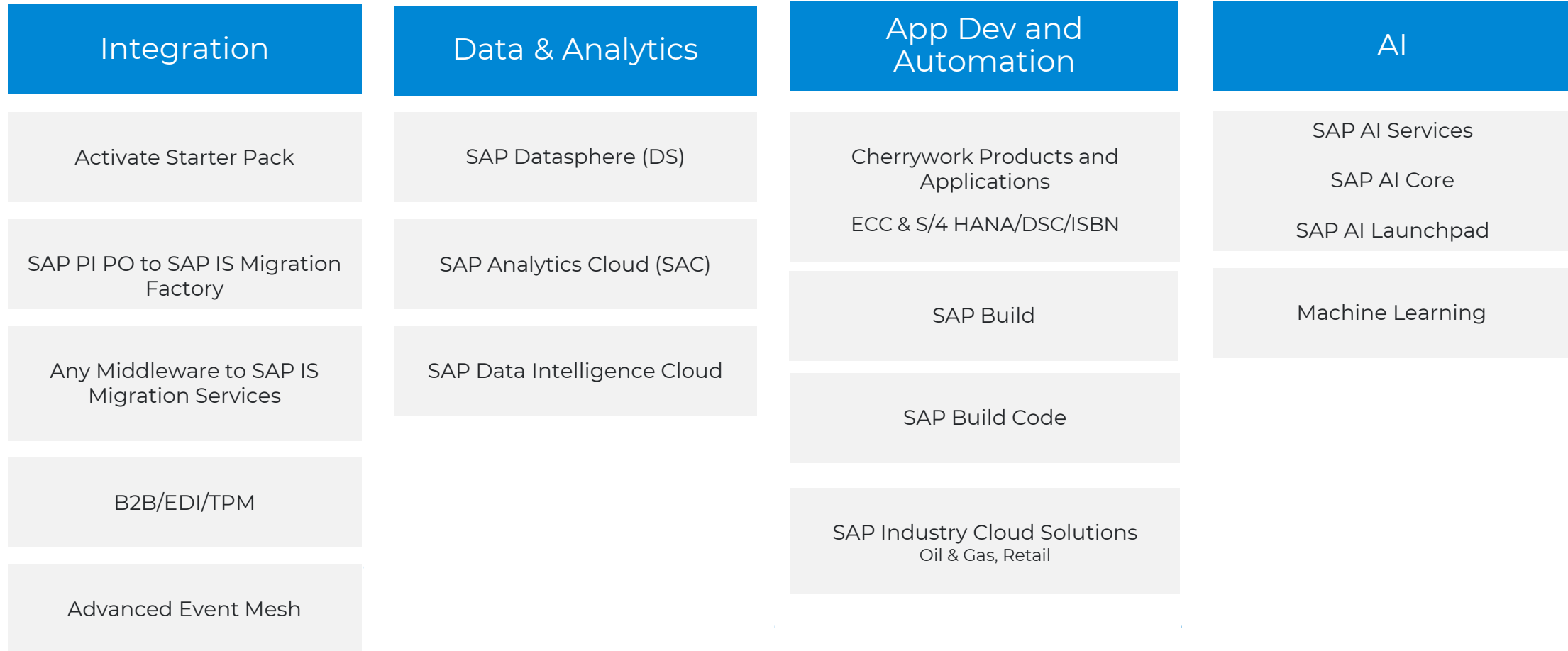


Customer Experience

Price & Promotions Management | Customer Onboarding | Smart Order | Allocation & Fulfillment |  
New Product Introduction | Claims & Returns Management

# Incture Digital Solutions

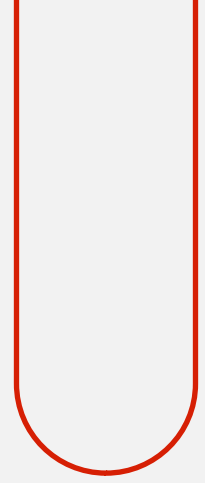
Incture Digital solutions bring together data and analytics, artificial intelligence, application development, automation, and integration in one, unified environment.





