



**DOT1**

Advise. Deliver. Optimize.

A member of **ANDERSEN CONSULTING**



# **DOT1 Solutions –A Member Firm of Andersen Consulting**

## **Retail Capability Deck**

**ANDERSEN CONSULTING**



# Table of Contents

1. **About DOT1 Solutions - A Member firm of Andersen Consulting**
2. **Our Services**
3. **Clients Snapshot**
4. **Skills & Capabilities**
5. **Our Retail Industry Prowess**
6. **Other Customer Success Stories**





1

**About DOT1 Solutions-**  
**A Member firm of**  
**Andersen Consulting**

# About DOT1 Solutions



## Overview:

- **Founded in 2014**, serving global customers predominantly focused on the entire spectrum of **SAP (on-premise and cloud – RISE / GROW), UKG, AI and Automation services**
- **25+ products & bolt-ons**, developed in-house
- **50+ service products**
- **SAP, UKG, Blue Prism**, Audio, Video, Digital, ML, AI, Dot Net, Java, J2EE, PHP, HTML5, CSS, JS, Android, SDK, iOS, MS SQL, Oracle,
- **4 Delivery Centers** - across Delhi, Bangalore, Mumbai and Pune
- **175+ customers across 25+ countries**
- World class infrastructure: **80+ web servers across**

**GIMSC** – Global Industrialized Managed Services Centre  
Shared pool of support resources, tools and methods in SAP, Kronos, Oracle, Java, Dot Net

