

**OUR CENTERS
OF EXCELLENCE**



A new player
in the global
SAP market



INTRODUCTION

Enterprise software market is being boosted by the new possibilities that technology offers. New services are available (i.e. artificial intelligence, blockchain, internet of things to name a few) and new delivery models are being developed thanks to the cloud paradigm (i.e. SaaS and PaaS).

Nowadays even small companies can reach the global market with services delivered globally.

The **Stars Alliance** has just been set-up to support this new market area with a special focus on SAP enterprise solutions.

THE ALLIANCE

Five companies decided to put together their expertise and capabilities into the Stars Alliance to help SAP based enterprises to be fully supported in both implementations and maintenance services. The Alliance is global, as it is present in four continents and it is global in terms of language coverage.

Stars Alliance is a stable Partnership with a unique brand, clear and simple rules, strong governance and coordination, common tools, procedures and methodologies, and no overlapping, working together as a multinational company should do.

The combined experience covers all SAP releases and applications (including S/4Hana, SAP Cloud Platform and SAP Leonardo) delivered either in cloud or on-premises. Application management services can be offered with 24x7 coverage with a strong integration among the involved support organizations.

Project and service delivery models have been validated by deep “hands on” experience of the Alliance’s professionals to ensure smooth, efficient and quality driven results.



THE MEMBERS

Stars Alliance is a new player resulting from the joint efforts of:



 www.eng.it

Engineering Group

One of the main players in the field of digital transformation of public and private companies and organizations, offering an innovative range of solutions for the main market segments. Over 12,000 employees support more than 1,000 Clients. The market share is 10% in Italy with a growing 1,180M€ turnover. The headquarters are in Italy and the company is also present in USA, Brazil, Argentina, Germany, Serbia, Belgium, Spain, Norway, Republic of Serbia, Sweden, Switzerland with 65 office locations.

Hand Enterprise Solutions Company Ltd

The leading IT company in Asia enabling the IT technology in the global business environment. 10,000+ professionals and consultants are serving 5,000+ enterprise Clients with 30 industry solutions. The turnover was 2,868M\$ RMB (approx. 400M€) in 2018 double digit growing every year so far. The company offers services in IT consulting, managed services, development outsourcing, implementation and operation support. Present also in the USA Japan, India, Singapore and the Netherlands.



www.hand-sg.com 

Ibermática



www.ibermatica.com

Ibermática

A global IT services company focusing its activity on consultancy, infrastructure services, information system integration, outsourcing, and business integrated solutions. It also provides specific vertical solutions (Finance, Insurance, Industry-Manufacturing, Services, Telecommunications & Media, Healthcare, Utilities and Public Sector). The company's turnover is 240M€ realized by 3.500 professionals mainly located in Spain with solid presence in Latin America and in the USA.

msg PLAUT

A member of the global acting msg Group with group's annual revenue of 916M€ consolidated by the operations in 25 countries with 9000+ employees. msg Plaut, with 350+ consultants have a sound experience in SAP related implementation project and services based out of Vienna and Moscow with local operations in Czech Republic, Poland, Romania and in Russia including an affiliated consultant and partner network for Hungary, Ukraine, Azerbaijan, Kazakhstan, Uzbekistan, Georgia and Moldova.



www.plaut.com

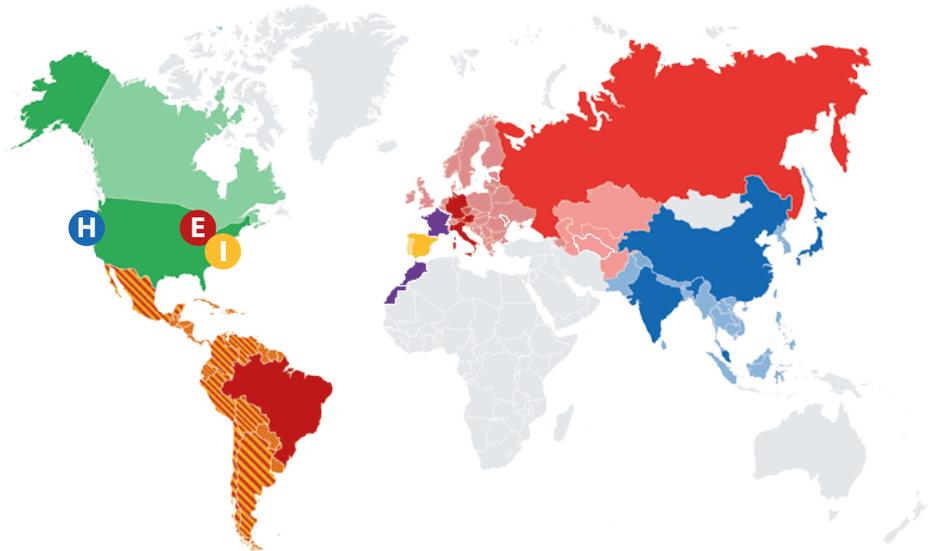


www.projets-performance.com

Projets & Performance

Founded in 2011 has delivered projects and services in 27 countries. The 18M€ turnover is distributed over Process, Manufacturing, Banking/Finance/Insurance, Distribution, Telecom/Media, Transportations and Public Sector market segments. The company sites are located in France and Luxembourg. The provided services are Digital Transformation consultancy, IT Governance, assistance in decision making and project governance.