 **cherrywork.**

# Digital Products



**#WorkGetsDone**



Accounts Payable  
Automation

Intelligent Maintenance &  
Operations

Price & Promotions  
Management

Smart Warehouse

Compensation Advisor  
& Offer Management





**Customer  
Engagement**

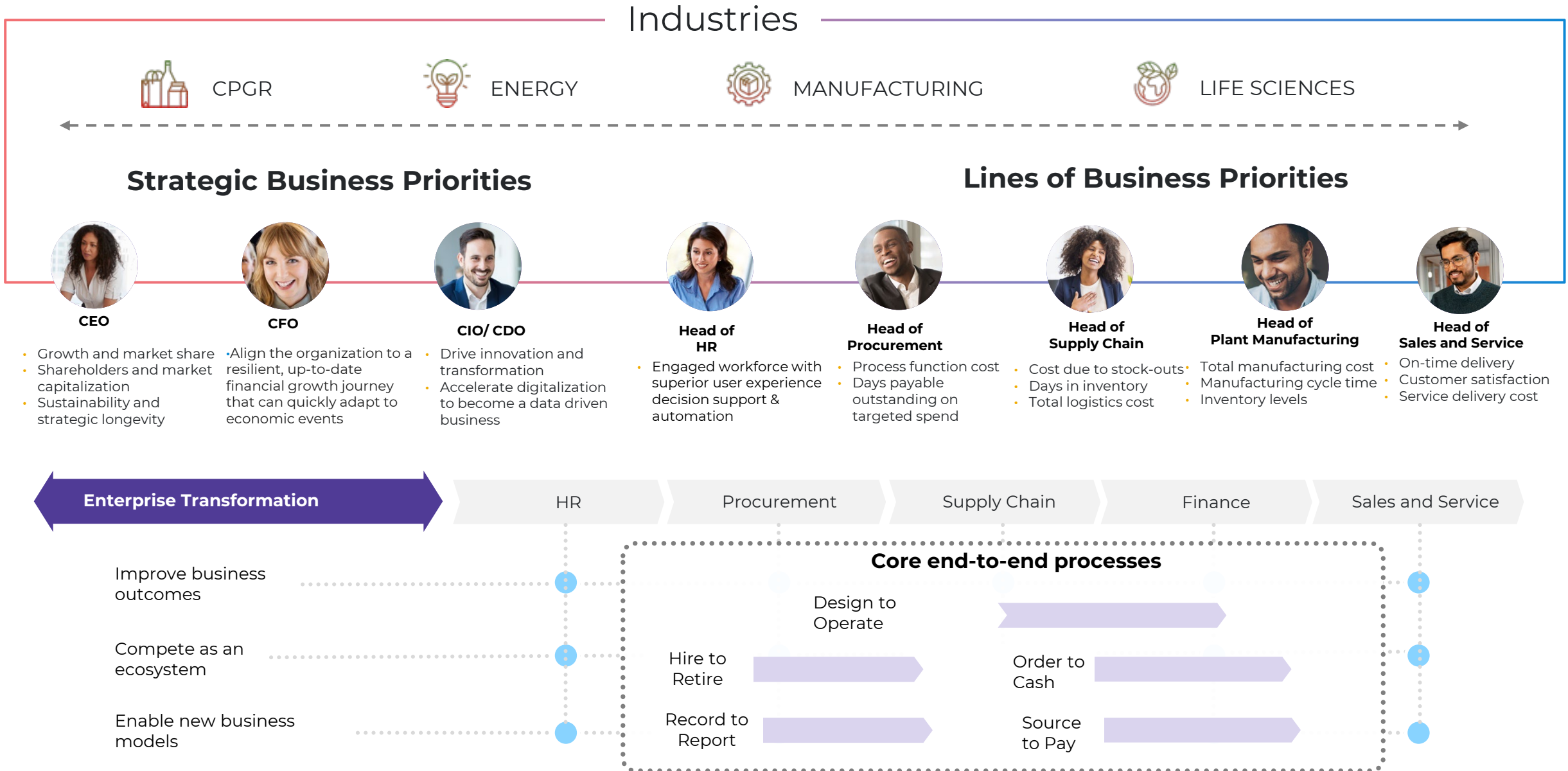
# Our customers' key business challenge is staying competitive and relevant

Many factors need to be considered by customers during their digital transformation.

