



SMX SAP Services

Implement better SAP projects,
based on a better
selection of the team.

SMX Professional Services for SAP Intelligent Platforms

Companies face a wide variety of challenges, from managing cash flow, supply chain and operations, to addressing non face-to-face work and employee engagement, all while meeting fluctuating market conditions and customer needs. At SMX Services & Consulting Spain we have the experience and some of the main solutions needed to help companies achieve their business objectives of technological innovation and proper personnel management that will allow them to be successful in managing their development and growth challenges in the modern digital economy, perfecting the operation of their intelligent platforms.

With our Professional Services and highly qualified SAP applications staffing we support companies in the following business priorities:

- To obtain new customers To increase revenues
- Increase efficiency and productivity
- Reduce costs
- Promote growth while maintaining high quality Promote innovation
- Promoting customer loyalty Improving cash flow
- Increasing staff retention and development Increasing competitive advantage



Our Strategy

Standardized services for SAP, in the following areas:

- Operational Continuity
- Technical Upgrade
- Technical Migration
- Technical Consultancy

Professional Services for the following SAP applications:

- SAP S/4 HANA
- SAP CX
- SAP ARIBA
- SAP ECC 6.0
- SAP SCM
- SAS Analytics

The SAP logo, consisting of the letters 'SAP' in white on a blue background.The logo for SMX Services & Consulting, Inc., featuring the letters 'SMX' in a stylized, outlined font, with 'Services & Consulting, Inc.' written below it.



In keeping with our purpose, SMX Professional Services' goal of optimizing SAP applications for our customers is to join in supporting large manufacturers like SAP in creating a positive economic, environmental and social impact.

In addition to pursuing our own objectives, we want to help our customers become more sustainable through Professional Services for SAP solutions that drive companies to incorporate strategic information and operational, experiential and financial data that contribute to sustainability.

