

INNOVERV.

An **SAP Cloud** and
AI Consulting
Company



2023

Big enough to MATTER, Small enough to CARE.

www.innovervglobal.com

Introducing INNOVERV.

If you have a problem in your personal life, you Google it, "why is my daughter not sleeping?" If you are interested in a topic you stream a Netflix series on it, "Our planet, by David Attenborough". But what about when it's a question about your company and how to better use technology? Where do you go get a real answer and avoid the sales pitch?

- "What does Cloud really mean for my business?"
- "How should I be using AI?"
- "What is a Hub & Spoke architecture?"
- "How do I get my team to adopt Cloud technologies better?"

That's where INNOVERV comes in. Consulting with a difference. Born Digital. AI First.



Who we are

INNOVERV is a UK & Europe based SAP and AI advisory business specialising in helping clients transform using S/4HANA Public or Private Cloud and AI. We focus on helping Consumer, Technology, Life Sciences & Utilities clients move to the Cloud, and get the best business value out of Cloud investments already made.

Since 2016, there is hardly an organisation that hasn't invested in trying to become 'digital' or 'cloud first'; yet very few have seen the returns from their investments. The organisational agility and change muscle that companies need today to cope with the uncertainties of the present world beset with 'Black Swan' events, has largely proved elusive. Many are wondering how to unlock value from their digital investments. The culprits are often 'data availability/reliability', 'inflexibility' of the old, monolithic ERP system sitting at the heart of the enterprise and our own people struggling to adopt to rapidly changing technology.

With a deadline of 2030 for all SAP clients to move to S/4HANA (SAP has a 72% market share amongst Fortune 2000 and has shifted this deadline twice already), many organisations need help to navigate this technology challenge and make this an opportunity to transform their business, not just complete another costly technical upgrade. Yet, the market is already full of S/4HANA projects gone wrong, with 'horror stories' circulating. This is principally because there are distinct nuances to implementing S/4HANA that many are missing – it's not an 'ERP', it's an orchestrating hub; it has got a such leaner functional footprint than ECC, therefore it cannot be deployed to replace ECC into a business

100% of the Fortune
2000 companies
need to transform

&

72% of them
are on
SAP

without several cloud apps around it (which requires functional business buy-in, careful end to end design and nifty deployment sequencing).

Companies need to become agile, be able to adapt to change, and continue to innovate using technology, and do so with minimal disruption. We help our clients do this – by leveraging the Cloud to create new capabilities, reduce their overall costs and simplify their business by moving to world class, market standard processes.

Our approach is different – deliberately. We are the honest brokers – not a Systems Integrator (SI), not a Business Integrator (BI), but a new age combination of both. We are 'an inch wide but a mile deep' – we operate in a focused space, but have deep, world leading expertise in that area with our teams containing the very best thought leaders and implementors in S/4HANA, Cloud, AI and Data. We don't have the 'technical debt' many of our 'bigger' competitors carry – a huge bench of ECC developers in India we need to keep busy at any cost, or strategy consultants in Europe who don't really know technology but pretend to, and type questions into Google or ChatGPT, before client meetings. We focus on doing the right thing for clients to help deliver significant, sustainable savings in the long run. We bring a new-age AI led, data driven, people centric Cloud mantra to all our clients. We focus on delivering our service with a cloud mantra – Service as a Software.

Our beliefs



We combine innovation and verve



We go the extra mile



We handpick our team



We are honest

Made up of the very best experts in the SAP, Data and AI drawn from Big 4, Global SIs and our chosen Industries, INNOVERV is a new boutique start up servicing a real 'gap' in the market. Where did this 'gap' come from? Over the COVID-19 period, most independent, mid-sized SAP transformation consulting houses have been bought by the big players and have since become prisoners of their

legacy approach, lack of speed and overheaddriven premium pricing models.

The market needs a fresh approach. We have the imagination to create and define the right strategy as well as the experience to execute and implement technology. Time for INNOVERV.

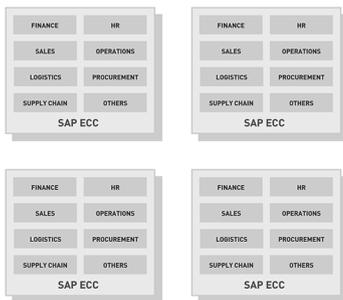
Our clients

Global multi-category Consumer, Technology, Life Sciences & Utilities organisations going through transformation - a new product, new business model, a carveout, a divestment - and want help on how to implement S/4HANA on Cloud to drive business

benefits and leverage AI to accelerate the transformation. It's not a technical upgrade, or maintenance of their current ECC – it's a business transformation.