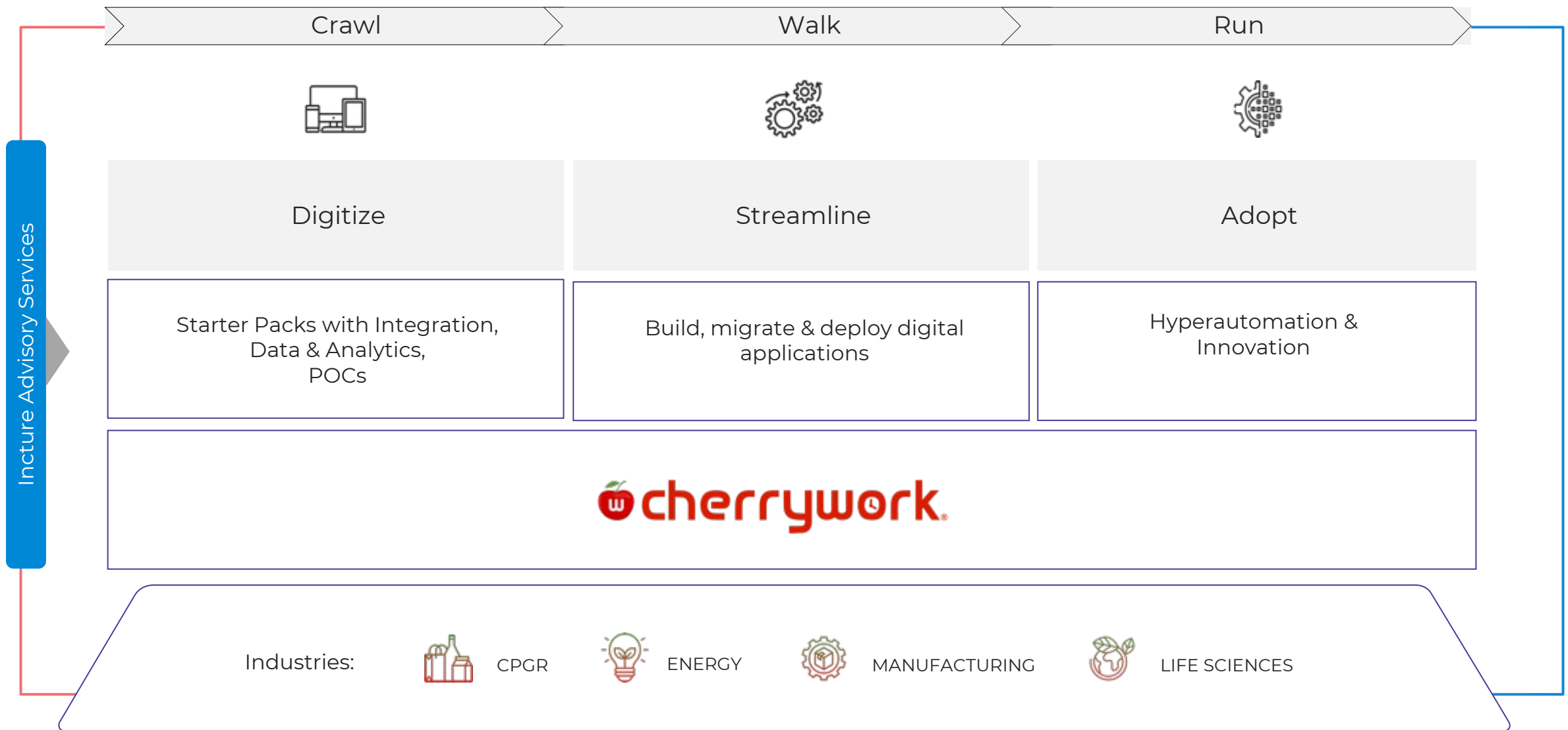


“Clean core” principles help customers deliver both IT and business benefits that can be adopted and realized today.