Standardization of services



Adequacy services



Implementation services

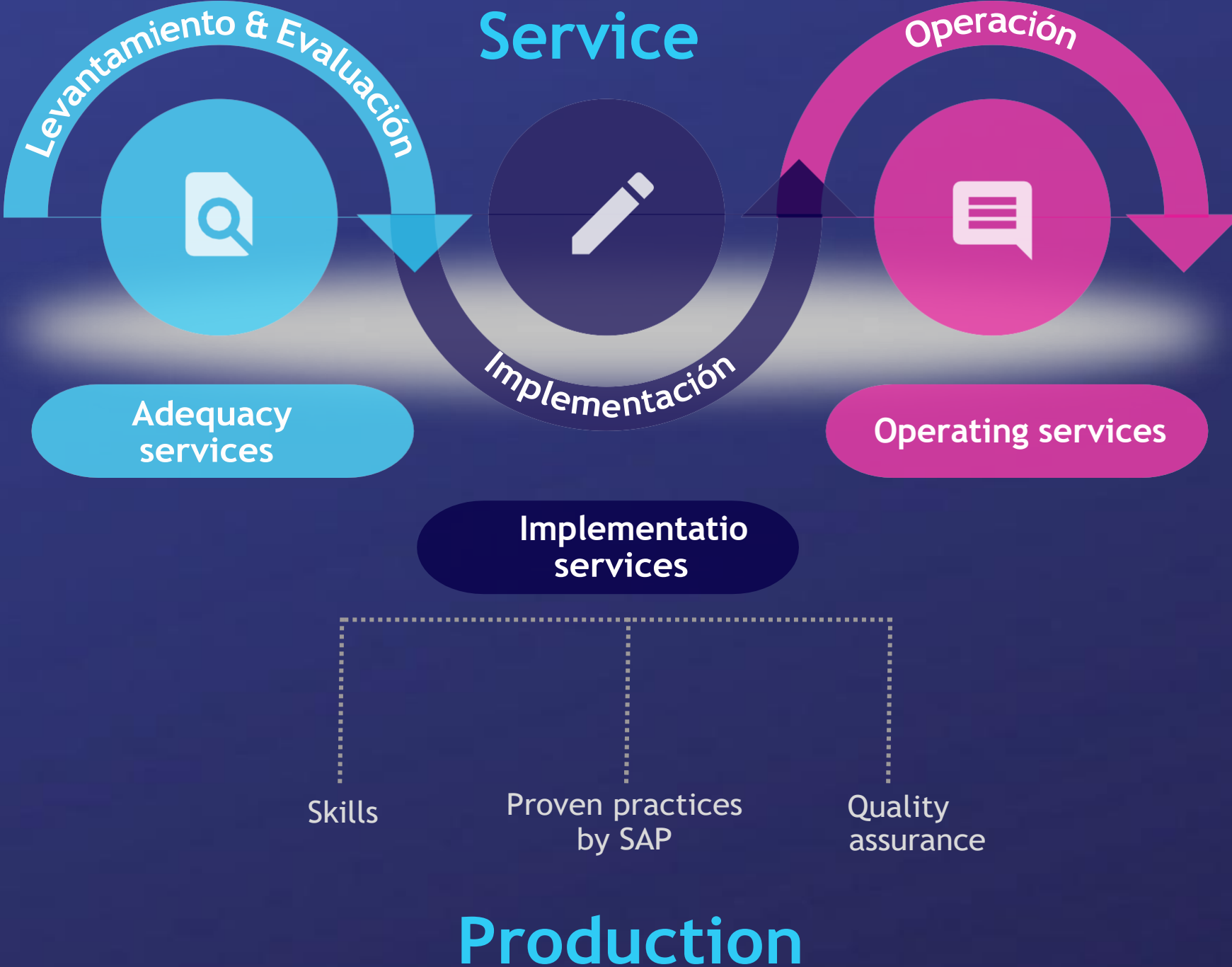


Operating services

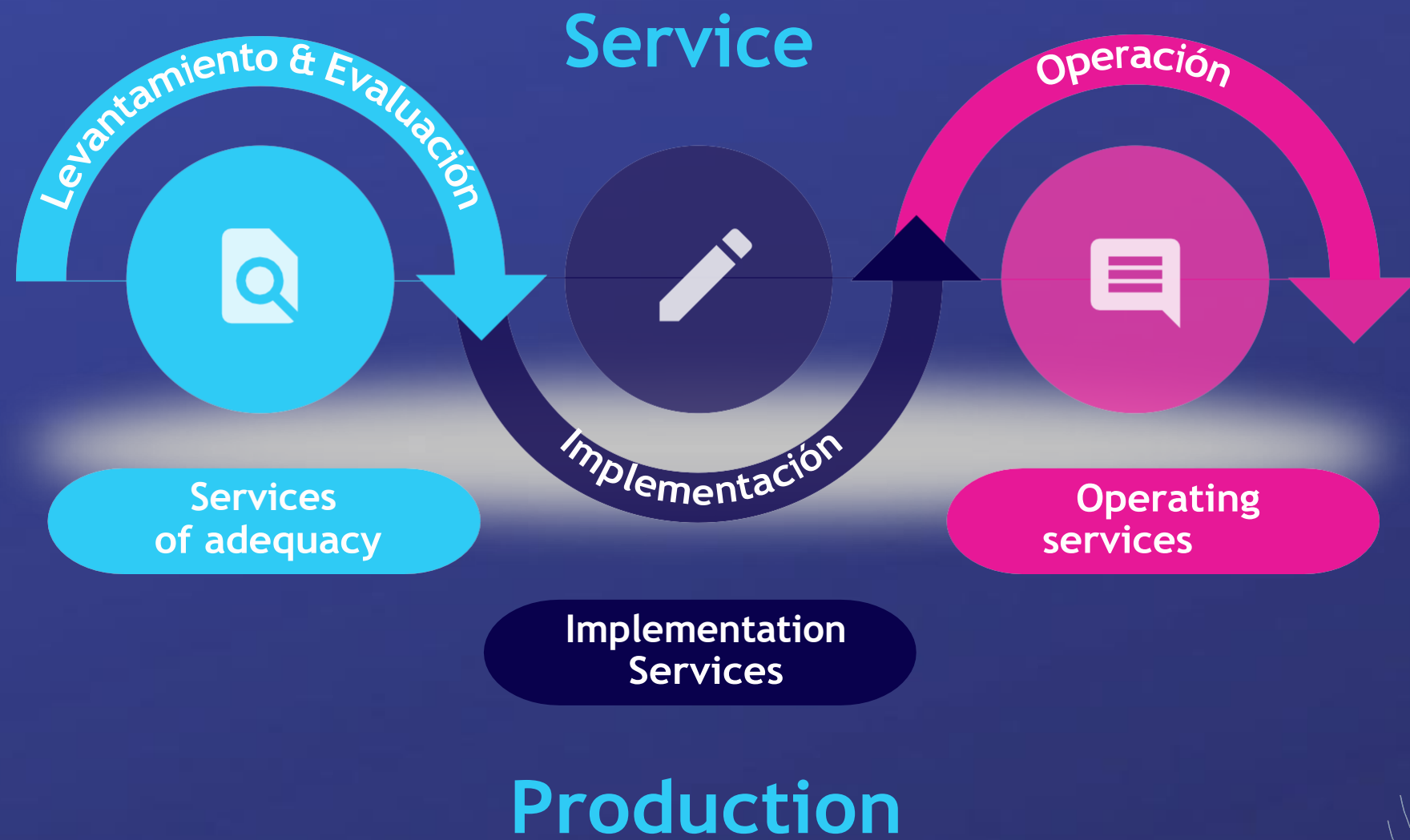
Our standardized services

SMX can extend its capabilities to offer customers a comprehensive set of services that address key requirements throughout the SAP solution lifecycle, whether to assess, implement or support SAP solutions. Our services have been carefully packaged to enable SAP customers to achieve the business and technical scalability they require.

Standard services will enhance your portfolio by adding the required expertise to your business through a convenient set of fit-for-purpose, implementation and operation services.



Adequacy services



SAP Digital Enterprise Journey
Technical Assessment

Adequacy services

SAP Digital Enterprise Journey Technical Assessment

SAP Digital Enterprise Journey Technical Assessment is a service designed to help SAP customers perform a detailed technical analysis of their current SAP systems and support the S/4HANA adoption planning process, in any available on-premise or cloud deployment scenario. The service provides a pre-implementation overview, useful for identifying required changes and readiness steps for your current system environment, well in advance of the SAP S/4HANA system project start date, whether on a S/4HANA system conversion, new implementation or transformation.



