

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



Our Offices:

- 📍 Global Headquarters
- 📍 Digital Delivery Hubs

Focus Industries



CONSUMER INDUSTRIES



ENERGY AND NATURAL RESOURCES



MANUFACTURING



LIFE SCIENCES

Our Customers

100 + Customers

50+ Fortune 500 Companies

[Link](#)

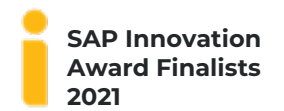
Our Partners



[Link](#)



Our Awards





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



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 | Digital Manufacturing | Logistics Collaboration Hub |
Industrial Workforce Management | Sustainable Supply Chain



Intelligent
Supply Chain
& Finance

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



Human
Experience
Management

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

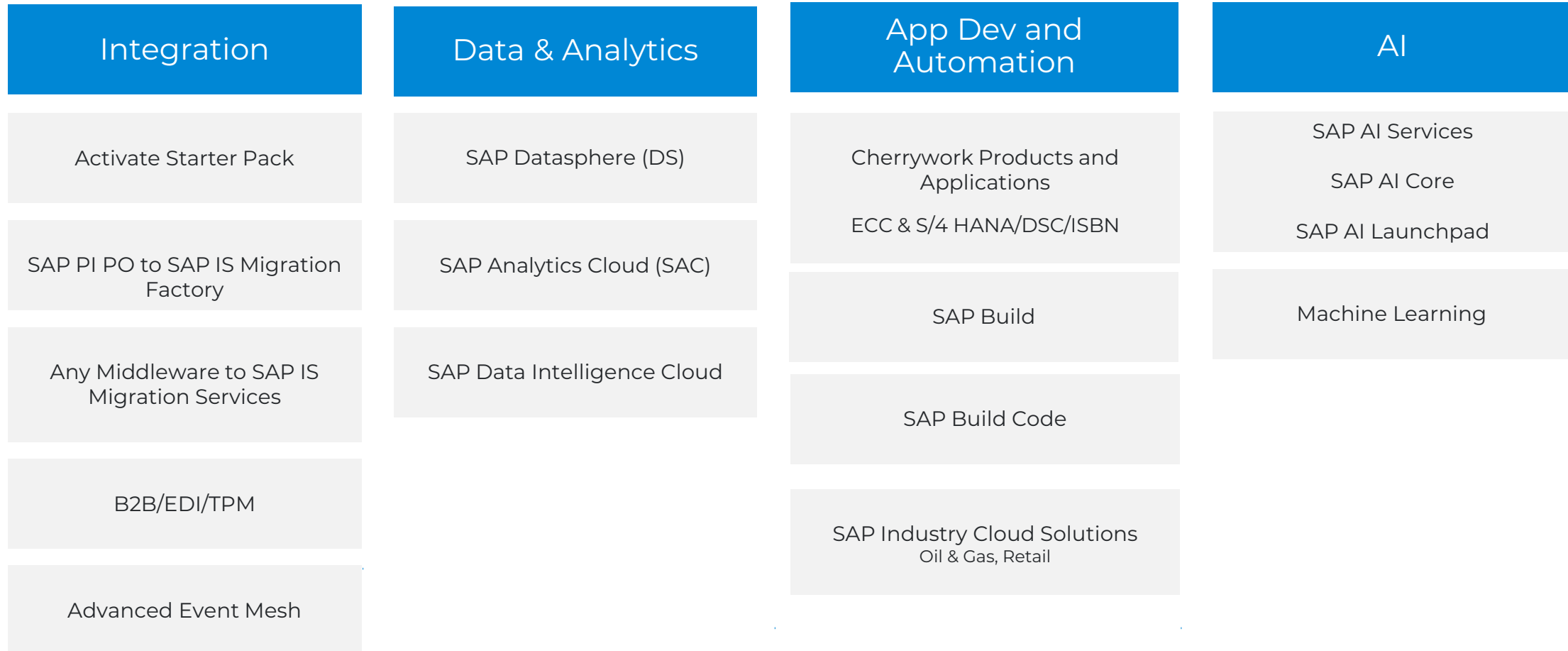


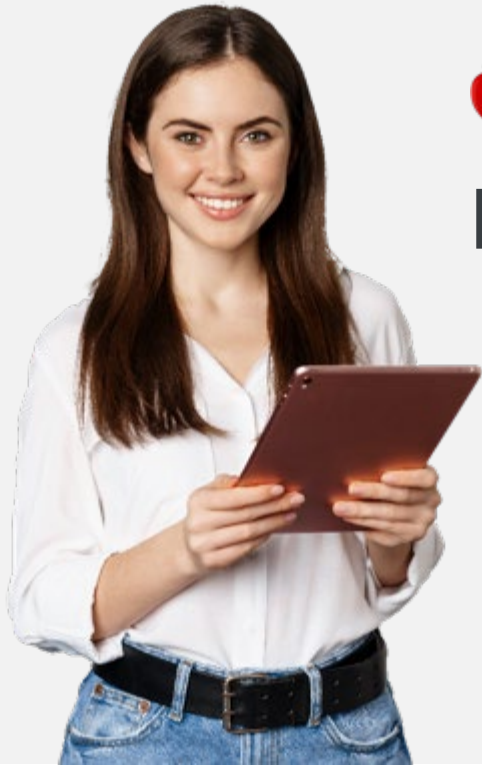
Customer
Experience

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

Price & Promotions
Management

Compensation Advisor
& Offer Management

Intelligent Maintenance &
Operations

Smart Warehouse



Customer Engagement

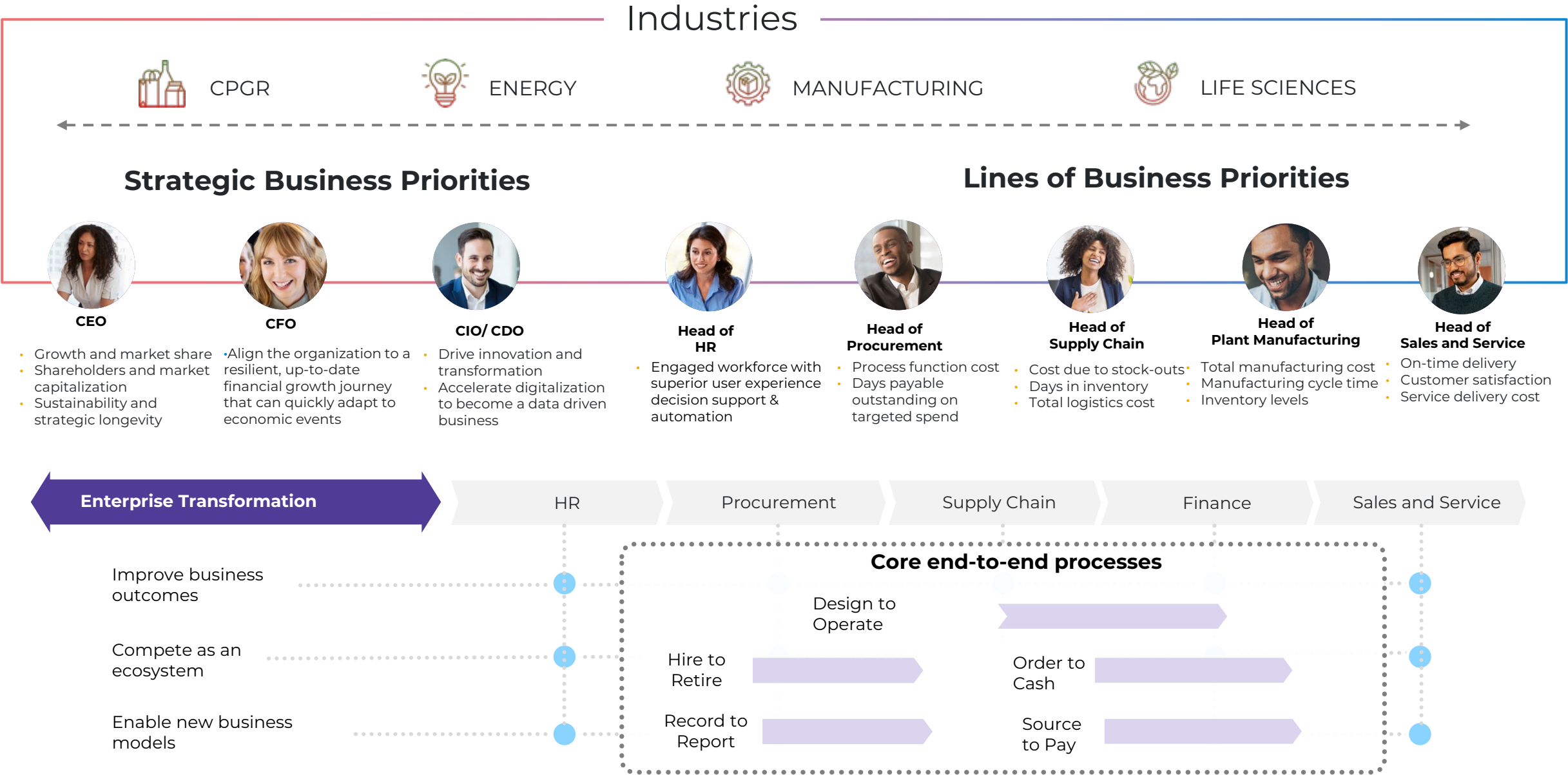
Our customers' key business challenge is staying competitive and relevant