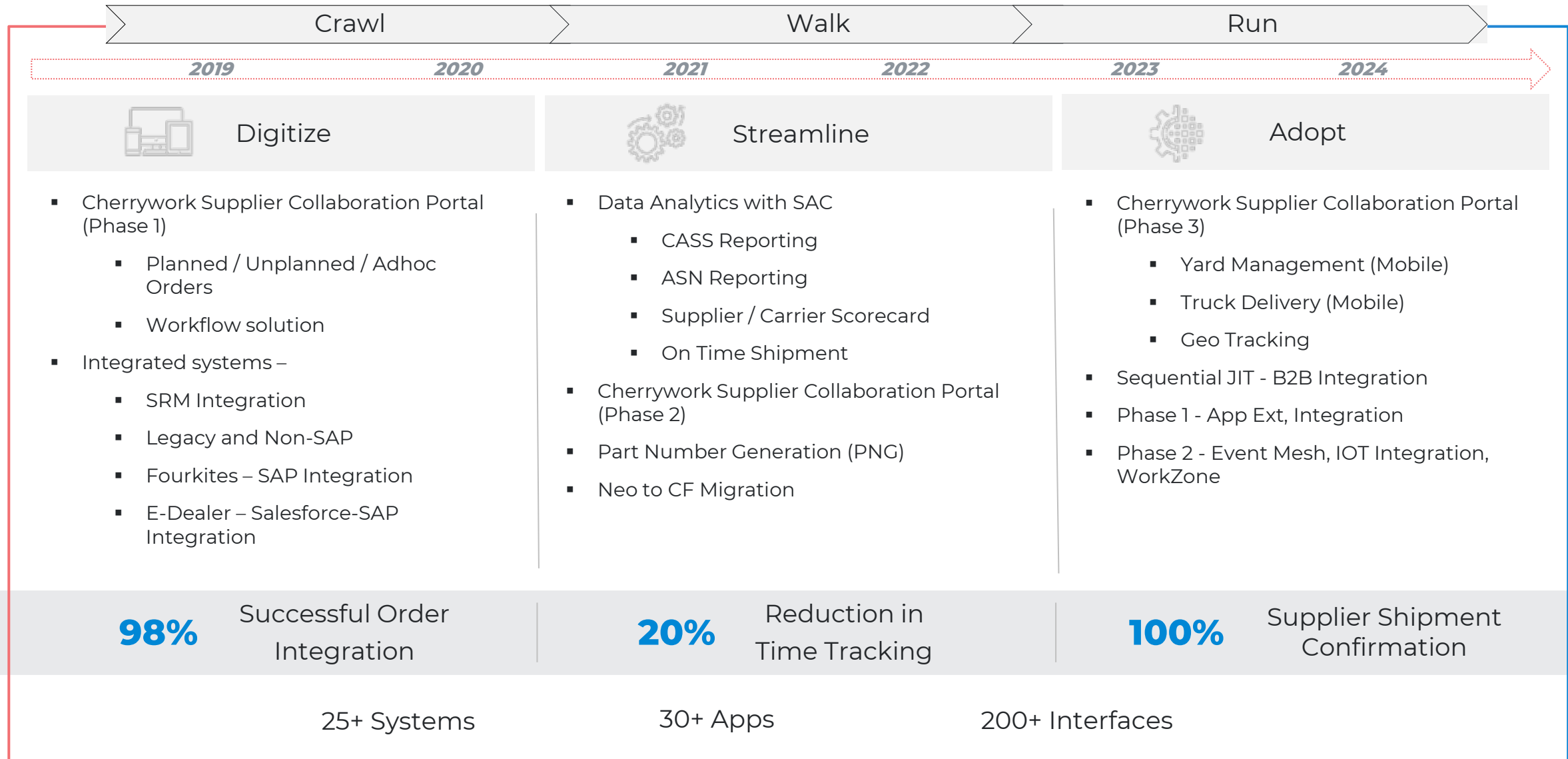
# Incture Offerings are aligned to Customer Business Priorities