Internet of things



Business network



Social networks



SAP Fiori UX

Role-based user experience for all devices

SAP S/4HANA Applications and Extensions

Knowledge-driven applications for all lines of business and industries

SAP HANA Platform

Platform for all data

On Premise Edition

On Premise Edition



People



Devices



Big Data

Native Integration for Hybrid

Ariba

Concur

Fieldglass

Hybris

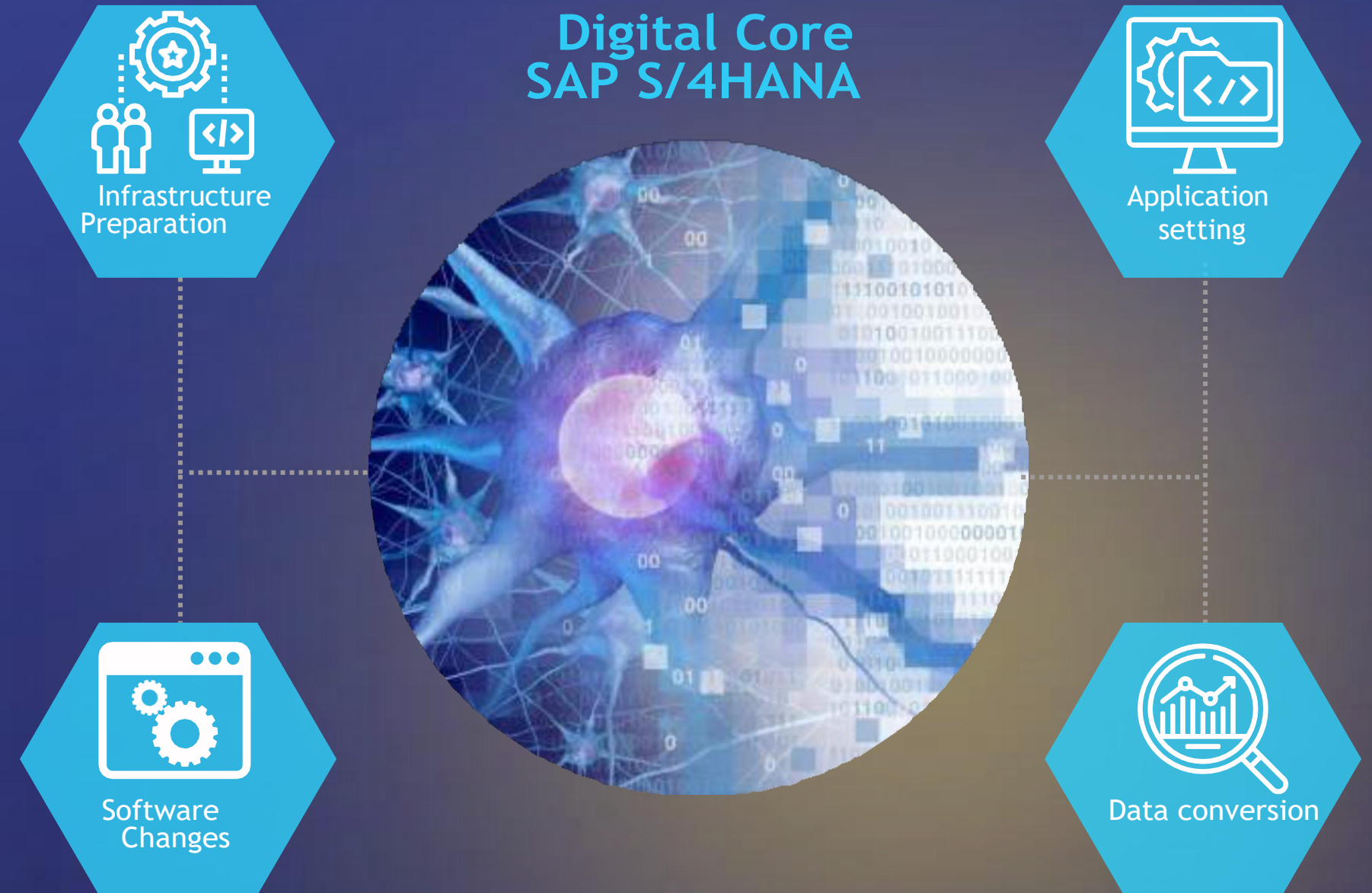
Success Factors

Adequacy services

SAP Digital Enterprise Journey Technical Assessment

SAP Digital Enterprise Journey-Technical Assessment

It is the technical assessment that collects data from your production system and combines SAP recommended tools (e.g. , SAP Transformation Navigator, SAP Readiness Check for SAP S/4HANA, Maintenance Planner) with a comprehensive methodological approach to analyze and assess the key focus areas of the transition.



SAP Digital Enterprise Journey Technical Assessment provides an initial analysis of the current solution landscape to determine the fit and migration paths to SAP Digital Core. As a result of this assessment, the SAP customer will get a roadmap for SAP/4HANA implementation.

