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Inspire the Next

# Unleash the Potential of Your Digital Transformation With ERP Innovation



# Modernizing Enterprise Resource Planning

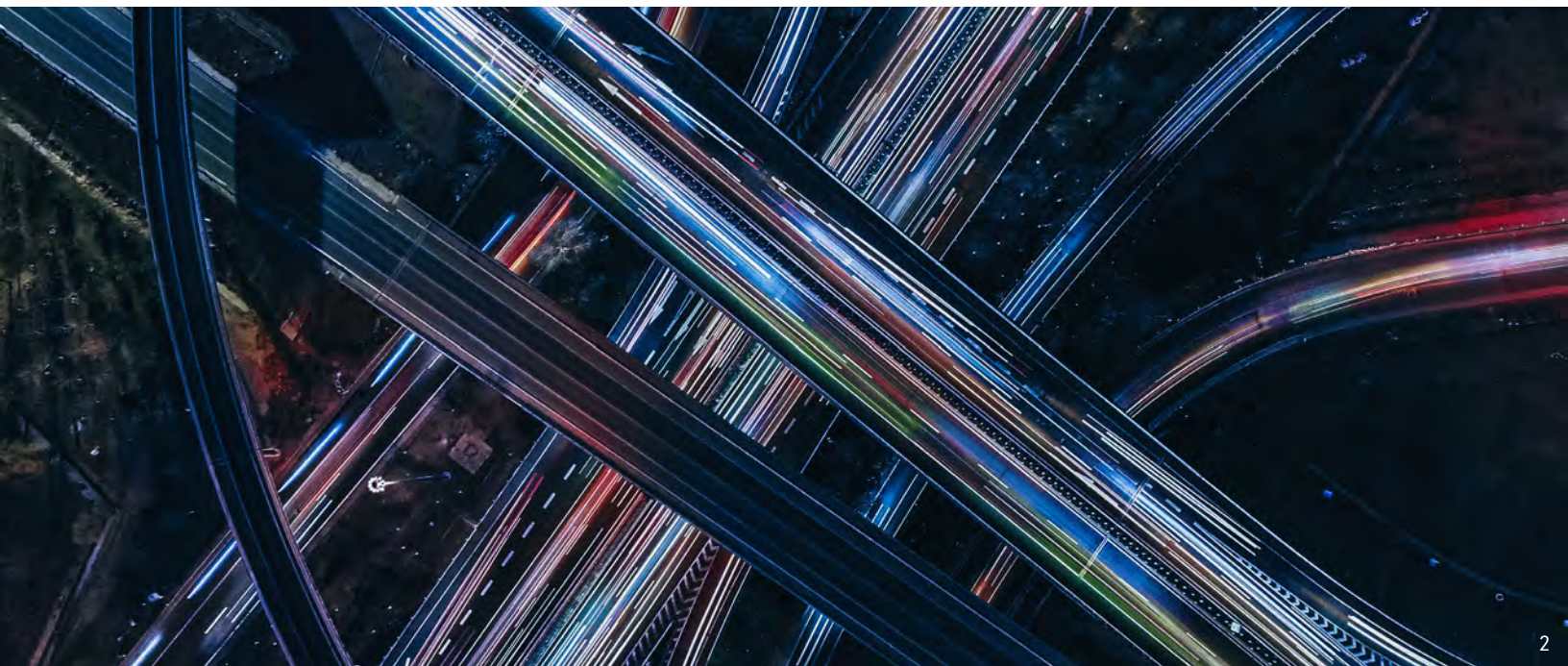
## Let's Talk Strategy and Business Benefits

Have you taken advantage of the new technologies that change enterprise resource planning (ERP) from a reactive planning system to a proactive one? Are you extracting more value from your existing ERP investments?

Read this e-book for insights on ERP modernization. Discover ways to achieve operational excellence, create new customer experiences and expand your business benefits.