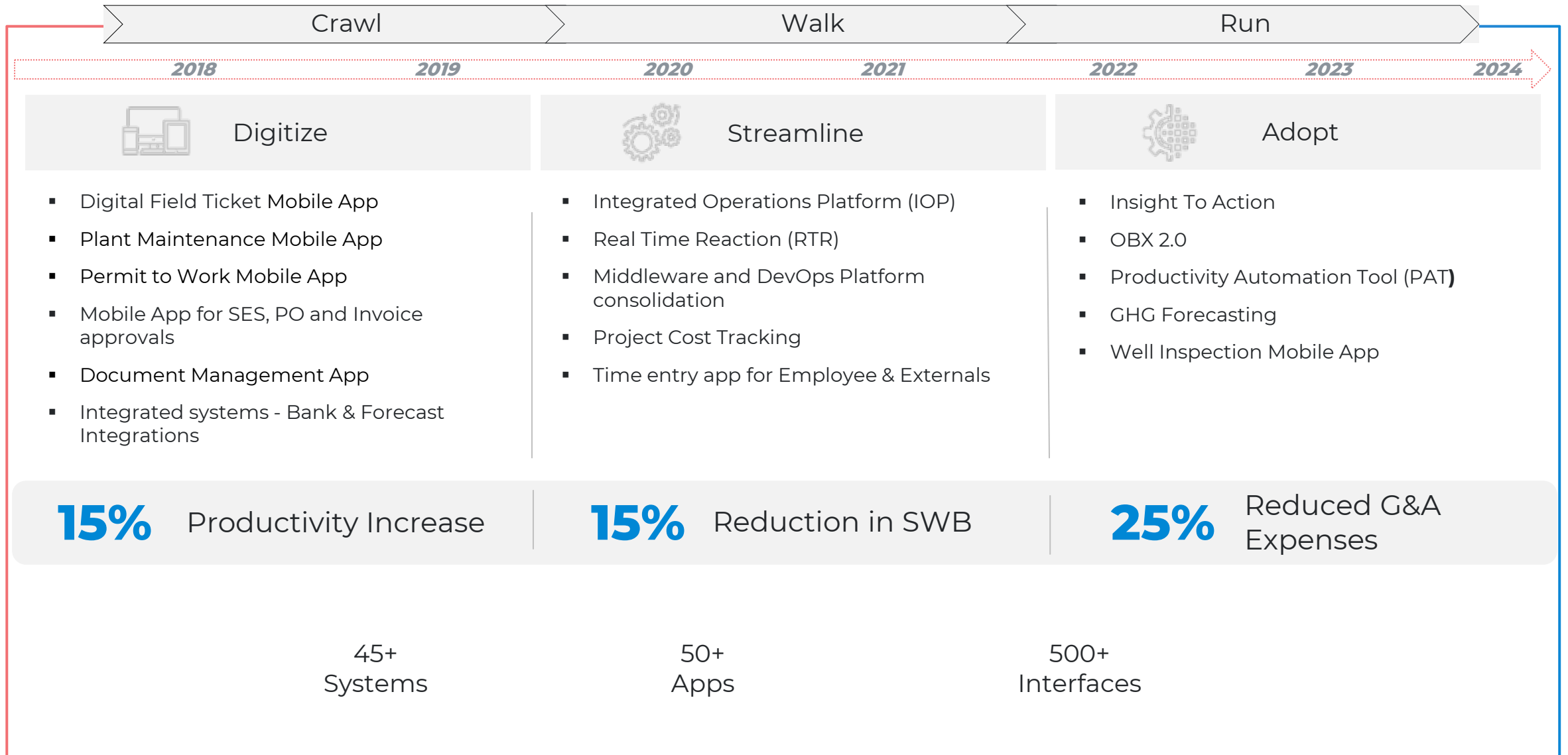
# Our Customer Digital Transformation Journey