PRE 2000

'Islands of Information'
Significant Fragmentation



10+ ERPs

2000

'ONE ERP'
Ruthless Standardisation



2016

'Hub and Spoke'
Cloud based Market Standard
Digital Solutions
Human-digital Interface



Data Lake

FUTURE

What we do

The 'What' and 'How' we do is different to others in the market.

Firstly the 'What' - we are Cloud focused from birth. Therefore, our Mantra is 'Shift to Industry / Market Standard' - this means all our advice is based on how to simplify and leverage the best of Cloud, not re-implement complexity or rebuild customisations from the past.

We often advise clients to adopt a modular approach to their journey, focusing on being business-led, data driven and functional ('back to front') in their roadmaps. Finance Transformations with S/4HANA / Central Finance, Supply Chain Transformations driven by S/4HANA, IBP, eWM, Ariba/Coupa, and People Transformations with Workday/ SuccessFactors are our 'sweet spots'.

We help our clients with:



Stepping Stone Roadmap

Define how you step into the Cloud Era as a business. This includes defining the 'Lean Digital Core' (S/4HANA) and satellite Cloud Platforms ('a loosely coupled digital architecture') and how to implement this in the optimally phased 'Stepping Stone' roadmap, often starting with Finance and building out from there in 'functional steps'. We work with change catalysts in client organizations, helping them to build confidence with their executive teams and boards that the transformation approach is the right one.



Data Driven Enterprise

Establish a common 'data language' for your organisation (Unified Data Models) and shape how data moves around your organisation (Data orchestration). This allows to get the most out of your data assets in a best of breed, multi-cloud based loosely coupled architecture. We make sense of data lakes, ponds, oceans, swamps, warehouses et al that software providers and cloud hyperscalers have inflicted on you. You can then confidently move towards creating a data driven enterprise that empowers your business to respond to external changes with agility and precision.



Augmented Intelligence

Reimagine your enterprise capability model with AI driven value cases built into the 'Machine' (your digital backbone), managed by the 'Masters of the Machine' (your Global Data/Process Owners et al) and your 'Local Heroes' - customer facing agile teams operating in a specific regulatory, political, cultural, environmental context at various places in the world; they draw on the intelligent capability frame you provide centrally to make smarter decisions in their 'local' context to best serve their customers and communities.

We help clients start to look forward and prepare for the decade that lies in front of them as businesses, an era where 'sense and respond' is worth a lot more than quarterly, yearly or 5 year strategic plans trying to predict the future in an ever more uncertain world.



Pathway to S/4HANA Cloud

We help selected Clients move to SAP S/4HANA Public Cloud / SAP RISE through a new age AI first approach when they match our implementation philosophy (business led transformation, fresh start / smart greenfield approach, AI first design, Deployment with a Cloud mindset etc.). We have a world-class set of transformation consultants, robust delivery leaders and a market leading tech implementation teams drawn from PwC, Accenture, IBM, EY, Wipro and Capgemini who are fuelled by a desire to do things differently.



Reimagine Human-Tech Partnership

In era of ChatGPT, Machines are learning from Humans and adopting to our preferences and behaviours, just as much as we Humans are adopting to Technology in our personal lives. Sadly, the adoption drops moment the same Humans step inside corporate boundaries and smart resistance to tech change becomes the norm. Most Cloud investments today fail to realise benefits fully due to this human element. We help our clients take a fresh approach to people behavioural change by using state of the art 'Nudge' theory based AI engines; cross-over ideas from 'social media' such as 'YouTube Influencers', 'Tik-Tok video campaigns', and VR Powered Show Homes; but inside the boundaries of the enterprise, accelerating adoption of Cloud / AI technologies.



