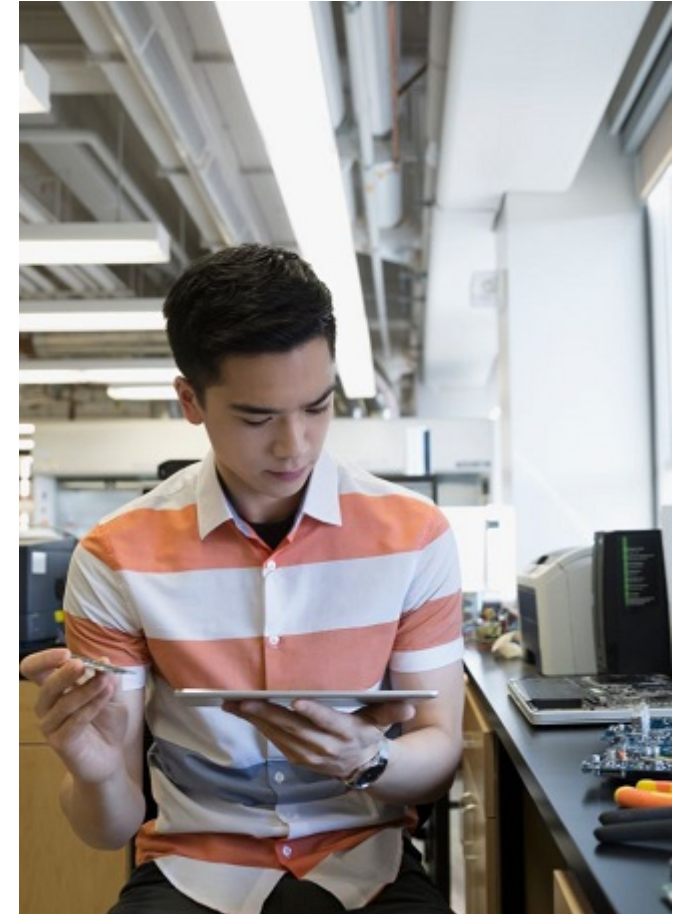




## Allgeier ES: Charting a Course for Expansion with the SAP S/4HANA® Cloud Suite

Digital transformation is a buzzword that acquires substance when Allgeier ES delivers. A leading IT company, Allgeier turns the opportunities digitalization offers into reality for more than 3,000 customers. Its three divisions and 7,400-strong staff offer an extensive range of industry-specific solutions and services that cover the entire IT services spectrum, including on-site, nearshore, and offshore services. To free up time for improved customer service, it decided to automate many of its business processes. And for that, it wanted the IT engine of tomorrow: the SAP S/4HANA® Cloud suite.

In implementing SAP S/4HANA Cloud, SAP SuccessFactors® solutions, Concur® solutions, and SAP® Solution Manager, Allgeier gained important development experience that it immediately leveraged for customers. Now equipped for future geographic and employee growth, it can as easily equip its customers. In the vanguard of technology and industry-specific innovation is exactly where Allgeier's customers want their IT service provider to be. Customer satisfaction with Allgeier's advance serves as Allgeier's greatest confirmation of work well done.



# Ensuring profitability and customer commitment

## Company

Allgeier ES

## Headquarters

Munich, Germany

## Industry

Professional services

## Products and Services

IT solutions and business consulting service provider

## Employees

7,400

## Revenue

€445 million (2015)

## Web Site

[www.allgeier.com](http://www.allgeier.com)

## Objectives

- Establish a hybrid software landscape that covers the core record-to-bill process
- Support rapid company growth
- Increase business flexibility to facilitate adoption of a new business model
- Establish support for project and managed service operations

## Why SAP

- Leading SAP® software and innovations already up and running at Allgeier
- Applications powered by SAP HANA® for best performance
- User-friendly SAP Fiori® apps for more efficient business process operations
- Cloud-based solutions leading directly to operational expenditure models

## Resolution

- Accelerated the monthly closing process
- Established the right foundation for organic growth and strategic acquisitions
- Introduced a source for timely, reliable information on project cost and revenue to support continuous monitoring and early action

## Future plans

- Allow customers to create tickets through the Allgeier support portal
- Integrate additional Allgeier companies into the new process and solution landscape
- Accelerate the adoption of innovations and customer rollouts and implementations
- Increase the accuracy of billing and accounting

60%

Faster time recording

50%

Faster travel expense recording

"Within 10 weeks, we successfully implemented an entire business backbone. The SAP S/4HANA Cloud suite helps us run and monitor our business better for the benefit of our customers."

Adalbert Schopp; Head of Financials; Allgeier Midmarket Services GmbH, an Allgeier ES Company

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