WORLD IT COE striving for Excellence with UNIPART

FREE GUIDE · SAP & SUPPLY CHAIN PERFORMANCE

Better processes, on a connected SAP core.

A practical guide to S/4HANA transformation, process optimization with SAP Signavio, SAP EWM, AI strategy and lasting change — from WorldITCOE, delivered with Unipart.

ABOUT THIS GUIDE

What WorldITCOE and Unipart deliver — and how to get started.

WorldITCOE brings independent SAP advice and Centers of Excellence for SAP, Data & AI and change management. Unipart, a supply chain performance partner and SAP Partner headquartered in Oxford, UK, brings more than 50 years of operational expertise, The Unipart Way of continuous improvement, and SAP consulting for S/4HANA, SAP Signavio and SAP EWM. Together, that is one team for process, technology and people.

This guide walks through what that team covers, the situations we are most often asked to help with, the ways you can work with us, and how every engagement runs. It ends with a short checklist to help you decide whether a conversation is worth your time.

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WHO IT'S FOR

OPERATIONS & SUPPLY CHAIN LEADERS

Under pressure on cost and service

Processes and warehouses that perform.

IT & SAP LEADERS

Planning S/4HANA

A business-led program, not just an upgrade.

FINANCE & TRANSFORMATION TEAMS

Asked to prove the value

Benefits tracked from business case to go-live.

> **Process, technology and people — improved together, and built to last.**

01

THE CHALLENGE

Technology alone doesn't improve performance.

Supply chains are under pressure from every side — rising costs, demanding customers and disruption that arrives with little warning. Many businesses respond with new technology, but the gains don't always show up in the numbers.

The reason is usually the same. S/4HANA programs are run as IT upgrades, processes are copied across as they are, and warehouses keep paper workarounds alive. Meanwhile, mainstream maintenance for ECC ends in 2027, and leadership is asking what AI could do.

Our answer is one team for process, technology and people: process insight from SAP Signavio, SAP delivery from people who run supply chains, and The Unipart Way to make improvement part of every day.

OPERATIONAL EFFORT, PROCESS BY PROCESS

Disconnected systems · Connected digital core

TASK	DISCONNECTED SYSTEMS	CONNECTED DIGITAL CORE
Order to delivery	Manual handoffs	Automated
Warehouse picking	Paper lists	System-directed
Counting inventory	By hand	Real time
Changing a process	Months	Weeks
Spotting bottlenecks	After the fact	As they happen

Illustrative pattern, not client data.

HOW WE DELIVER

DIAGNOSE
See how work really flows
Process mining with SAP Signavio

DESIGN
Processes built to last
Lean, fit-to-standard design

DELIVER
S/4HANA and SAP EWM
Programs planned and run end to end

SUSTAIN
Improvement every day
The Unipart Way of working

02

INTRODUCING UNIPART

Supply chain expertise, with SAP built in.

Unipart is a supply chain performance partner, headquartered in Oxford, UK, for more than 50 years. Its 8,500+ colleagues design, make, move and improve for clients in 22 markets. As an SAP Partner, its SAP consulting team helps clients transform with S/4HANA, SAP Signavio and SAP Extended Warehouse Management — backed by a Global IT Center of Excellence in Pune, India.

SAP Partner | S/4HANA transformation | SAP Signavio | SAP EWM | The Unipart Way | Oxford, UK · Pune, India | 22 markets

The partnership — the right expertise, working as one

Independent SAP advice
WorldITCOE: options, roadmaps and business cases, with no vendor bias.

Supply chain and SAP delivery
Unipart: S/4HANA, SAP Signavio and SAP EWM, from people who run supply chains.

The Unipart Way
A proven way of working that makes continuous improvement part of every day.

AI and change
AI strategy and change management, from our Centers of Excellence.

WHAT THE TEAM COVERS

From process insight to a connected digital core

S/4HANA transformation
Business-led S/4HANA programs — conversion or new implementation, planned around how you operate.

Process optimization with SAP Signavio
Process mining and modeling to see how work really flows, and where to improve it.

SAP Extended Warehouse Management
Warehouses run on SAP EWM, from design and build to go-live and support.

Program & project delivery
Strategy deployment and disciplined delivery, so programs land on time and stay aligned.

AI strategy
Use cases, data readiness and a roadmap for AI across the supply chain.