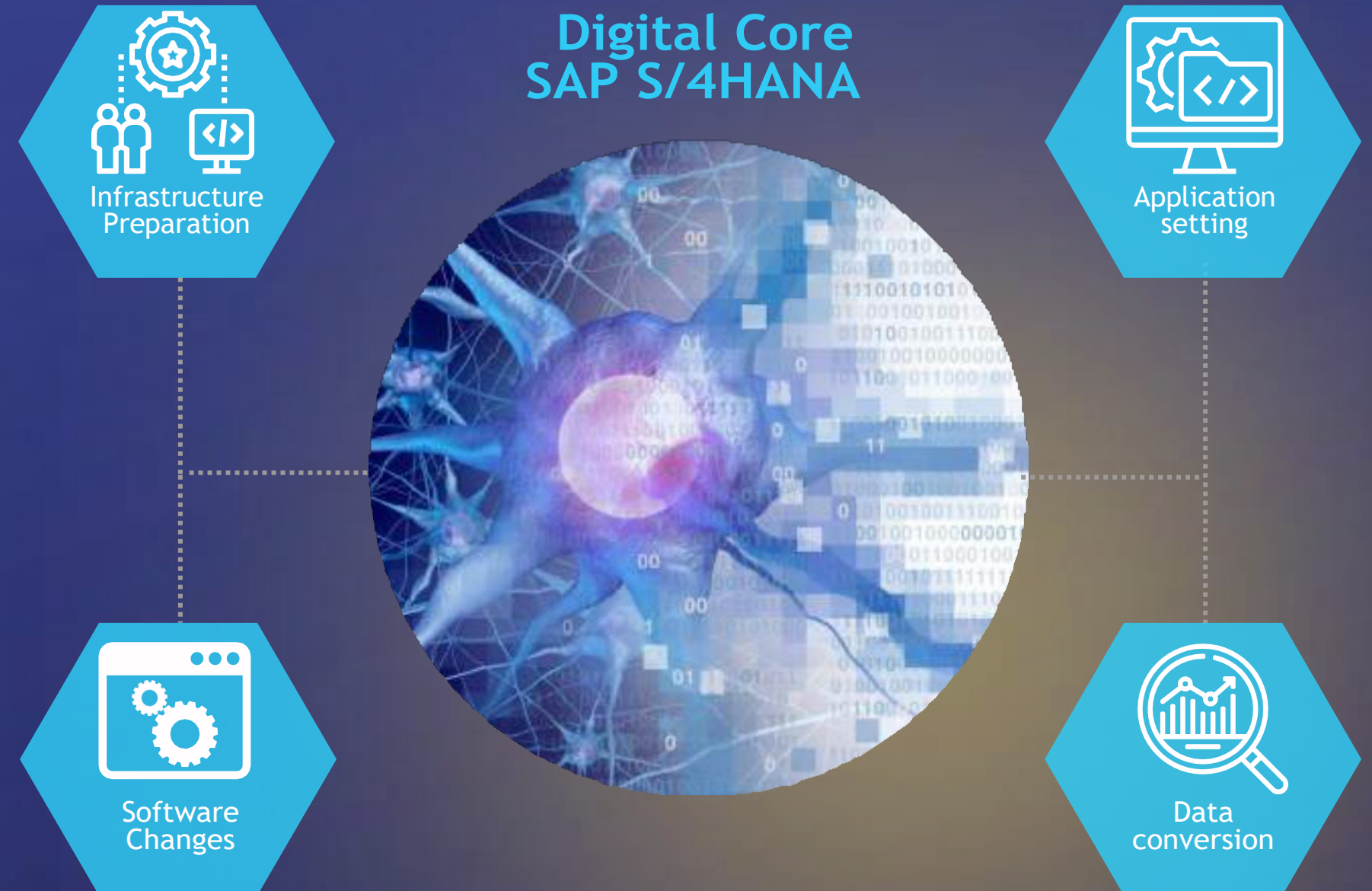
Adequacy services

SAP Digital Enterprise Journey Technical Assessment

Key areas of transition focus:

Infrastructure preparation Software prerequisites (e.g., OS, database, SAP kernel and support package levels)
Additional Requirements and Compatibility Sizing SAP S/4HANA In-Memory Landscape Architecture
Configuring SAP Solution Manager

Application tuning requirements
Modifications, custom developments and interfaces (based on SAP S/4HANA) High-level custom code analysis, based on the database of.
SAP Simplification



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Adequacy services

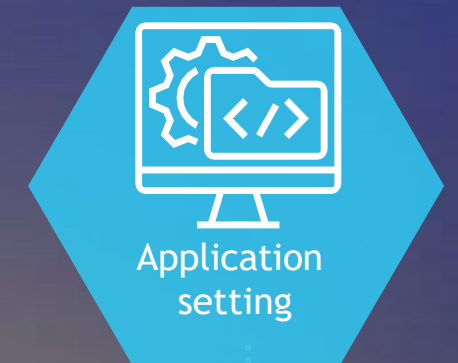
SAP Digital Enterprise Journey Technical Assessment

Software change management
Maintenance system overview
Transport volumes

Data conversion requirements
Special data conversion requirements
Unicode conversion requirements
Business downtime Most critical
downtime drivers
Impact of board size on downtime.