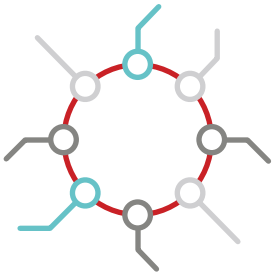
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# Consider 5 ERP Trends To Speed Your Digital Transformation

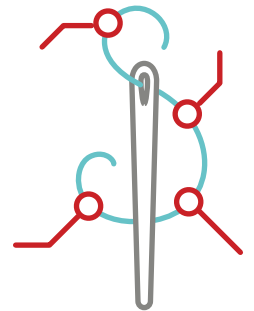
As enterprises modernize their digital cores, they explore ERP's innovative potential.



## Centralization

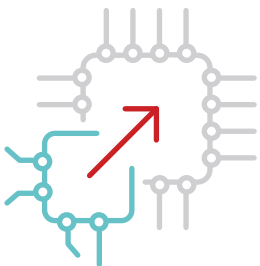
Dismantle barriers, creating a **single data source** and real-time visibility into operations.  
**Benefits:** informed decision-making, greater efficiency, use of advanced technologies and automation.

## Digital Thread



Support remote machine monitoring, proactive maintenance and automation powered by AI and IoT by **joining data threads** between manufacturing equipment, programmable logic controllers (PLCs), or supervisory control and data acquisition (SCADA) and IT systems.

**Benefits:** real-time production visibility, data insights to inform decision-making, cost control and competitiveness.



## Scalable, Personalized Interfaces

**Add apps and features** via extensible, cloud-connected ERP systems and assistive user interfaces.

**Benefits:** monitor floor activities in real time, identify upsell opportunities, extend functionality with intelligent technologies, adapt solutions to employee or customer needs.

## Mobility



Allow real-time data (inventory, account, supply chain or other vital operations) uploads and access via mobile ERP, using a **tablet or smartphone**.

**Benefits:** enhance team collaboration and management from any location.



## Cloud: The Way To Go!

**Leverage the cloud environment** with ERP as the core. As-a-service offerings with predictable monthly payments put ERP within reach of small and medium-sized businesses (SMBs).

**Benefits:** use cloud infrastructure to expand capabilities and support innovation.

# Cloud ERP: Why It's Essential

In a recent study, companies that have made the transition to Cloud ERP show why it could be your best move.



**Sales Volume:** increased by **15%** with **\$471K** in additional revenue thanks to shortened project timelines and increased production volume.

**Operational Efficiency:** greater employee productivity, **\$100K+** overall savings.



**Gross Margin:** gains of **\$1.3 million** with improved inventory management and quote accuracy, plus reduced labor costs.



**ROI:** robust return on investment in just three years!

**Company Culture:**



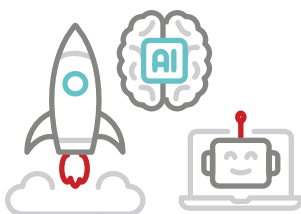
Strong Growth Support Through New Acquisitions



Improved Employee Satisfaction



Enhanced User Experience



**Future-Ready:** Cloud ERP opens the door to innovative technologies, like artificial intelligence and machine learning. You gain greater organizational insight and outcome predictability — a **competitive edge**.

# Now Is the Time To Plan Your Transition to Cloud Solutions and Services

For businesses with a goal of greater competitiveness, a move to the cloud is inevitable — and a delay could hinder your plans.

Plan now for your move to modernization. **Work with your team to:**

- Set priorities for technology implementation.
- Devise a management plan for financing and a timeline for implementation.
- Engage internal teams, advisors and partners to participate, support and advise.

**Next**, develop an IT environment that delivers ideal business outcomes. **Take these five steps:**

1. **Use the cloud** as an onramp to modernize your business.
2. **Plan a cost-effective migration** and cloud environment.
3. **Tailor technology** to optimize employee experiences, now and in the future.
4. **Leverage advanced technologies** to make the most of data.
5. **Partner with a cloud expert**, not just a service provider.