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

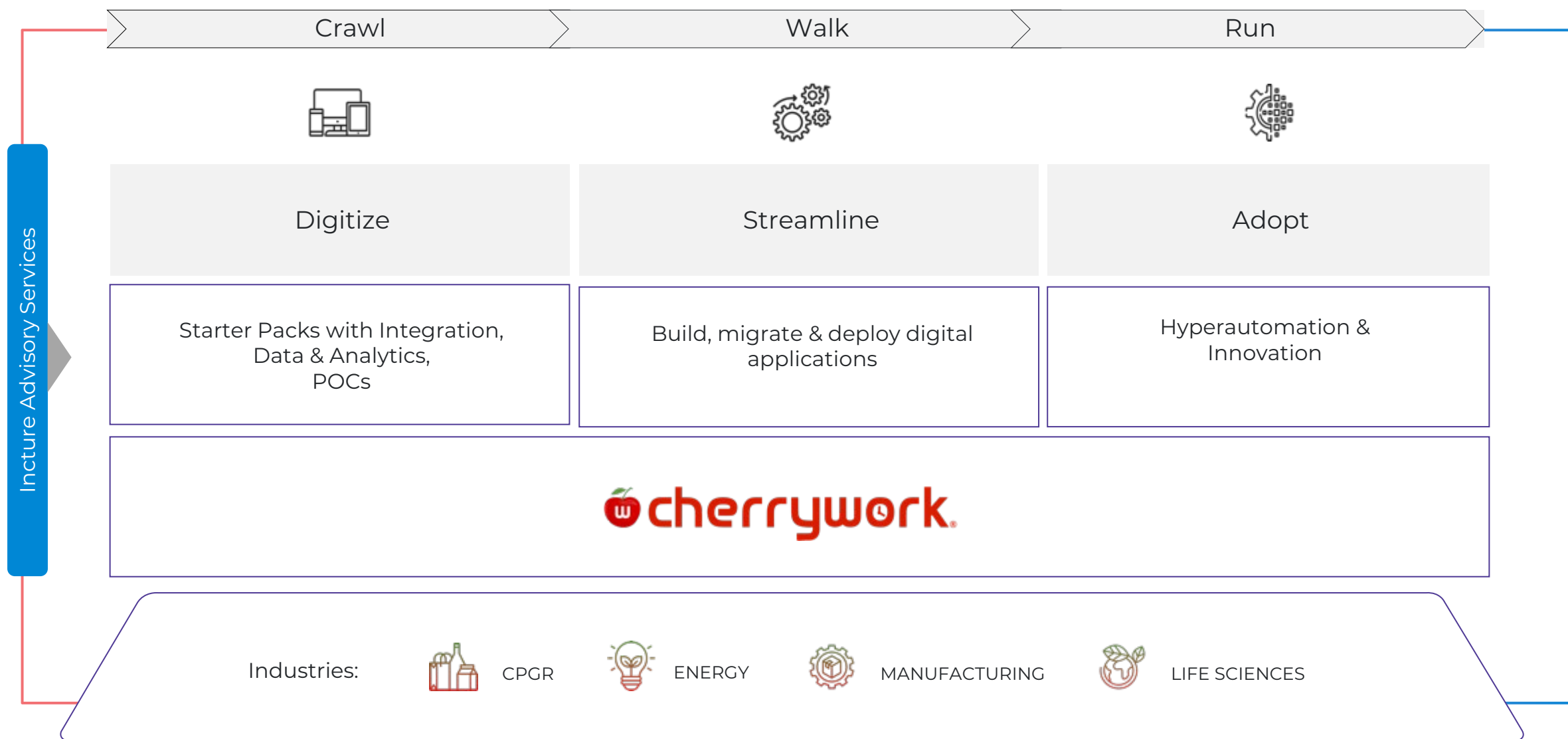


“Clean core” principles help customers deliver both IT and business benefits that can be adopted and realized today.