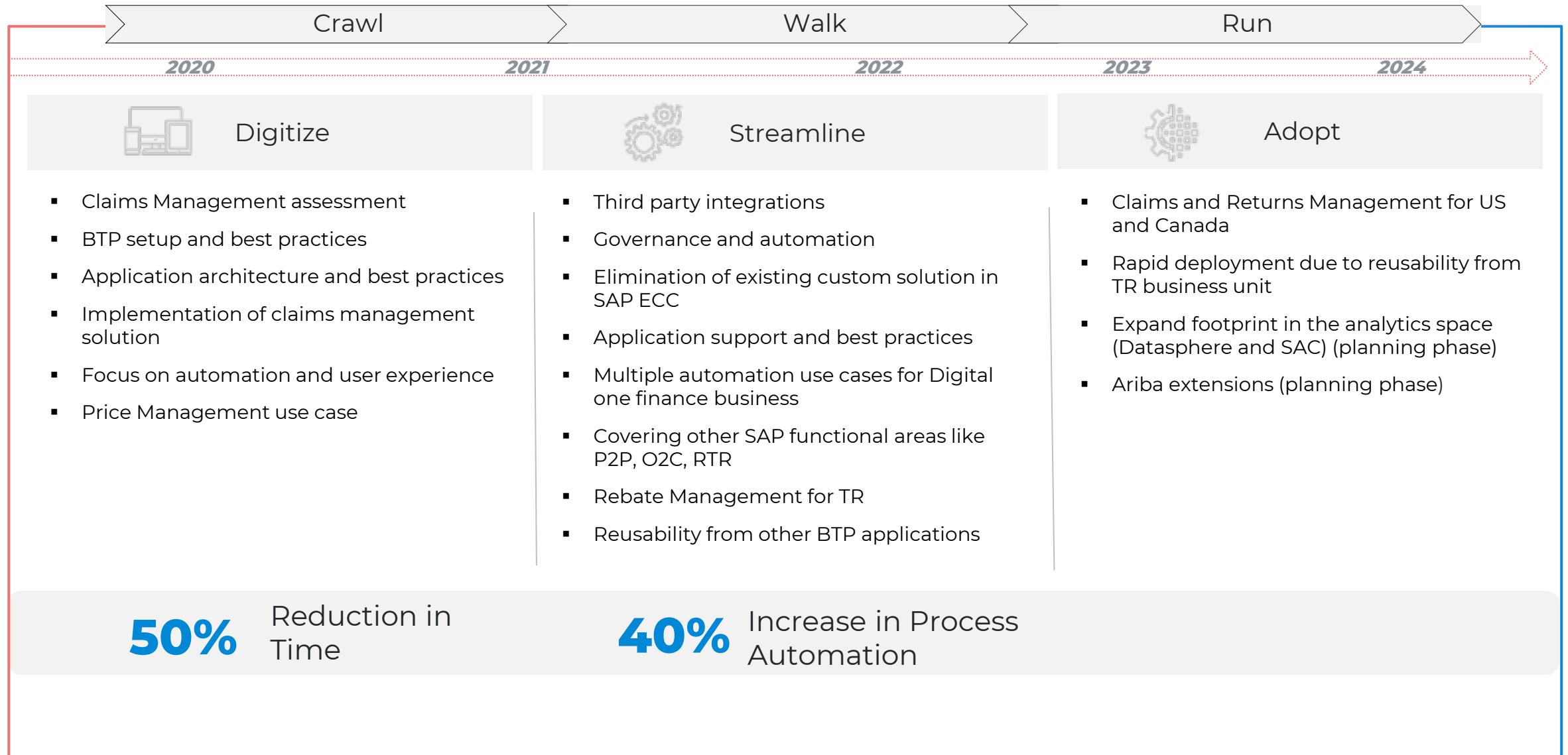
# Case Study: Digital Transformation Journey for a Leading Truck Manufacturer in US



# Case Study: Digital Transformation Journey for an Oil and Gas Company in US



# Case Study: Digital Transformation Journey for a Leading Luxury Brand in US





## **Customer Success Stories**



# Driving Results for Our Customers

60%

decrease in time  
to go-to-market

<1

year ROI  
realization

~3x

improvement in  
staff productivity

50%

increase in workflow  
efficiency

360°

task & process  
visibility

100+

pre-built  
scenarios

# Customer Success Stories – Cherrywork Products



## Accounts Payable Automation

### Cherrywork AP Automation for a Global Media Company

- 360°** Visibility and auto-posting of completely matched invoices
- 70%** Reduction in process cycle time
- 3X** Invoices processed per day