Business Orchestration

The new multi-cloud, loosely coupled architecture requires data and process orchestration more than it needs the traditional 'bug fixing' application support service of the past. People change and adoption needs to evolve as new AI use-cases emerge for your industry; data models change as SaaS products are constantly upgraded by software providers; M&A and re-organisations are more frequent than ever before as your industry evolves at pace. We don't leave after the implementation is done; instead we continue to work with your Global Business Services, Global Data Services teams and the SAP / AI Centre of Excellence to ensure you get the benefits from the digital / cloud investments you made. We often do this by providing 'expertise on tap' though an AI powered, multi-tenanted, consumption based globally distributed service model (often with our AI, Change and Cloud eco-system partners); we call this unique offering 'Service as a Software'. This includes 'Air Traffic Control' towers powered by SAP BTP, Signavio, and ServiceNow.

Not only 'What' we do is different, the 'How' we do is different too.

We want to educate client sponsors, coaches and enable them to champion the change. These are huge investment for any organisation, and we want to make it successful, leveraging our experiences and insights from similar engagements in the industry. Not telling you what you want to hear just to get an S/4HANA implementation, or building complexity into your estate when it is not needed. To us it is about bringing the best of our networks, co-creating and problem-solving together.

We do this by:

- Bringing a **network of thought leaders** and experts from across the globe to help clients get the best advice and education. All the way from giving you access to CEOs, CFOs and Business Presidents



The Critical Thread

Defining the Problem Statement

Connecting your Business Strategy with S/4HANA scope
Stepping Stone Roadmap



Moments that Matter

Framework led Design Thinking

AI Value Cases
Intelligent micro decisions



Show Home: Bring it to Life!

Reimagine human-machine Natural Language Interface

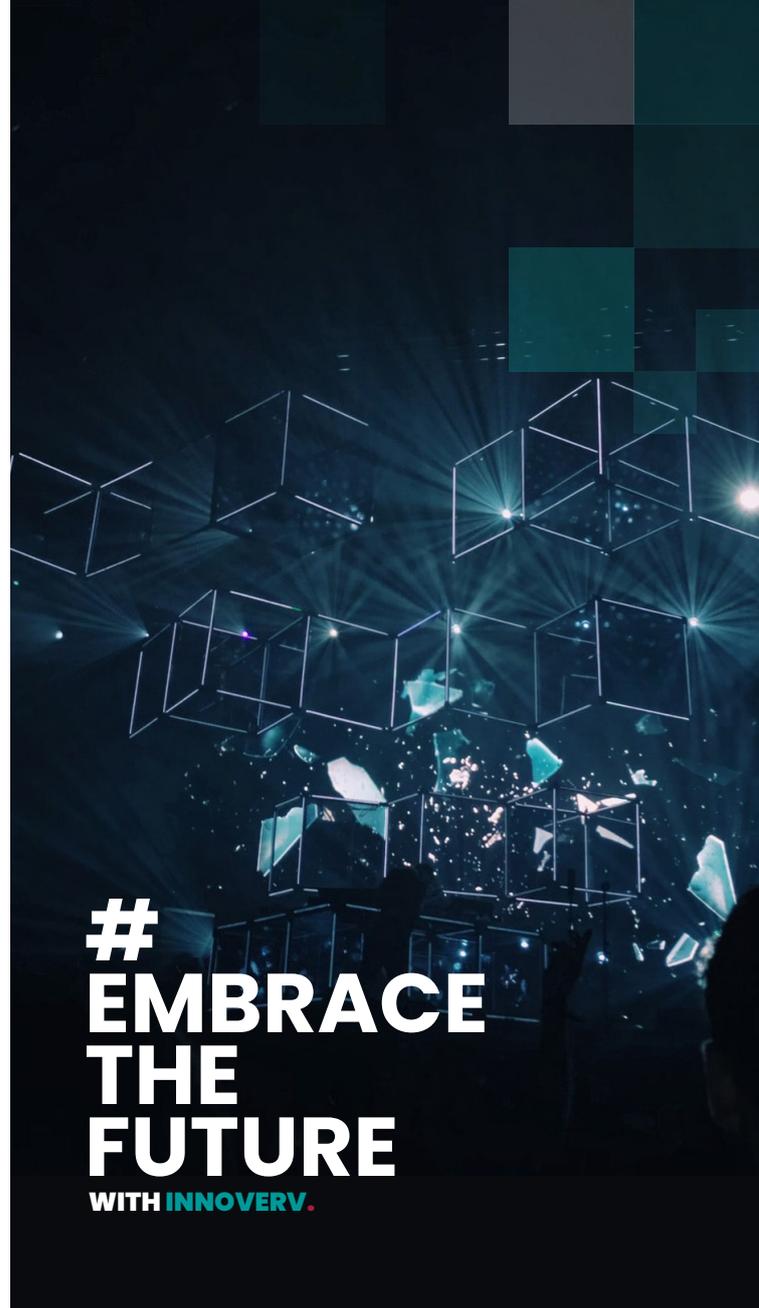
- Nudge Techniques
- VR-Fixed Future State
- Influencer network