Change that lasts
Change management and The Unipart Way, so new ways of working stick.

03

YOUR STARTING POINT

Wherever you are starting from, there's a clear next step.

Five situations we are often asked to help with — the usual pain points, and what we put in place.

BUSINESS-LED, NOT JUST TECHNICAL

S/4HANA transformation

Moving to S/4HANA is a chance to fix how the business runs, not just to replace a system. Programs pay back when they start from the processes that matter most.

TYPICAL LANDSCAPE

SAP ECC today | RISE with SAP under review | Several sites or countries | A target go-live date

COMMON PAIN POINTS

- A program framed as an IT upgrade
- Processes copied as they are
- Benefits nobody tracks after go-live

WHAT WE PUT IN PLACE

- A business case tied to operations
- Processes redesigned before the build
- Program delivery with clear governance
- Benefits measured after go-live

WITH SAP SIGNAVIO

Process optimization

Most businesses can't see how their processes really run. SAP Signavio shows where work gets stuck; lean methods show how to fix it.

TYPICAL LANDSCAPE

Processes vary by site | Little documentation | Interest in SAP Signavio | Pressure on costs

COMMON PAIN POINTS

- Workarounds nobody can see
- Delays blamed on the system
- Improvements that don't last

WHAT WE PUT IN PLACE

- Processes mined and mapped with SAP Signavio
- Bottlenecks ranked by impact
- Lean redesign with The Unipart Way
- Measures to track the gains

SAP EXTENDED WAREHOUSE MANAGEMENT

Warehouse & logistics

Warehouses are where supply chain promises are kept or broken. SAP EWM, set up by people who run warehouses, makes operations faster and more accurate.

TYPICAL LANDSCAPE

SAP WM or another WMS | Paper-based processes | Growing online orders | Several warehouses

COMMON PAIN POINTS

- Picking errors and missed cut-offs
- Stock you can't see in real time
- Peaks handled with overtime

WHAT WE PUT IN PLACE

- Warehouse processes designed for SAP EWM
- Linked to S/4HANA and transport
- Tested with real volumes
- Support after go-live

ACROSS THE SUPPLY CHAIN

AI strategy

AI can forecast demand, spot disruption and automate routine decisions — but only on data you trust and processes that already work.

TYPICAL LANDSCAPE

SAP or non-SAP systems | Early AI pilots, or none yet | Demand and supply planning | Data questions

COMMON PAIN POINTS

- Pilots that never reach production
- Data scattered across sites
- No agreed view of where AI pays back

WHAT WE PUT IN PLACE

- A shortlist of use cases, ranked by value
- Data readiness checked
- Governance and guardrails agreed
- A path to production with our Data & AI CoE

MAKE IT STICK

Change & improvement

New systems and processes only pay back when people adopt them. Change management and a daily improvement habit keep the gains coming.

TYPICAL LANDSCAPE

A transformation under way | Several sites or teams | Low adoption in the past | A lean program

COMMON PAIN POINTS

- Low adoption after go-live
- Old habits that quietly return
- Improvement left to projects

WHAT WE PUT IN PLACE

- Change impact understood, team by team
- Training and communication planned
- Daily improvement routines
- Adoption measured after go-live

Working on more than one? Most clients are.

One team covers process, technology and people, so a gain in one isn't undone by another.

04

WHAT WE DELIVER FIRST

The work that pays back fastest.

We start where delays, errors or manual effort cost you most today — then build from there.

Process discovery
SAP Signavio shows how work really flows.

Order to cash
Fewer handoffs from order to invoice.

Warehouse operations
Faster, more accurate picking with SAP EWM.

Inventory accuracy
Stock you can see and trust, in real time.

Procure to pay
Purchasing and supplier processes, simplified.

Planning & forecasting
Demand and supply plans that hold up.

S/4HANA readiness
A business-led plan for the move.

Frontline improvement
Teams that fix problems every day.

IS THIS FOR YOU?

Signs it’s time to talk

If two or more of these sound familiar, a 30-minute call is likely to be worth it.

- [ ] Processes differ from site to site, and nobody is sure which is best.
- [ ] An S/4HANA move is planned, but framed as an IT project.
- [ ] Picking errors or missed cut-offs are costing you customers.
- [ ] Inventory in SAP doesn’t match what’s on the shelf.
- [ ] Improvement programs deliver, then quietly fade.
- [ ] Leadership is asking about AI, but nobody owns the answer.