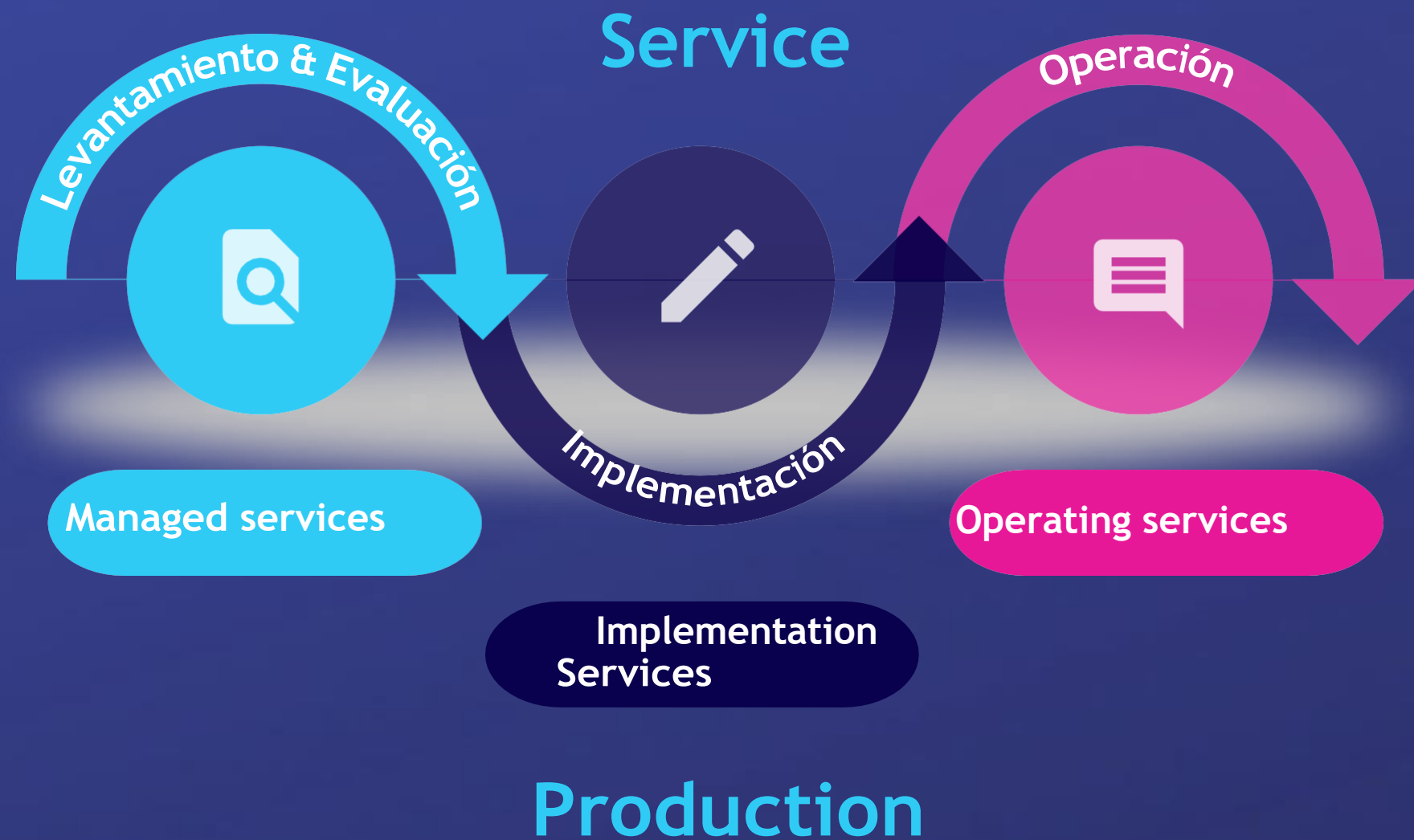


**Digital Core
SAP S/4HANA**



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Implementation services



SAP ERP Technical Configuration

SAP ERP Technical Upgrade

Technical Installation of SAP HANA

SAP System Conversion to S/4HANA

SAP BW BW/4HANA Conversion

SAP Outsourced Custom Development

SAP Solution Manager Implementation

Data Base Migration of SAP ERP to HANA

SAP System Migration to MS Azzure

SAP System Migration to Google Cloud

Implementation Services

SAP ERP Technical Configuration

The **SAP ERP Technical Configuration** service enables customers to optimize the technical administration of their SAP applications and the underlying technology infrastructure.

In accordance with SAP best practices and industry standards, **SAP ERP Technical Configuration** will enable you to create an operational management framework ready for SAP usage customization and continuous improvement. It covers the execution of critical NetWeaver installation and configuration tasks aimed at optimizing the SAP environment to better support the host technology infrastructure. This includes activities such as system tuning, configuring security features, implementing the enhancement package, and more.



Implementation Services

SAP ERP Technical Upgrade



The **SAP ERP Technical Upgrade** service enables customers to immediately take advantage of the next generation of SAP software while protecting their existing SAP investment.

SAP ERP Technical Upgrade is a service that follows a standard approach with a clearly defined fixed scope. This service was created to reduce upgrade costs and improve efficiency in terms of reduced downtime, project timelines by leveraging the distributed delivery model.

Offers a fast, low-risk, fixed-cost approach to upgrading SAP software, with all the tools and resources needed to effectively transition to the latest SAP platform.

Implementation Services

Technical Installation of SAP HANA

The **Technical Installation of SAP HANA** Service allows the customer to outsource all work associated with the technical installation of the SAP® HANA system.

This service includes the following activities:

- Check all technical prerequisites (such as hardware and software requirements) before and during the project
- Complete all pre-installation activities
- Perform installation in accordance with SAP® standards and guidelines.
- Execute post-installation activities Adjust and generate reports of system logs and profile parameters
- At the end of the project, the customer will receive a report listing all activities performed during the installation, which can be used as an approval document.



Implementation Services

SAP System Conversion to S/4HANA



SAP System Conversion to S/4HANA is a standard service designed to help SAP® customers transform an existing SAP ERP system into a S/4HANA system using the most efficient transition scenario available, the so-called **brownfield approach**. Combining powerful SAP® and our partners' own methods and tools, the service provides a semi-automated path with the required adaptation tasks to convert the original SAP ERP processes, functions and programs into a fully operational S/4HANA installation.

For optimal efficiency, the **SAP System Conversion to S/4HANA** service leverages the pre-assessment of the S/4HANA adoption process in addition to the technical procedure to migrate to the new solution, the process may involve changes to functions and processes, as well as custom code adaptation of the existing SAP ERP system.

Implementation Services

SAP System Conversion to BW/4HANA

SAP System Conversion to BW/4HANA is a standard service designed to help SAP® customers transform an existing SAP BW system into a BW/4HANA system by reusing the current environment (In-place Conversion) or by transferring models and data flows to a newly installed BW/4HANA system.

While there is no automated option to convert to an SAP BW/4HANA system, the service combines methods, tools and expertise to achieve a seamless transition to the new solution.