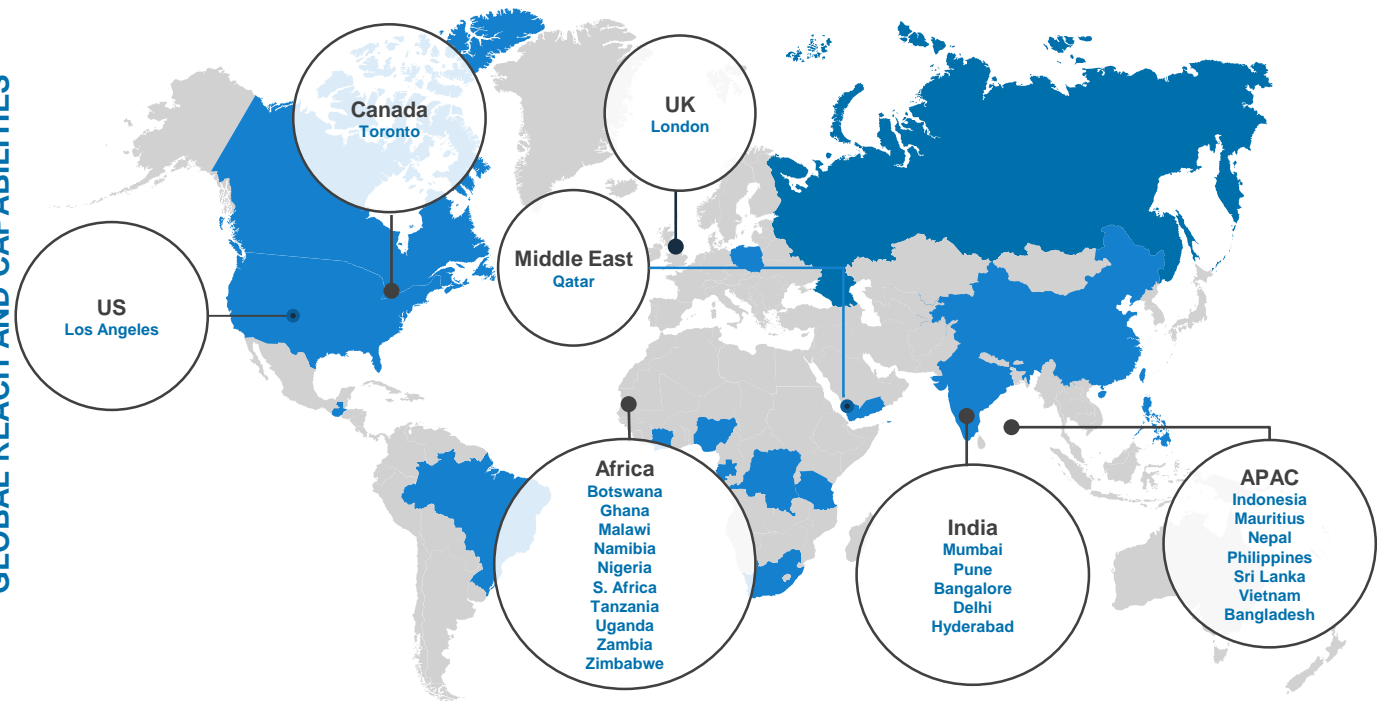
## GDC – Global Delivery Centre

Shared pool of technical resources in SAP ABAP, Cloud, Mobility, DBA, SAP BASIS, SAP Security, SAP BI, Kronos WFD, Kronos WTK, Java, Dot Net

## Global Institute – Academy

A unique People Transformation Engine that accelerates the talent within your organization and