A STABLE PARTNERSHIP TO COVER GLOBAL PROJECTS



 ENGINEERING	<ul style="list-style-type: none"> • ITALY • BRAZIL • ARGENTINA • SERBIA • GERMANY 	<ul style="list-style-type: none"> • ENGLISH • ITALIAN • GERMAN • SERBIAN, RUSSIAN • PORTUGUESE • SPANISH
	<ul style="list-style-type: none"> • CHINA • JAPAN • SINGAPORE • INDIA • THE NETHERLANDS 	<ul style="list-style-type: none"> • ENGLISH • MANDARIN • CANTONESE • JAPANESE • MALAYSIAN, BAHASA • HINDI, TAMIL
	<ul style="list-style-type: none"> • SPAIN • SPANISH LATAM 	<ul style="list-style-type: none"> • SPANISH • ENGLISH
	<ul style="list-style-type: none"> • ENG (CHICAGO) • HAND (MILPITAS, CA) • IBER (NEW YORK) 	<ul style="list-style-type: none"> • ENGLISH
	<ul style="list-style-type: none"> • RUSSIA (CIS Countries) • AUSTRIA (CEE Countries) 	<ul style="list-style-type: none"> • ENGLISH • GERMAN • RUSSIAN • CZECH • POLISH • ROMANIAN • SLOVACK • HUNGARIAN
	<ul style="list-style-type: none"> • FRANCE • LUXEMBOURG • BELGIUM • NORTH WEST AFRICA 	<ul style="list-style-type: none"> • FRENCH • ENGLISH

STARS ALLIANCE CAPABILITIES AND COVERAGE

The joint capabilities of the Alliance cover all market sectors and the full range of SAP offer through the capabilities and experience of the company's SAP staff.

ENGINEERING has a dedicated unit called Enterprise eXcellence Center (EXC), counting 1,000+ consultants and professionals specialized in SAP solutions to transform processes, systems and people. With 500+ completed projects and 40+ active AMS Clients the EXC team is focused in Automotive, Food & Beverage, Manufacturing, Finance, Utilities, Oil & Gas industries.

HAND has 1,400 SAP specialists working on Managed services, Implementation and Operation support. HAND is continuously expanding the service range and the available skills. The SAP practice started in 2011 and soon reached the state of the art for projects and service delivery. Direct experience has been developed in Financials, Trading, Medical, Aerospace, Manufacturing, Transportation and Utilities industries.

IBERMATICA employs 350 SAP professionals (60% SAP certified). With its 29 SAP Recognized Expertise, including 14 REX by Solutions and 15 REX by Industries, it is a leader in SAP technology, certified as SAP Application Operations provider (previously called AMS) since 2012 for SAP Business Suite and since 2018 for SAP S/4HANA. All Ibermática certifications confirm its capabilities to provide maintenance and implementation services that meet the highest quality requirements demanded by SAP.

MSG PLAUT was founded in 1946. The headquarter is in Vienna and has branches in seven countries. Currently Consulting practice has 350+ SAP experienced consultants in Russia, CIS and CEE countries and continues to grow. Has already more than 2,500 successful projects passed. As of skills and experience, PLAUT has 70% SAP Certified consultants and 45% of consultants have more than 7 years of experience in SAP.

P&P can count on 50+ SAP experts with international experience and full capability of delivering projects and services supporting customers from strategic design to project implementation and IT service delivery.

Joining all the capabilities above the Stars Alliance can deliver:

Consultancy

- Business Process Analysis
- Software Selection
- Change Management

Design

- Business Process Design
- Modeling & Architecture
- Demo & Software analysis

Projects

- SAP ERP & SAP S/4 Hana (Greenfield, Roll-in / Roll Out, Enhancement, Add on, Merge & Spin off)
- SAP Upgrade/Migrations
- SAP Vertical Industry Solutions
- Innovative Cloud Solutions
- Integration with proprietary and/or market available products

Application Management

- Multilanguage Support *
- 24/7 Support (English)
- Transition from other service suppliers or after project completion
- Business Process Support

* English, Mandarin, Cantonese, Russian, Spanish, Portuguese, German, Italian, Serbian, Czech, Slovak, Romanian, Polish, Hungarian, Malaysian, Bahasa, Hindi, Tamil.

STARS ALLIANCE: NUMBERS

	Employees	Turnover M€	SAP Specialists	SAP Volumes M€
ENG	12.000	1.200	1.000	100
HAND	10.570	400	1.400	52
IBERMATICA	3.500	240	350	60
PROJETS & PERFORMANCE	100	18	50	40
NORTH AMERICA	200	50	200	50
msg PLAUT	340	45	340 <small>(of which 160 are from CIS)</small>	45 <small>(of which 10 are from CIS)</small>
TOTAL	26.610	1.953	3.340	347

CONCLUSION

Stars Alliance is a new player in the global SAP market. With its 3000+ professionals it can provide world class services in both implementation and application maintenance areas. By working with Stars Alliance, the Clients will be able to deploy their business all over the world with no compromises and being sure that all requirements will be completely fulfilled. Transitions to S/4Hana, SCP service integration and development, 24x7 applications maintenance, business consultancy and more. Every SAP related need will be fully covered by Stars Alliance.