05

HOW WE ENGAGE

Three ways to work with us.

Whether you need a diagnosis, a transformation program or support to keep improving, the right level depends on where you are starting.

01

SAP & Supply Chain Assessment START HERE

See where the value is.

A fixed-scope review of your processes, SAP landscape and operations — with a ranked plan of what to improve first.

Best for: businesses planning S/4HANA, a warehouse change or a cost program.

02

Transformation programs

Planned, run and delivered.

S/4HANA, SAP Signavio and SAP EWM programs delivered by one WorldITCOE and Unipart team, with benefits tracked.

Best for: multi-site transformations and warehouse programs.

03

Continuous improvement

Keep getting better.

Ongoing SAP support, process improvement and coaching in The Unipart Way, on a monthly plan.

Best for: the months after go-live, or teams building an improvement habit.

THE FREE 30-MINUTE CALL

Not sure yet? Start with a free call.

A free 30-minute call with the WorldITCOE and Unipart team — no obligation and no pitch deck.

- ✓ A first view of your processes and SAP landscape
- ✓ A straight answer on what it would take
- ✓ Two or three quick wins worth doing first
- ✓ A clear next step — assessment, program, or neither

THE SAP & SUPPLY CHAIN ASSESSMENT

Know where the value is — before you commit budget.

A paid, fixed-scope engagement, scoped and priced up front. You keep everything it produces — whether or not we do the next step together.

- **Process insight** — How key processes really run, from your SAP data.
- **SAP landscape review** — Systems, versions and how they're supported.
- **Operations review** — Warehouse, inventory and logistics performance.
- **Quick wins** — Improvements that pay back in weeks.
- **Roadmap** — S/4HANA, SAP EWM and process work, sequenced and costed.
- **Business case** — Savings, effort and the measures that prove it worked.

GETTING READY

Worth having to hand for the call

None of this is required — but it helps us give you a more useful first view.

- [ ] A rough list of your SAP systems, sites and warehouses.
- [ ] The two or three processes that cause the most pain today.
- [ ] Dates that matter — a go-live, a peak season, a budget cycle.
- [ ] The measures your leadership team watches most closely.

Two different things

The 30-minute call is free and carries no obligation. The SAP & Supply Chain Assessment is a separate, paid engagement, scoped and priced up front.

06

OUR APPROACH

Four steps from insight to lasting results.

The same four steps on every engagement — so you always know where the work stands and what comes next.

1 DIAGNOSE

See how work really flows

- Processes mined and observed
- Pain points ranked by value
- Goals you can measure

2 DESIGN

Processes built to last

- Lean, fit-to-standard design
- SAP solution agreed
- Business case signed off

3 DELIVER

Build, test and go live

- Delivered in planned phases
- Tested with real volumes
- People trained and ready

4 SUSTAIN

Keep improving

- Benefits tracked
- Daily improvement routines
- Support when you need it

BUSINESS OUTCOMES

Better performance, built to last.

Lower operating costs
Fewer handoffs, less rework and less waste.

Higher productivity
Processes and warehouses that do more with the same team.

More reliable delivery
Orders on time, with stock you can trust.

Improvement that lasts
A daily habit, not a one-off project.

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NEXT STEP

Tell us what you're working on.

A free 30-minute call with the WorldITCOE and Unipart team — no obligation and no pitch deck.

- ✓ A first view of your processes and SAP landscape
- ✓ Two or three quick wins worth doing first
- ✓ A straight answer on what it would take
- ✓ A clear next step — assessment, program, or neither

Book your free call at unipart.worlditcoe.com →

Prefer email? Write to unipart@worlditcoe.com

The call is not the paid SAP & Supply Chain Assessment. If the Assessment turns out to be the right next step, we'll say so on the call.

THE WORLDITCOE FAMILY

SAP Center of Excellence
Keep your SAP core, modernize around it, and change platform if — and when — the business case is right.
sap.worlditcoe.com

Data & AI Center of Excellence
Clean, governed data and production AI, running on the landscape you already have.
ai.worlditcoe.com

Change Management Center of Excellence
Readiness, adoption and sustained change for ERP and AI programs.
ocm.worlditcoe.com

SAP Operations — powered by Avantra
Monitoring, automation and root-cause analysis for every SAP system.
av.worlditcoe.com

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