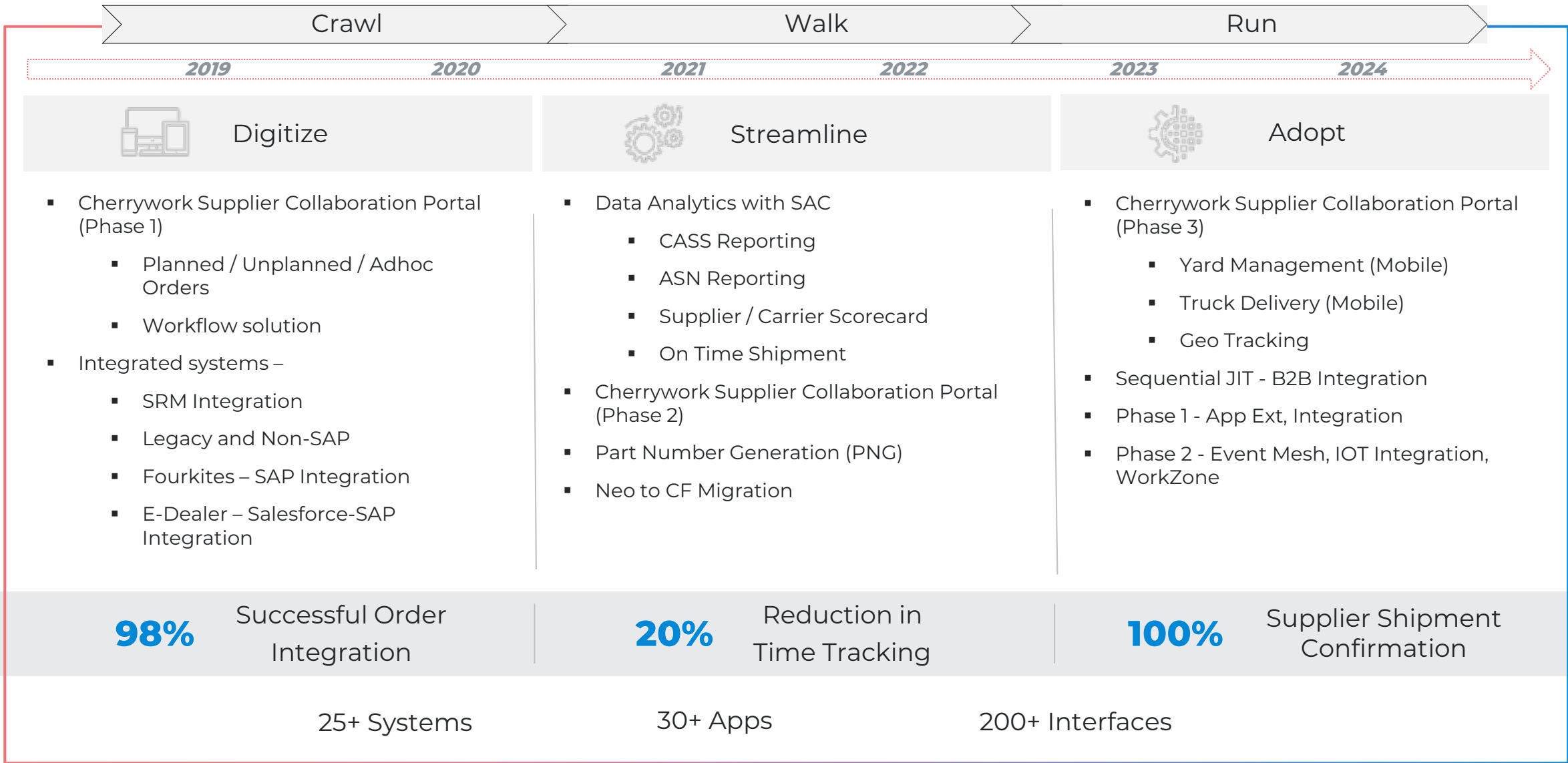
Incture Offerings are aligned to Customer Business Priorities