in you the individual, to gain competitive advantage

GLOBAL REACH AND CAPABILITIES

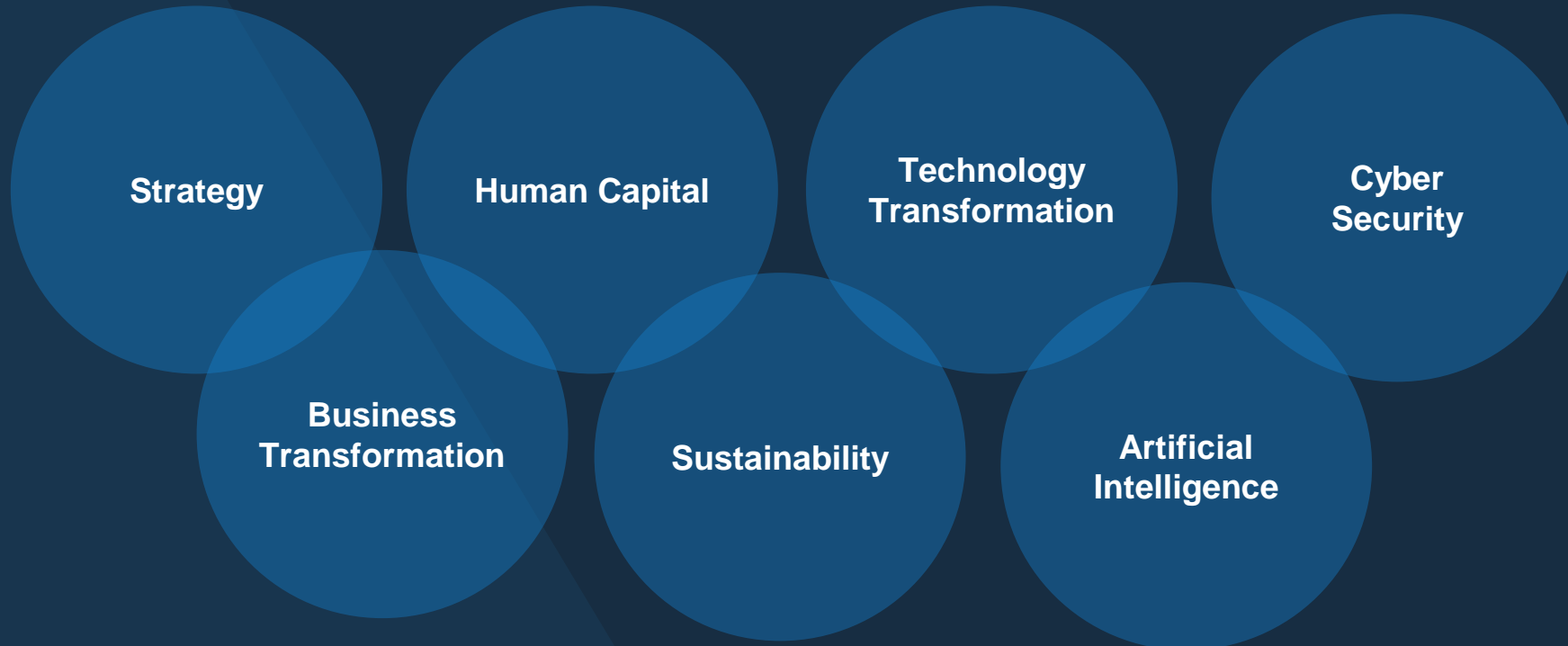


## Partnerships:



# Providing comprehensive consulting expertise

## OUR AREAS OF FOCUS



## OUR INDUSTRIES

### RETAIL

- Quick Service Restaurants
- Fine Dine Restaurants
- Home & Living
- Consumer Electronics