Thought Leadership: Research and Peer Group

Experts on tap 'ChatGPT' but with real humans with context

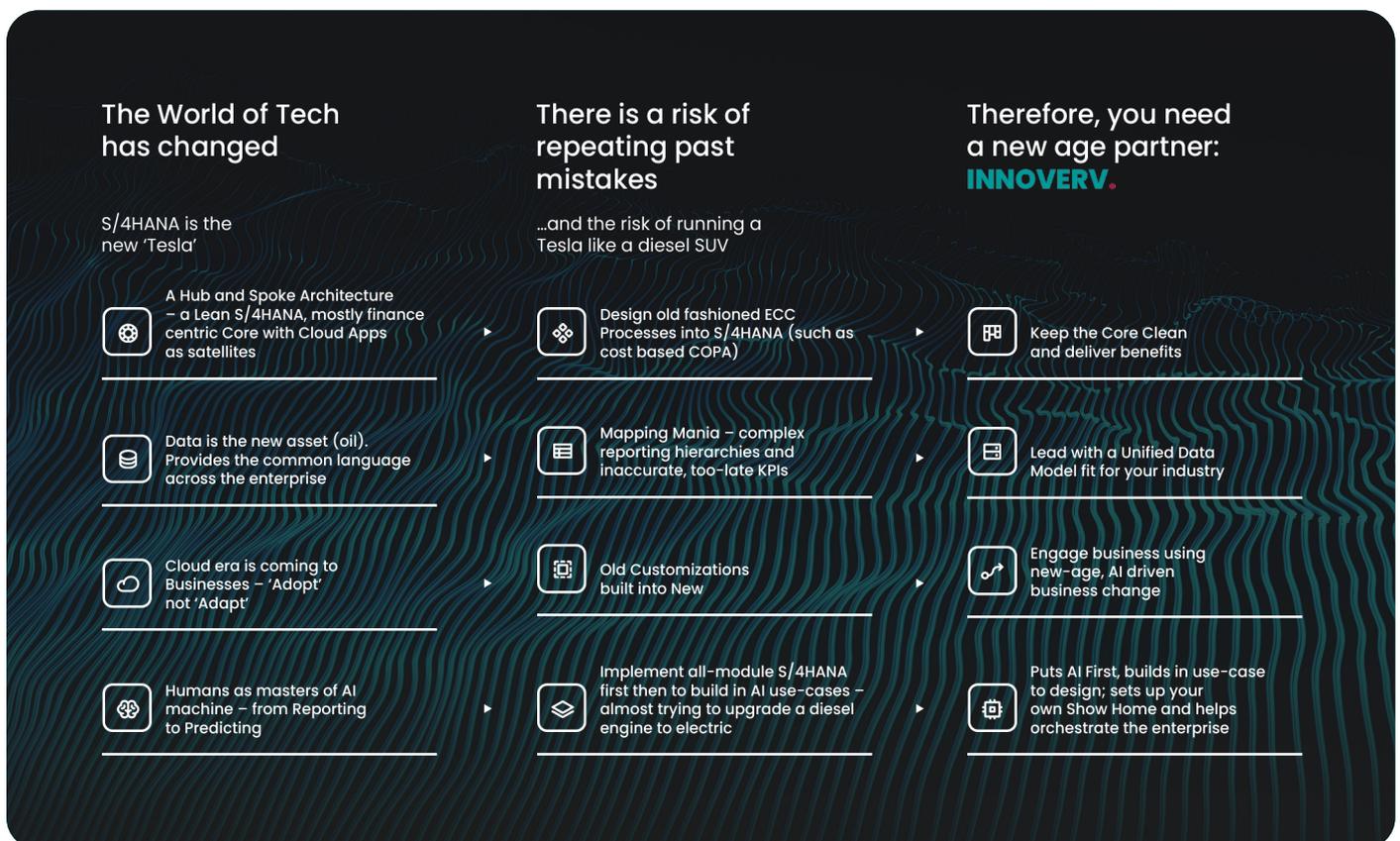
Original Thought Leadership on how AI changes S/4HANA implementation