### Cherrywork AP Automation for a Global IT Company

- 100%** streamlining of supplier communication, process tracking & audit
- 3X** more invoices processed per day
- 65%** Reduction in process cycle time



## Intelligent Price Management

### Cherrywork Intelligent Price Management for an American multinational consumer products company

- 100%** Manual processes eliminated
- 3x** Productivity improvement

### Intelligent Price Management for a Large Equipment Manufacturer in the US

- 100%** Manual processes eliminated
- 3x** Productivity Improvement
- 100%** Improved price insights



## Intelligent Work Management

### Cherrywork Intelligent Work Management for a leading oil and gas company

- 60%** Reduction in process cycle time
- 15%** Increase in operational efficiency
- 40%** Quicker TAT on tasks

### Cherrywork Intelligent Work Management for a Multinational group in UAE

- 20%+** Increase in productivity
- 40%** Quicker TAT on tasks
- 50%** Less time to build applications



## Smart Warehouse

### Smart Warehouse Management Application for a Chemical Company in the US

- 20% R**educed TAT
- 360°** visibility of Inventory
- 100%** paperless
- 70%** reduction in time for physical Inventory

### Smart Warehouse for a Canadian Integrated Energy Company

- 100%** transparency in real-time visibility of stock
- Near ZERO error** in warehouse operation
- 40%+** improvement in utilization of warehouse space

# Customer Success Stories – SAP BTP Services

Integration of **SAP Commerce Cloud with systems via SAP CPI and API-M**, for a **Toyota distributor in the Middle East**.

**2.6 M** Increase in annual revenue

**3k** Increase in service bookings per day

**2.3 M** B2C customers

**Migration of interfaces from BizTalk to SAP Integration Suite** for a **Global Seafood Industry Leader in Thailand**

**60%-70%** improved time to onboard new trading partner

Accelerated revenue opportunities by **15%**

Reduced operation cost by **~25%**

**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

**Legacy PO & NEO** migrated to SAP Integration Suite for a **top private university in Saudi Arabia**.

**20** New third-party integrations including SuccessFactors and S/4

Migrating **SAP PI to the SAP Integration Suite** for **British broadcaster and telecom company**

**38** Integration interfaces and new third-party integrations including SuccessFactors and S/4

**Migration of Advantco to ROJO** for an **Indian agrochemicals manufacturer**

**156** Interfaces migration

**2x** Flexibility for integration needs

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

# Customer Success Stories – Cherrywork Applications

## **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

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

**80%** Engagement with relevant parties

**Zero** Dependency on paper documentation

## **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

## **Sales Order Management for an Indian oil refining and storage company**

**100%** Dependence on paperwork eliminated

**360°** Visibility of sales cycle, stock and collections

## **Insurance Enrollment Portal with SAP BTP for a large consumer care and lighting company**

**100%** of employee data from the HR system completely automated using SAP BTP

**3X** Faster in accessing policy data & enrollment time

**23K** Records processes

## **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

## **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

## **Human Experience Management Indian multinational public sector banking and financial services company**

**22%** Increase in User adoption

**<2** secs. processing time for transactions

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

# Customer Success Stories – Cherrywork Applications

## **Work Order Management** for a construction company in the UAE

**100%** Dependence on paperwork eliminated

**360 °** Visibility of sales cycle, stock and collections

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

**100%** Paperless process

**360 °** Visibility of delivery cycle, stock and collections

## **Cloud-based Insurance Management & Gateway Portal Application** in Thailand

**65%** Reduction in recovery costs

**<50%** Increase in efficiency of workflow

## **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

## **Sales Order Management** for a Large Chocolate Confectionery Company in Indonesia

**100%** Dependence on paperwork eliminated

**360 °** Visibility of sales cycle, stock and collections

## **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

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

# Customer Success Stories – Cherrywork Applications

## 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

## 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

## 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

## 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

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

## Learn More about Incture

[www.incture.com](http://www.incture.com)



## Request for Cherrywork application demo!

[www.cherrywork.com](http://www.cherrywork.com)