### FINANCIAL SERVICES

- Banking & Capital Markets
- Insurance
- Wealth & Asset Management
- Private Equity

### PUBLIC SECTOR

- Defense
- Education
- Not-for-Profit
- Public Sector

### HEALTHCARE & PHARMACEUTICAL

- Healthcare
- Pharmaceuticals

### MANUFACTURING

- Aerospace
- Automotive
- Construction
- Consumer Electronics
- Consumer Packaged Goods
- Industrial Products

# Consulting, done differently

## **A TEAM OF EXPERTS**

Our leadership team consists of industry veterans who have come together to launch a transformative new consulting firm.

## **END-TO-END PARTNER**

We offer a seamless, end-to-end partnership—covering everything from strategy to execution and support.

## **BESPOKE VS. ONE-SIZE-FITS-ALL**

We focus on bespoke, highly tailored solutions. Every client receives a custom approach, designed to address their specific business challenges.

## **TRANSPARENT & ACCOUNTABLE**

We prioritize transparency so that our clients always know exactly what we're delivering, how we're delivering it, and the value they are receiving.

## **TRUSTED ADVISORS TO GLOBAL EXECUTIVES**

We have served as strategic advisors to some of the world's top business leaders, guiding them through complex challenges and helping them unlock new growth opportunities.

## **INNOVATION & IMPACT AT THE CORE**

Consulting needs to be more than advice—it must drive real change and measurable impact. Leveraging the latest technologies including AI, we focus on results that provide sustained value.

2

# Our Services



# Service Products Breakdown



## Management Consulting

### Innovate:

- Systematic innovation
- Knowledge Franchise

### Improve:

- Operations & process improvement
- Business Process Re-engineering
- Digital Workforce

### Operations Advisory

- Customer Experience Management
- Learning & Growth
- Problem Solving
- Change Management

### DOT1 Consulting Skillset:

- Transformation
- Innovation
- Improvement
- Project Management
- Change Management
- Media Practice

### CIO Advisory

- Enterprise IT governance & management
- Re-aligning IT costs
- IT Process capability assessment
- Cloud adoption advisory

### Strategic Advisory:

- Corporate Portfolio Strategy
- Business & IT modelling
- M&A portfolio strategy and integration
- Managing transformational change
- Benefits management
- Management of Value
- E-Commerce
- Content Management
- CRM Consulting



## Technology Services

### Synchronized Fulfilment

- Solution evaluation & selection
- Governance & management
- Quality Assurance
- Robotics Process Automation

### 'LEAN' (Leverage, Enhance, Align, Nurture)

- Solution Improvement
- Manage & Control Landscape

### Solutions

- ERP implementation
- Enterprise Solutions (ES) implementation
- Cloud migration
- CRM implementation
- E-Commerce
- Content Management
- Business Intelligence

### Improve:

- Project reporting & monitoring
- AMS reporting

### Support and Sourcing:

- Setup Portfolio, Program, Project Office
- Application Maintenance Support

### Platforms:

- Hosting
- Mobile Apps
- Portals



## Business Transformation Outsourcing

### Media and Entertainment

- ePaper processing
- Self Service Portal – Classifieds
- Self Service Portal - Display
- Ad Marking for eVoucher Tearsheets

### Support and Sourcing:

- Business Transformation Outsourcing: Human Capital Management
- Scanning of Archives

3

# Clients Snapshot



# Some Key Clients Include

<p><b>Digital</b></p>	
<p><b>Education Technology</b></p>	
<p><b>EUC &amp; Resources</b></p>	
<p><b>Financial Services</b></p>	
<p><b>Products/ Manufacturing/ Retail/Auto</b></p>	
<p><b>Telecom, Media &amp; Entertainment and High Tech</b></p>	