*“In my view, what we achieved in migrating that number of databases in that short amount of time has set the standard for the industry.”*

— Nicola Palmer,  
Head of Corporate and  
Operational Systems Eurostar

# Make Your ERP Competitive and Secure

Cloud computing is emerging as the No. 1 tool that organizations are using to increase their competitiveness. Companies that haven't embraced the cloud risk falling behind.

Here are **six areas** where moving your ERP systems to the cloud can improve your competitive position:



## Streamline IT Operations

CIOs can focus on using ERP systems strategically, to achieve business goals.



## Stronger Security

User authentication allows anytime, anywhere information access, while retaining control and reducing risk.



## Freedom To Innovate

Agile cloud infrastructure scales easily, with less risk and upfront expense.



## Outstanding Customer Service

Meet customer demands for real-time information, convenience and on-the-spot service.



## Supply Chain Management (SCM) Efficiencies

Avoid on-premises infrastructure downtime and ensure vital data is always backed up.



## Increase Remote Collaboration

Reinvest your cost savings into other business areas to boost efficiency and competitiveness.

# Leverage Your Cloud Infrastructure and ERP To Support Innovation

With the cloud migration well under way, it's time to optimize the cloud environment with ERP as the core.

Expand your business strengths and capabilities with these steps:

- **Begin with** an ERP core.
- **Add features** and advanced technologies like AI and ML.
- **Use ERP** to support the tools that your business needs to strengthen partnerships, improve customer satisfaction, and create a company culture that supports achievement and success.

Designing and implementing a system to achieve those goals, however, is a complex undertaking. To ensure your success, recruit IT professionals with knowledge and expertise in cloud solutions and intelligent technologies.



*The right partner can show you how to make ERP the nerve center of your organization.*

*“Hitachi brought subject matter expertise and prior client experience, including deployments. The blend of Hitachi’s onshore and offshore capabilities with Gowling WLG’s resources was an incredibly successful model.”*

— Chris Oglethorpe, Global HR Director, Gowling WLG

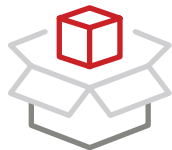
# Extend the Value of ERP: Modernize Your Supply Chain

Pull ahead of the competition by extending your investments into ERP and innovating with advanced technologies.

Use these technologies to regain first-mover advantages. The next iteration of supply chain management means viewing ERP not as a finite management system, but as a state-of-the-art, cloud-based core or nerve center of your operations. Integrating advanced technologies with the right ERP system brings:

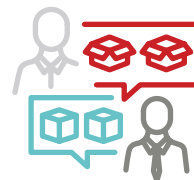
## Gains

- **More** data from more sources.
- **Greater** visibility outside the four walls.
- **Enhanced** operations.



## Challenges

- **Establishing** data threads.
- **Connecting** with supply chain partners.
- **Implementing** security.



Leverage an experienced partner's expertise to ensure that your system is seamlessly integrated and aligned with your supply chain and business goals.





# Avoid These 10 Common ERP Implementation Mistakes

50% or more of ERP projects fail, and only 4% of ERP projects are properly aligned to leverage the cloud.<sup>1</sup>

It is when ERP implementations are done skillfully — **with proven experience** — that business outcomes are truly transformative. That's why choosing the right strategic partner is probably the second most important decision you will make, after choosing the ERP system. Select a partner who will help you avoid making these 10 common mistakes:



- 1.** Failing to understand the full picture.



- 5.** Failing to understand cloud application support post “go live.”



- 8.** Misjudging the data migration effort.



- 2.** Lacking real buy-in at all levels within the organization.



- 6.** Building third-party integrations from scratch.



- 9.** Lacking defined “go live” strategy.



- 3.** Focusing too much on current business processes.



- 7.** Underestimating the amount of integration work.