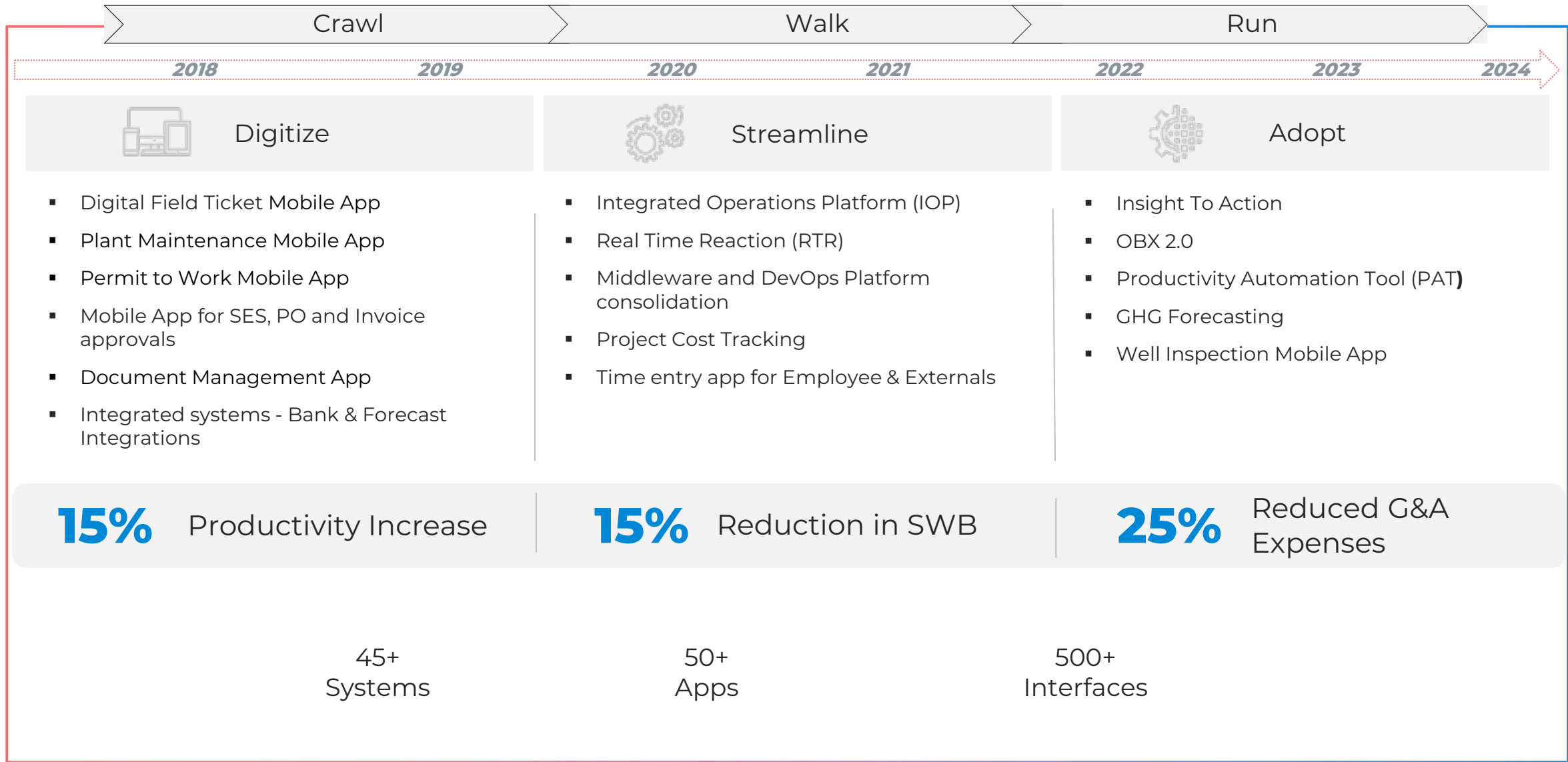
Our Customer Digital Transformation Journey