4

# Skills and Capabilities



# Our Skills and Capabilities

175+  
customers

4 delivery  
centers

25+  
Geographies

## Skills:

- **SAP S/4 HANA Public and Private Cloud** (GROW and RISE)
- **SAP Migration, Upgrade, Support, and Implementation** (Brownfield, Greenfield, Bluefield), MSO, Dev Ops
- **UKG / Kronos Skills**
- **Blue Prism Skills**
- **Digital Skills:** SRS, Software Design, Architecture, Data Governance, .NET, Java/J2EE, , PHP, HTML5, CSS, JS, Android SDK, iOS SDK, MS-SQL Server, Oracle, MySQL, AWS, Azure, GCP
- **Product Build**

## Services Overview

- **Key Industries:** Manufacturing, Automobile, Pharma, Media & Entertainment, Ed-tech, Digital Natives, Retail, Industrial, Quick Service Restaurants
- **Relevant Key Outcomes:** Enablement to cloud, Business & IT modelling, Solution evaluation & selection, Cloud migration, optimization of overall TCO

5

# Our Retail Industry Prowess



# Brownfield SAP S/4 HANA – Private Cloud (RISE)



## Context

- **Largest franchisee of Yum Foods** (a PepsiCo company) in India.
- About **800+ stores**.
- Landscape with **multiple complex systems** (POS, KOT, replenishment system, HR and Payroll, supplier portal etc) culminating into SAP
- **Public listed company** thereby needing to adhere to statutory and regulatory requirements



## Problem Statement

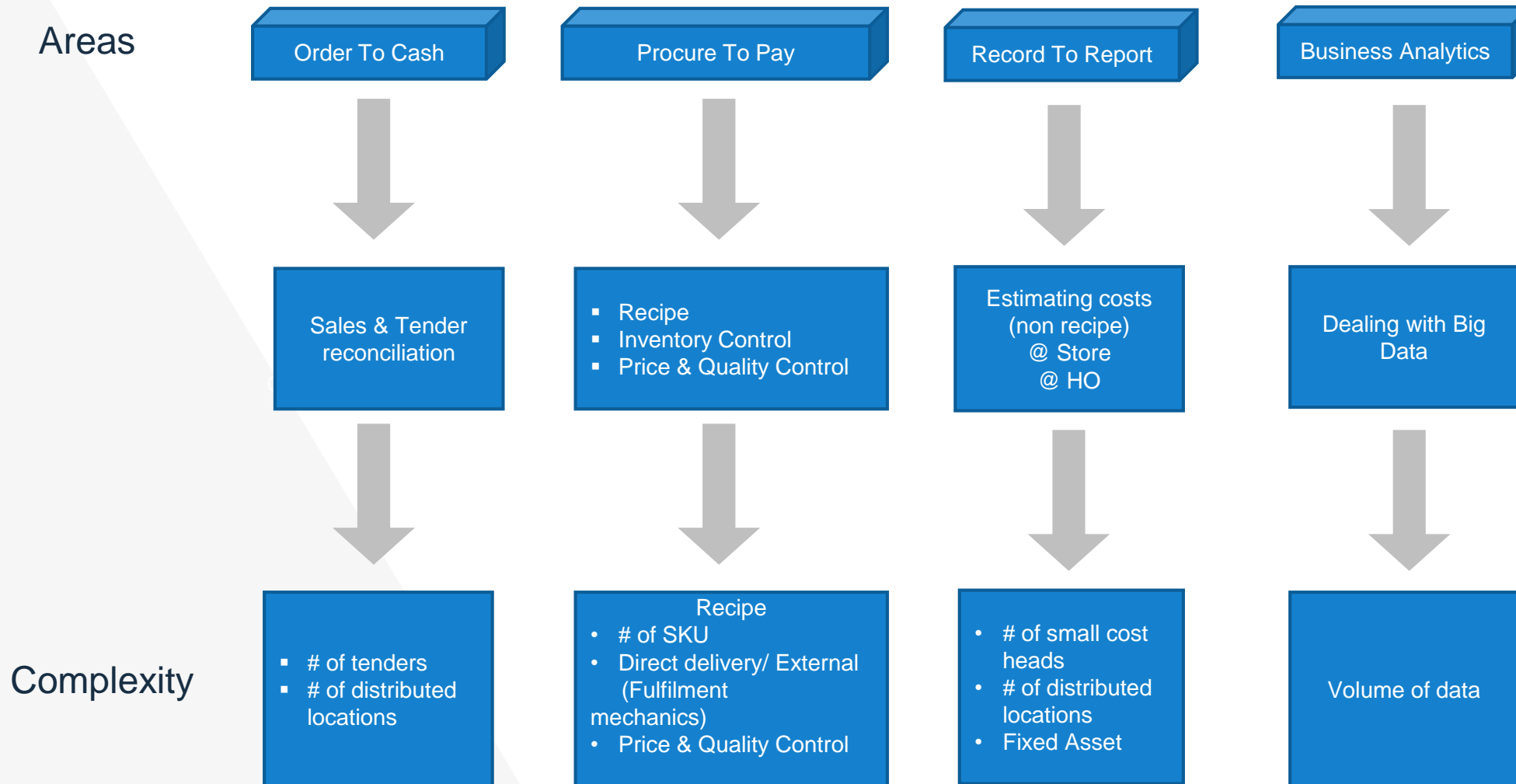
- Sapphire foods **first implemented SAP S/4 HANA on-premise in 2018** which was integrated with a home grown Yum provided POS system.
- **Transactions grew exponentially** as the business grew which put a **strain on the memory capacity**
- At the same time there was a mandate to **move from the home-grown Yum POS to a Microsoft POS system**
- We are **engaged in a brownfield migration from S/4 HANA on-prem to S4/HANA private cloud (RISE)** hosted with AWS and integrated seamlessly the new Microsoft POS system to ensure Sapphire remains technologically mature
- While finalizing BOM with SAP, **Sapphire wanted to optimize the sizing of the cloud environment** as they had 4TB of data and would have been cost prohibitive if all that data moved to cloud