- 10.** Avoiding rather than prioritizing cloud security.



- 4.** Getting signoff for system design on paper only.

*“With automated processes, we can move employees to positions where they can add more value to the business, which in turn will aid growth. With Hitachi Vantara by our side, we’re building the foundations we need to double in size.”*

— John Thompson, CIO, Reiter Affiliated Companies

# Choose the Right Partner for Next-Gen Oracle Technologies

Can the Oracle partner you're considering deliver the results that benefit your business the most?

Ask these five questions to determine whether you've found the right partner or you need to keep looking for a better fit:

1. How do I get to the next generation of digital transformation?
2. Should I really move all my business apps to cloud ERP now?
3. Have you developed solutions for businesses like mine, and do you co-innovate with Oracle?
4. How does your team ensure that our employees adopt the solution?
5. What is your three-to-four-year road map?

In your meetings with potential Oracle partners, take the opportunity to understand **what the firm does best** and **how they will help your organization** beyond deploying Oracle apps.

**87% of companies seek guidance for ERP implementation on the whole.**

— Learn Hub



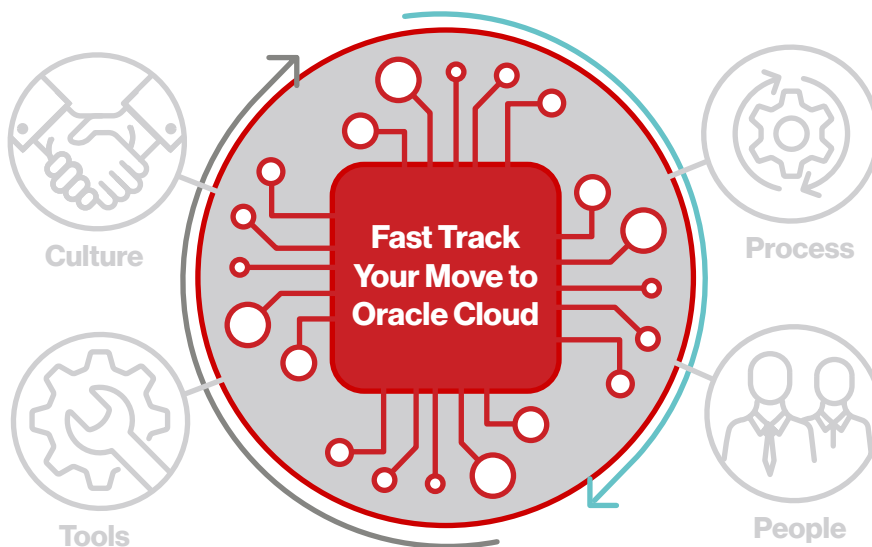
***“The Hitachi Vantara team showed tremendous dedication to the project, working tirelessly to meet our requirements and coming up with innovative solutions – while getting us to go live 100% remotely during a pandemic.”***

— Corinna Noelke, Executive Director,  
Green Mountain Higher Education Consortium

# Step Toward Your Competitive Advantage With Hitachi Vantara

Do you have questions about how to reach your business goals with Oracle technologies? We have answers.

Lay the groundwork for a successful implementation with ERP modernization services for Oracle applications from Hitachi Vantara. Our Oracle innovation practice is built on more than 22 years of experience and learnings from over 2,000 Oracle implementations and over 160 successful Oracle cloud go-lives. We have deep knowledge and co-development investments in Oracle products, and we receive inputs and requests from hundreds of customer executives from our advisory engagements.



*Hitachi adds value to your Oracle technologies and investments by optimizing the digital core, unleashing the power of the cloud and extending the digital core with machine learning, analytics and robotic automation — for smart, connected operations.*

Learn more about our “Fast Track” services or explore the ERP modernization topics of this e-book further by talking with your Hitachi Vantara representative, or visiting [hitachivantara.com](http://hitachivantara.com).



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