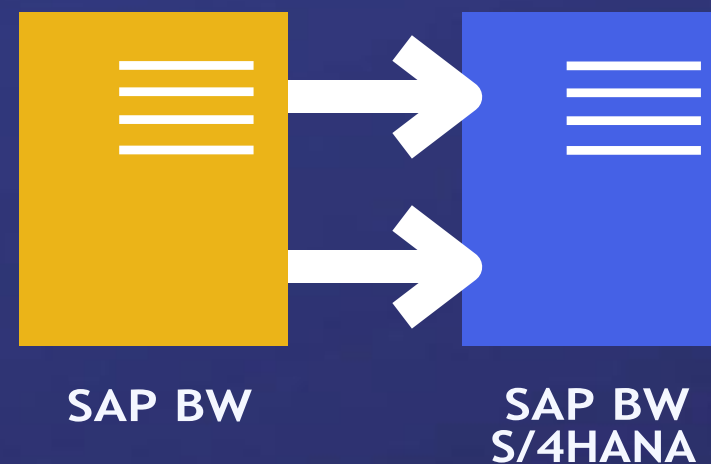
SAP System Conversion to BW/4HANA offers the three standard SAP® paths for conversion from SAP BW to SAP BW/4HANA; these are:

Inplace Conversion



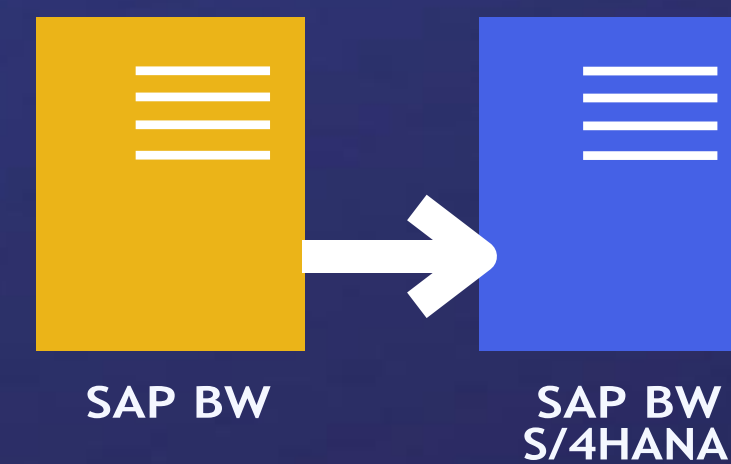
This path starts from an existing SAP BW environment through a transition process that transfers step-by-step data models and flows to SAP BW/4HANA compliant objects.

Remote Conversion



This approach allows moving entire data streams or transferring only selected data streams, including SAP BW data with any database, to a new SAP BW/4HANA installation.

Shell Conversion



This option works similarly to a Remote Conversion; however, it does not include the transfer and synchronization of existing data. Instead, it helps you choose to load data from sources, from the original SAP BW system, or simply ignore the historical data and start over.

Implementation Services

SAP Outsourced Custom Development ERP & S/4 HANA



The **SAP Outsourced Custom Development** Service is specifically designed to help customers create custom applications that address unique, often mission-critical business requirements. Working with them, we create applications that deliver powerful solutions in a fast, low-risk manner, enabling them to take advantage of market opportunities and respond dynamically to new business challenges.

The solutions we develop are fully integrated with your existing SAP® software. Our goal is to quickly provide you with the innovative applications you need, so you can stand out from the competition. You can be confident that your new custom solution will be developed to the same rigorous standards as standard SAP software. Our custom solutions are built by a team of designers, architects and developers who have extensive experience in developing custom applications based on SAP software. With direct access to our extensive network of developers, we can execute projects of all sizes that deliver immediate value.

Implementation Services

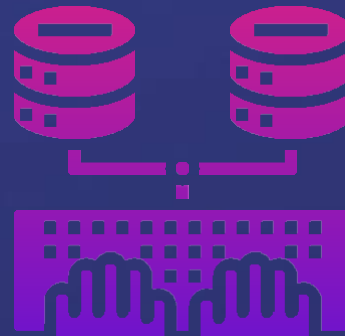
SAP Solution Manager Implementation

The SAP® Solution Manager application management platform provides the integrated content, tools and methodologies needed to implement, support, operate and monitor your SAP software. With the **SAP Solution Manager Implementation** service, SAP Solution Manager will be configured quickly, with a predefined scope, so you can take advantage of sophisticated, integrated tools that help your SAP software and projects run more efficiently.

The service consists of three main parts:



Initial Setup Preparing the Sap Solution Manager for configuration after a new installation or upgrade



Basic Settings Basic settings to ensure that all basic functions run immediately



System configuration Creation of all necessary connections to/from managed systems

Implementation Services

Data Base Migration of SAP ERP to HANA

Data Base Migration of SAP ERP to HANA is a service specially designed to leverage SAP migration best practices to help the customer replace the underlying relational database of their SAP ERP system with SAP HANA as the database.

Data Base Migration of SAP ERP to HANA combines the migration of the database and the upgrade of the SAP software enhancement package in a single phase via the Database Migration Option (DMO) of the Software Upgrade Manager (SUM) or, if the SAP system version is already sufficient for a direct migration, by using the heterogeneous system copy instead of DMO.