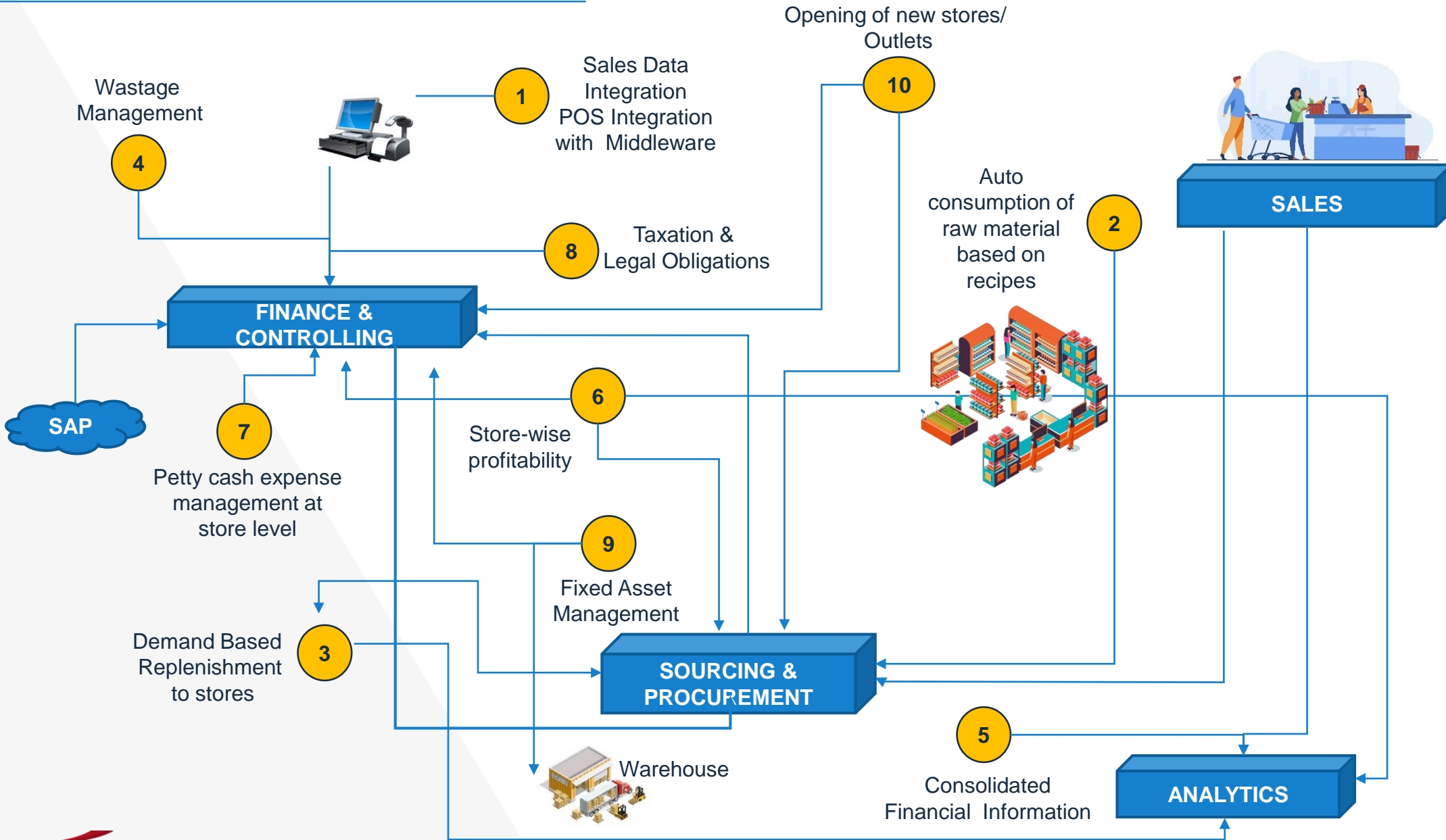
## Value Added

- **Migration of entire landscape and 2 years of transactional data to AWS to optimize cost of AWS.** Data that is **older than 2 years was archived and stored on premise with AWS running in a “switch on/off mode”** with historic data accessible on an as needed basis. **This brought the AWS bill down by 80%**
- **Negotiations with SAP resulted in ~20% reduction in BOM value** while still resulting in an optimized BOM
- Implemented **rule based archiving process** in order to shrink the database size for transactional data
- **Multisystem integration platform**, allow seamless data exchange between the disparate systems
- Private cloud with **minimum downtime for business, rigorous testing**, done to ensure smooth functionality, post cloud migration
- **Optimization of resources and people costs**
- By ensuring that there was a **real-time match between sales and tender** the implementation was able to reduce the unreconciled receivables which used to be in the range of 10% of sales to nil.
- By ensuring timely physical inventory vs book inventory **the missing waste was brought down from 3% to 0.1% of COGS**

AREAS OF CRITICAL IMPORTANCE IN RETAIL (ILLUSTRATIVE)



RETAIL ENABLER (ILLUSTRATIVE)



# 6

## Other Customer Success Stories



# Brownfield SAP S/4 HANA – Private Cloud (RISE)



## Context

- A large power transmission company running **SAP ECC** looking to **migrate to S/4 HANA RISE**
- Four different lines of business needed to be moved to S/4 HANA RISE, including a line of business in Brazil
- We are **implementing SAP's S/4 HANA on private cloud while ensuring all periphery systems are integrated successfully, in the Indian and Brazilian lines of business**



## Problem Statement

- **Sterlite Power was negotiating with SAP to optimize the BOM** and required a consultant to help them understand their requirements thereby optimizing the BOM and the migration methodology and approach
- **Large volumes of historic transactional and attachment data**
- **Large number of peripheral systems** that needed to be integrated with SAP
- Multiple key stakeholders owing to the **4 different lines of business**
- **Brazilian entity had its own interfaces** that needed to be perfectly integrated with the SAP instance
- **Minimum downtime expectation**
- **Accelerated timelines** in accordance with Board's directives



## Value Added

- **Negotiated the SAP BOM downwards by ~25%** while optimally meeting the customer's needs
- **Migration of entire landscape and 50% of total data** (which represented transactional data) to GCP. Non-transactional data was **archived and stored on premise with GCP running in a "switch on/off mode"** with the data accessible on an as needed basis
- **Minimum downtime**
- **Seamless integration of periphery systems**, in the Indian lines of business as well as the Brazilian line of business
- **Go-live to be achieved 1 month before estimated timeline**