- A collaborative, **business led approach**. A focus on co-creation, collaboration and engagement throughout the journey. These changes are hard and keeping engagement and buy in from the organisation is critical to success. Our industry specific Show Homes are unique. Built on S/4HANA, Workday, Salesforce and Ariba, the industry specific Show Home allows you to walk through your future 'digital business home' and make specific choices (processes, data models, business controls etc) in virtual reality. And you do so before you embark deep into your transformation journey - no waiting for months and years only to get unpleasant surprises during UAT!
- A **'cloud' born, remote working** with limited overheads approach. We have access to the right talent in various parts of Europe and India. 'Right skills' not right location. No more 'sales pitch' and then move to 90% offshore delivery teams. We have seized the moment after the pandemic to change the way we work. We ask our staff to work from their homes (we brand and equip their home offices) and to visit client sites directly when needed - save carbon footprint for the environment and avoid needless expenses for you. Our methods and tools are geared towards distributed, federated delivery and are market leading in this regard.
- **We care about our people**. Sometimes even if it means we make less money or grow a tad slower. Client satisfaction, brand reputation and

being a happy family together trumps mad money making for us. We have been part of large consulting firms before and having given it up to make a different model work. This is also reflected in what we offer our people - specially curated propositions, for example, for 'Young Mums' - female consultant with great skills who prefer to work from home and require specific child-care to support their young families; or 'The Golfers' - deep subject matter experts who have semi-retired in their mid fifties, especially over COVID. They prefer to work flexibly, are still intellectually curious and wants to contribute their enormous knowledge to problem solving.

A truly cloud enabled, born Digital, AI first, technology consultancy. Changing the way consulting is delivered. Trusted, sustainable, collaborative - and most of all, values driven.



Why you can trust us

We sit at the intersection between a Strategy house, Big 4 and Tech companies. We are different. We know there is a gap in the market. All small independents have been bought by the 'big' players over COVID, Big 4 are becoming SI's, and not many traditional SI's actually understand the nuances of 'S/4HANA' or AI, they respray ECC practitioners, converting a new-age EV into an old-fashioned fossil fuel vehicle.

What clients now need is a trusted partner who is not burdened by an idle capacity of practitioners they need to sell or recover a large overhead. We believe we fill that critical gap. We can go from strategy to implementation and our lean and agile structure will ensure that we will give you the best advice and implementation support.

We are robust in our delivery; we are 'big enough to matter'. You can be confident we will have Plan Bs and Cs when the going gets tough on complex transformation projects. INNOVERV is led by a group of leaders and practitioners who have 'been there and done that' and knows what it takes:

- The global SAP leader for IBM Consulting who then created PwC's Digital S/4HANA practice
- Award winning Transformation Programme Delivery Leader (SAP Award winner for 'Best Business Transformation in Europe with S/4HANA')
- A Big 4 Firm's Data & Artificial Intelligence Leader for Europe
- Another Big 4 Firm's fastest ever 'graduate to partner' and 'Woman in Tech' Leader
- Global S/4HANA Leader for one of the largest Indian Pure Play providers
- SAP UK's Lead Architect and SAP Mentor for E&U
- Accenture's Principal Director for HR Tech Transformation
- Senior leader in IBM Consulting's Global Delivery, who has previously built and managed a 7,000+ strong practice focusing on SAP delivery for global consumer clients

We are in an exponential growth phase with 100+ team members already mobilised and expected to be 250+ within the next 12 months. The 'seed capital' for our initial talent pool comes from a team of experts who together left a Big 4 firm as part of a collaborative transition to create INNOVERV. We are backed by investors who have a track record of creating similar business before; we are headquartered in London, with presence in Amsterdam, Kolkata and Bangalore.

Simply put, we are proud to be:

- An independent 'Honest Broker' – we have our client's best interest at heart.
- Born in the Cloud with a 'Public Cloud Mindset'. Focused on adoption, not adaption.

- With an AI, Robotics, Decision Intelligence mindset build in from the start.
- With unparalleled 'real world' technology experience from SAP to Industry experts. Premium Big 4 + Global SI standard capability without the bureaucratic apathy and commercial aggression associated with big firms.
- Focused on sustainability from inception – less carbon, less expenses, less stranded office space.
- With unmatched access to the broader technology ecosystem – SAP, Google, Azure, Aera.