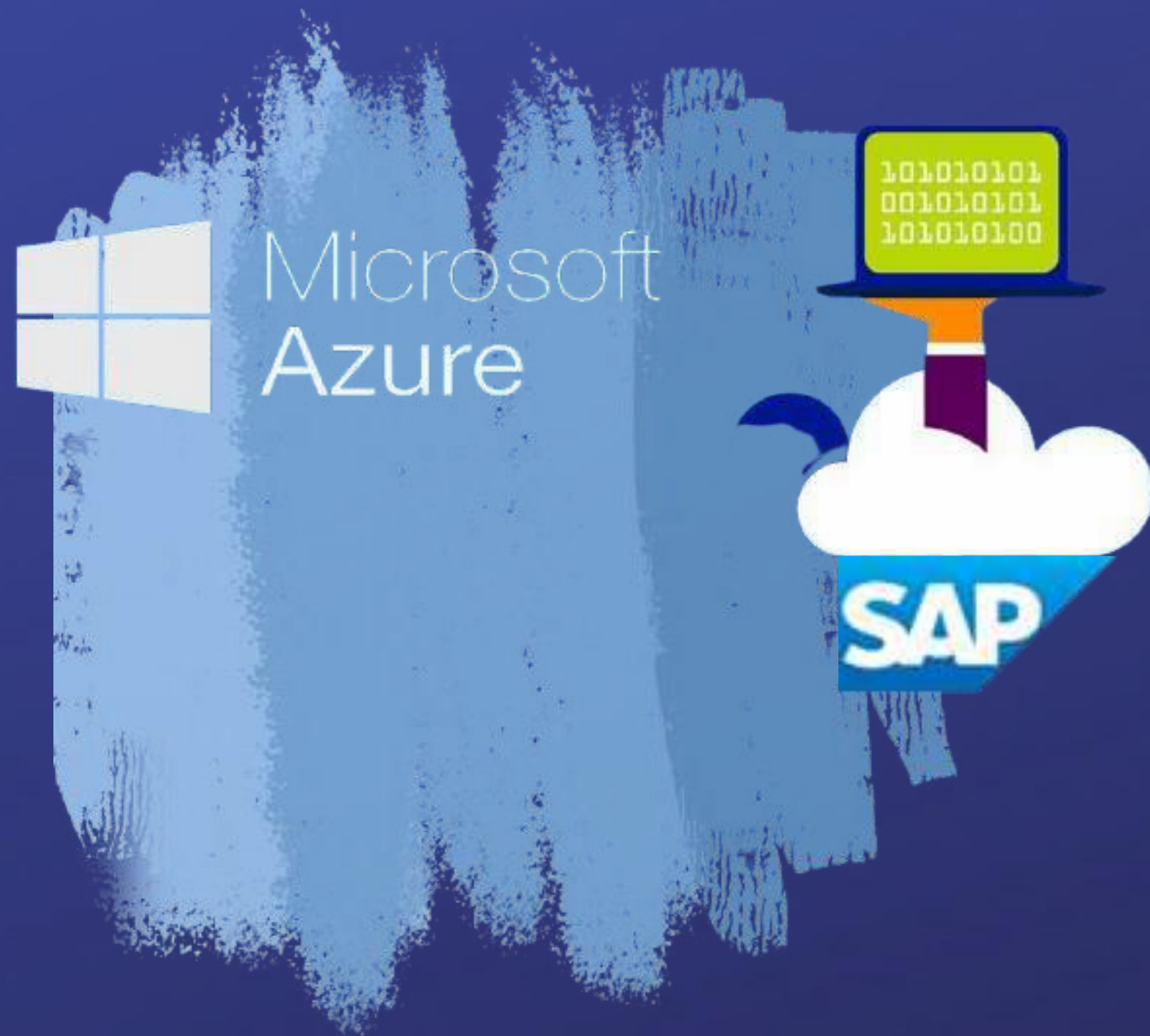
The service consists of four main deliverables:

- SAP HANA software components installed and updated.
- SAP ERP software upgraded to the required enhancement package.
- SAP ERP database migrated to SAP HANA instances by heterogeneous copy of the system.
- Migration testing and follow-up activities performed.



Implementation Services

SAP System Migration to MS Azure



The **SAP System Migration to MS Azure** service is specially designed to help SAP customers successfully migrate their installations to the Microsoft cloud, either by switching to a new operating system and/or database system or by simply maintaining both software components. The service enables the creation of homogeneous/heterogeneous copies of the customer's SAP systems by combining applicable SAP system copy procedures and tools, exercised under the appropriate test program to ensure that the customer's SAP solution runs with optimal performance, availability and maintainability in Microsoft Azure.

With the **SAP System Migration to MS Azure** service, it is possible to migrate all SAP systems for which migration is technically feasible and which have been registered under a current SAP maintenance agreement.

Implementation services

SAP System Migration to Google Cloud

Google Cloud

SAP System Migration to Google Cloud is specially designed to help SAP customers successfully migrate their SAP installations to Google Cloud™, either by switching to a new operating system and/or database system or by simply maintaining both software components. The service allows creating homogeneous/heterogeneous copies of the customer's SAP systems by combining applicable SAP procedures and tools and Google Cloud™ accelerators. The migration process is carried out according to the appropriate test schedule to ensure that the customer's SAP solution runs with optimal performance, availability and maintainability in the Google Cloud™.

With the **SAP System Migration to Google Cloud** service, it is possible to migrate all SAP systems for which a migration is technically feasible and which have been registered under a current SAP maintenance agreement.



Implementation Services

SAP System Migration to Google Cloud

Google Cloud



When should this service be used?

If at any stage of the SAP solution lifecycle, an SAP customer requires:

- Create new flexible instances of Development, Test or Training in the Cloud, or move your SAP production environment while keeping the same operating system and database system.
- Perform a successful replication of your SAP systems, regardless of which database and operating system is involved before and after the process.
- Migrate your SAP ERP systems to the cloud while switching the database to SAP HANA, or as part of a conversion process to SAP S/4HANA in the cloud.



Operation Services



Operation Services

SAP Solution Manager as a Managed Services

SMX Services & Consulting can help its clients develop and enhance their support capabilities by providing empowering operations services in the areas of certification readiness, technical implementation and managed operations of their SAP® Center of Expertise (Customer CoE), in accordance with SAP's standardized E2E operations.

Our standard services are seamlessly integrated, enabling us to provide a comprehensive operations and continuous improvement solution for the customer's SAP systems.

SAP Solution Manager as a Managed Services is a solution specifically designed to outsource the hosting, configuration and operation of the customer's SAP Solution Manager platform to meet their specific application management needs.



Operation Services

SAP Solution Manager 7.2 Upgrade

The **SAP Solution Manager 7.2 Upgrade** service is a fast, risk-free and low-cost approach to upgrade the SAP Solution Manager system with all the tools and resources necessary for an effective transition to the latest 7.2 release. The service is specifically designed to help organizations successfully upgrade their SAP IT application and service management platform, while preserving the operability of business processes implemented in compliance with SAP Application Lifecycle Management (ALM) standards.