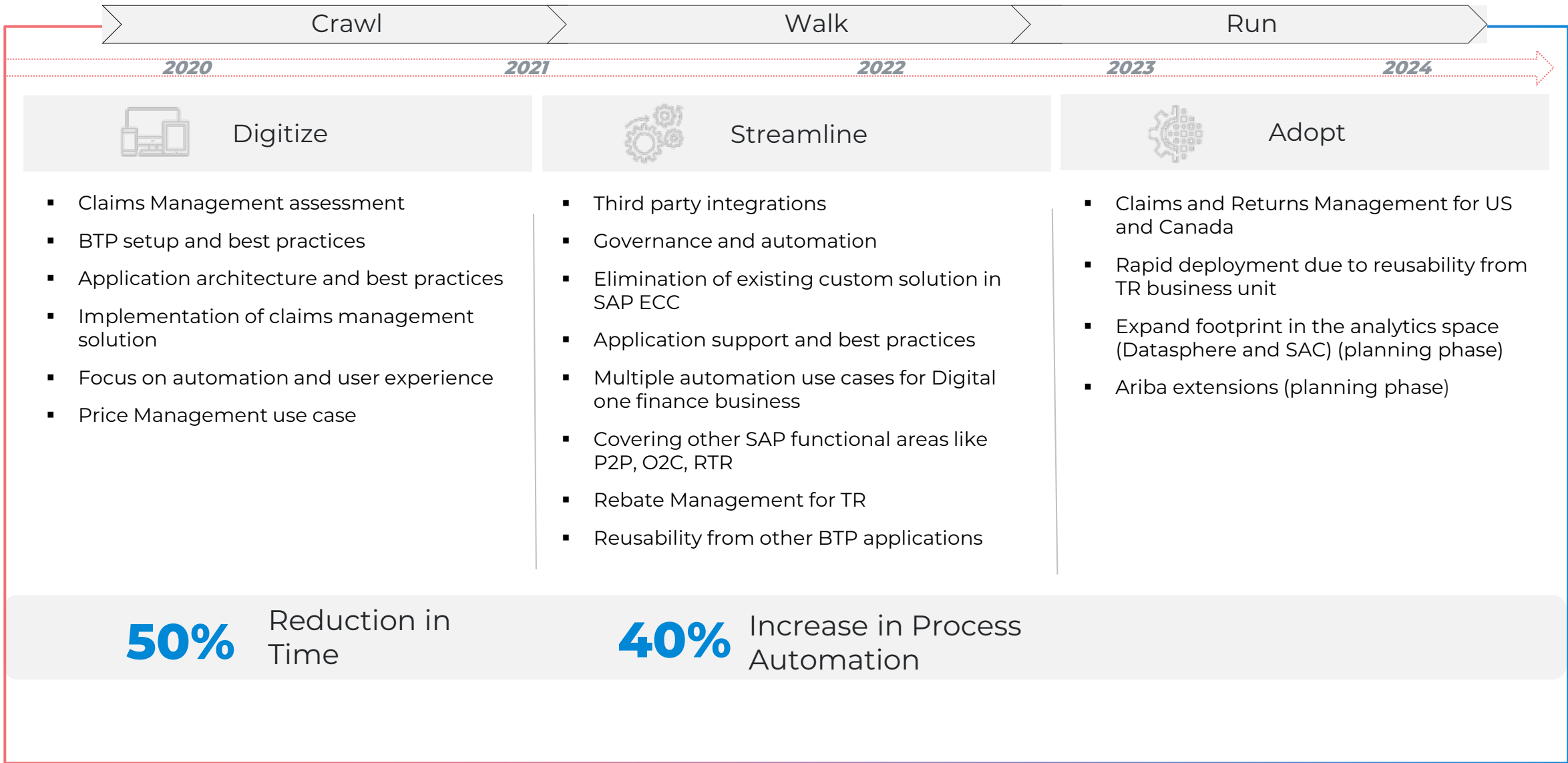
Case Study: Digital Transformation Journey for a Leading Truck Manufacturer in US



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

Cost of Complexity: The Hershey Company

CHALLENGES:

- We have a disconnected process to manage our production portfolios and scheduling decisions
- Today's decision-making process is siloed and time-consuming (8-10 weeks)
- Limited scalability; too many networks to assess (20+ production networks)
- Current manual solution only works with simpler networks; missing opportunities from complex networks

SOLUTION:

- Scalable mathematical optimization framework to quantitatively assess the feasibility and financial impact of a multitude of production decisions across many manufacturing networks
- A comprehensive data module to standardize the attribution process of any network, centralize all network data, and allow for ML-driven imputation with stakeholder validation
- UI application hosted on the SAP Business Technology (SAP BTP) platform through the SAP BTP, Kyma runtime for machine learning deployments enabled through SAP Fiori, SAP Business Application Studio, and SAP Analytics Cloud

OUTCOME:

- An end-to-end process where business users can change how they work, unify goals across networks, and make data-driven decisions faster
- A connected, fast, and scalable solution to solve our manufacturing problems across many networks
- Unlocking trapped capabilities in complex networks faster, through quantitative trade-offs and discovery of additional sales growth opportunities.
- Output reports for scenario analysis, supply plan, production schedule and comparisons

75%

Reduction in data analysis efforts with increased efficiency

6

Manufacturing networks modeled globally resulting into optimized product mix and increased network utilization

5

SAP data sources are integrated, solution to be scalable for additional data sources as needed

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%** Reduced 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



Request for Cherrywork application demo!

www.cherrywork.com