# Greenfield Implementation of SAP S/4 HANA – Public Cloud (GROW)



## Context

- A rapidly growing **Indian unicorn in the education technology** industry with significant **investment from private equity firms**
- Education technology in the SAP world comes under the IBU of Media, Entertainment and Sport as this is an emerging new line of business worldwide. However, **this line of business is akin to any brick and click business.**
- **K12 has its own schools and colleges** and the **entire curriculum of the schools and colleges are supplied by K12** to the schools and colleges and thereby to students
- We **implemented SAP's S/4 HANA on public cloud and bolted it on to our vendor portal and our Order Management System**



## Problem Statement

- **No real-time visibility** of financials, inventory position, receivables, payables at the schools and colleges
- **The legacy system was a simple accounting system**
- To **ensure a 3D view of the school** i.e. school as a profit centre, school as a plant (for inventory valuation and tracking) and school as a cost centre, we implemented the Finance Controlling, Materials Management and Sales and Distribution modules of SAP S/4 HANA public cloud.
- Along with that we **implemented our own vendor portal** for a complete digital end-to-end workflow on P2P and **implemented our order management system** for direct ordering from the school to the head office at K12
- **The integration was achieved through the BTP integration layer**



## Value Added

- Convinced the customer to go with SAP S/4 HANA on public cloud (GROW) and thereby **adopt to standardized processes as recommended by SAP**
- **Additional bolt-ons for vendor and order management** as well as demand computation using BTP. Through the bolt-ons **a number of SAP licenses (at least 1 per school) were reduced on the P2P side.** Demand computation allows for a **forecast based demand planning** which ensures that the right quantities are produced and stocked for the new curriculum year to ensure that the schools receive them on time
- **Single view** of cost, sales and cash in the system allowing better control
- **Substantial control** on IT/operations cost

# Application Support of SAP Instance



## Context

- One of the **oldest media conglomerates** in the world
- **Largest readership for an English daily** broad sheet newspaper in the world
- **Multiple commercial and technical systems** coming together for the most important functions, such as advertisement, booking, subscription and circulation



## Problem Statement

- **2 SAP landscapes**, one for advertisement tightly integrated with technical systems (PPI) and other for subscription in circulation tightly integrated with SAP Finance
- The SAP product for advertisement and subscription - **SAP - IS Media is going to be sunsetted by 1-1-27**
- **Hardware coming to end of life**
- **Mounting pressure on cost reduction** - as overall growth in the industry has been receding



## Value Added

- **Comprehensive management service offering for entire landscape** through the provision of a PMO from DOTI and an ongoing value point for the client
- **Handling day-to-day BAU issues**
- Special bucket of efforts kept for **experts to come in and suggest value adds** in the system. Since we have great knowledge of media and entertainment and SAP we are able to give our points of view on the way the industry is changing and pre-empt changes in the system proactively to take care of new scenarios
- **Optimising the system, reduction of custom code and following standard processes** along with **seamless integration** between periphery systems
- Overall **cost reduction in landscape management, bringing in innovation** through our own product- Media Verse to complement SAP IS Media

**Adani Group, one of India's largest conglomerates with a workforce of 200k+ with a revenue of ~ \$12bn** operating in the Mining, Edible Oils & Foods, Solar Manufacturing, Roads, metro and rail, Airports, Integrated resources management, Agro, Defence & Aerospace, Water and Data Centers businesses.

**We implemented UKG's workforce management, Kronos, tool to cater to all workforce management related processes catering to all employees across all business units of Adani.**



2018

Onboarded by Adani to implement Kronos

2019

Go-live achieved with 1 plant

2020

Roll-out to 15 plants

2021

Onboarded by the airports division and rolled out at 6 airports (5 of which are international airports)

140 site roll-out

Recommended enhanced processes and implemented the same

2022

90 new sites onboarded

Wage cost implementation to ensure attendance-based payment is executed

2023

Adani acquired ACC and Ambuja Cement and onboarded DOTI to implement Kronos

Phase 2 integration of Wilmar (Adani company) across 5 clusters making it a 22 plant roll-out

131 new sites onboarded

Bill Verification workflow implemented

2024

100 new sites onboarded

Cement business phase 1 go-live and phase 2 integration

For the first time in UKG history, merging 2 Kronos instances of Adani into one



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# Thank You !

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