The **SAP Solution Manager 7.2 Upgrade** service includes an evaluation of the current usage scenarios with respect to the functional and technical changes introduced with the new version. During this step, our consultants will help the customer decide on the most suitable upgrade path, whether to upgrade their current SAP Solution Manager or simply perform a new installation of version 7.2.



Operation Services

SAP Application Management Services

SAP Application Management Services is specifically designed to provide all the expert services and support required to outsource the operation and management of the customer's entire SAP application environment, from technical administration to application support and enhancement.

SAP Application Management Services takes full advantage of SAP's portfolio of application lifecycle management processes, tools and best practices to manage SAP and third-party solutions throughout the application lifecycle.

To that end, rely on qualified SAP application and technology experts to take care of the day-to-day management and operations of your customer's SAP systems, whether the software resides in your data center or in a third-party hosting facility.



SAP Professional Services

SAP S/4 HANA

SAP S/4HANA Next-generation enterprise solution developed by SAP and designed to help companies operate easily in the digital economy, it is based on an advanced in-memory SAP HANA platform that offers a personalized user experience thanks to SAP Fiori.

SAP S/4HANA Assessment for Conversion

SAP S/4HANA Conversion

SAP BW/4HANA Conversion

SAP S/4HANA Implementation Project

SAP S/4HANA Upgrade

SAP Professional Services

SAP CX

SAP Customer Experience Java-based e-commerce platform that enables the implementation of multichannel solutions for both B2C and B2B, as well as industrial solutions or for the development of a marketplace.

SAP CX Sales Rapid Deployment Package for (Sales Force Automation)

SAP CX Sales Rapid Deployment Package for (Retail Execution)

SAP CX Cloud Migration

SAP CX Project Implementation

SAP CX Industry Process Implementation

SAP Professional Services

SAP ARIBA

SAP Ariba A scalable, cloud-based solution that covers the entire end-to-end procurement flow. It allows its users to choose the best supplier by optimizing supplies and reducing risks.

SAP Ariba Project Implementation

SAP Ariba New Functionalities Implementation

SAP Ariba system integration

SAP Ariba Upgrade

SAP Professional Services

SAP ECC 6.0

SAP ECC 6.0 Software that leads the business and administrative support market. SAP ECC 6.0, which is very comprehensive and manages to meet all the requirements of any organizational division within a company, integrates the core processes necessary to operate a company in a single system.

SAP S/4HANA Conversion Technical Assessment

SAP Readiness Check for SAP S/4HANA

SAP Transformation Analysis for SAP/4HANA

SAP S/4HANA Conversion Projects

SAP Innovation and Optimization Pathfinder for SAP

ERP SAP Fiori Apps Implementation Processes

SAP ECC Upgrade Project

SAP ECC New Functionalities Implementation

SAP Professional Services

SAP SCM

SAP SCM Supply Chain management, a complete supply chain management solution that covers networking, planning and coordination and integrates supply network collaboration, extended warehouse management, forecasting and replenishment, transportation and integrated business planning.

Forecast to Schedule

Procure to Pay

Order to Cash

Record to Report

Make to Deploy

Enterprise Asset Management

Financial Planning & Analysis

SAP Professional Services

PRE SALES

We support you in determining the platform solution for your industry and the scope of the project according to your needs. In addition, pre-sales activities by SAP experts help you to better design your SAP implementation.

SAP Architecture
SAP Project Backlog
SAP Scope Determination for
Project SAP Proposal of
Implementation SAP Road Map
Evaluation
SAP Platform Recommendations



SMX Salesforce Services

Ensure your company's
long-term success.

SMX Professional Services for Salesforce Smart Platforms

The Fourth Industrial Revolution is changing the way people work, through robotics, AI, the Internet of Things, etc. By facilitating these innovations and improving their accessibility with support for these technologies through SMX Professional Services for Salesforce, we are helping to create a future with greater opportunity and equality for all.

Salesforce is a cloud-based customer relationship management (CRM) platform that provides all departments of companies, including marketing, sales, customer service, a unified view of their customers on an integrated platform. The goal is to bring companies and customers closer together with a set of key values, to make Salesforce a transformative platform.

We support companies with Salesforce Professional Services in the following areas of operation:

Sales Cloud: Increase your sales
Service Cloud: Customer services
Salesforce Platform: Creating Digital Applications



SMX Salesforce Services

Cloud-based customer relationship management provides all departments in your organization with a unified view of customers and processes in an integrated platform that drives productivity and business performance.

A team of **SMX Salesforce Services** architects will help you align with your platform objectives, provide you with tailored implementation recommendations, and work with your team and strategic direction to create specialized solutions aligned with your challenges.



Sales
Cloud



Service
Cloud



Salesforce
Platform



SMX Salesforce Services

Selling with better results

With a single source of information, companies can exceed customer expectations and build stronger relationships, connect their sales team with any area of the organization, and use analytics and intelligence to deliver predictions and close deals that drive growth, automate models and sustainably increase revenue.

SALES CLOUD

SMX Salesforce Services

More convenient assistance

Good customer service results in repeat business. This service must meet and exceed expectations with a total view of customer information, engaging communities and portals, personalized assistance through any digital channel, improving resolution from the first contact, and thus boosting productivity.

SERVICES CLOUD

SMX Salesforce Services

Intelligent and trusted platform

Moving in a digital environment and creating the necessary applications generates productive experiences for your organization. Everyone can create applications quickly with just a few clicks, connecting with customers, employees, partners and even products. Increase the potential of your management and integrate everything with API's to make the daily management of applications easier and faster.

SALESFORCE PLATFORM