



# Neoris and SAP

## A history of success and constant innovation

### Relevant Facts

- Neoris is a Preferred Partner of SAP in Latin America
- Neoris was the first consulting company to adopt the SAP NetWeaver™ architecture in the global market
- Neoris is the leader in SAP MII (Manufacturing Integration and Intelligence) project implementation in Latin America
- Neoris has three certified SAP development centers known as SNEC (SAP Neoris Excellence Center)
- Neoris is a member of the SAP Excellence Center which assigns consultants to the SAP worldwide SWAT team for critical projects
- Neoris is a member of the SAP Workforce Partner Council which is in charge of analyzing the Latin American market and making recommendations to SAP
- In 2008, Neoris launched the “Perfect Plant Excellence Center” to provide support to its SAP clients in the manufacturing industry
- In 2007, Neoris hold the largest number of SAP certifications in Latin America
- Neoris is a member of the Industry Value Network for SAP transportation and logistics services

### Background

The close relationship between SAP and Neoris is based on their commitment to excellence in business applications and customer service. Neoris has the experience and specialized know-how to transform the supply chain processes and adapt them to SAP applications. The company is currently involved in many regional and global SAP implementations.

The commitment of SAP and Neoris to clients is to help them find solutions based on processes, in order to achieve financial and operating success. Neoris' offer in SAP focuses in the areas of execution, logistics, manufacturing, sales and banking.

### SAP Implementation Services

Neoris has consultants certified in the different modules of the SAP suite: SAP NetWeaver (NW), Exchange Infrastructure (XI), Portals (EP), Business Intelligence (BW), Master Data Management (MDM), Mobile, Java and SW Development. Neoris also has professionals with training and experience in SAP extended components, such as LME, DSD, WMs, ICH, MII and ERP.

Neoris' main services in SAP implementations include:

#### ERP Implementation and SAP ERP 6.0 Upgrade

Neoris has more than 3000 consultants worldwide with most specialized in implementing the complete SAP suite, including ERP.

Neoris' extensive experience and specialized know-how in different industries and SAP solutions make it the ideal partner for upgrading to the new SAP ERP 6.0 platform. Neoris offers its clients highly specialized know-how in eSOA, a safe process without complications, with shorter terms and lower costs than those of a traditional migration.

#### Outsourcing of SAP Applications

In order to respond to business needs, it is necessary to constantly improve and update applications for optimal performance. Outsourcing your SAP applications to Neoris makes it easier to focus on what is really important for your business. Neoris offers you a team of SAP experts who will quickly make improvements regardless of their complexity

## SAP Implementation Services (Continued)

### Logistics and Manufacturing Execution (LME)

Neoris has become an innovative leader in the area of Logistics and Manufacturing Execution. The partnership between SAP and Neoris in this area offers applications, experience, and the support that your business needs in order to grow and expand your supply chain globally.

Among LME solutions, Neoris is the leader in implementation of SAP MII (Manufacturing Intelligence & Integration) project and has a team of top-notch professional consultants. Neoris also has the largest number of projects and credentials in Manufacturing Operations Management (MOM) in Latin America.

Neoris develops operations and production management solutions that maximize the return on assets and help you achieve new competitive advantages.

### S<sup>2</sup>OA (Sustainable SOA)

Neoris' SOA offer follows an integral approach that aligns processes and information technology with the business goals. Neoris considers the organization a system and articulates the technology, information and processes as components of an overall structure, while bearing in mind that only an appropriate articulation and alignment of processes and business goals can ensure that the SOA implementation is sustainable, manageable and profitable.

Neoris' systemic approach in its S<sup>2</sup>OA methodology offers clients a clear advantage since it works independently of any other software systems the company may have, thereby optimizing the solution and guaranteeing sustainable use.

### Last Mile Solutions, ActiveSuite™

Neoris is a pioneer in last mile logistics solutions based on emerging technologies, such as RFID and WIFI. Neoris offers carriers, logistics service providers and receivers a solution that provides visibility and tracking of vehicles and shipments in real time

ActiveSuite™, supported by SAP NetWeaver®, is an application offering mobile and wireless technologies for monitoring transportation vehicles and assets through the extended supply chain. The solution helps companies achieve visibility and gain control of their transportation processes from shipping to receiving, so that proactive actions may be taken.

## Clients

Neoris has clients in Latin America, USA, Europe and Middle East. Key clients include: CEMEX, Embraer, Lan Chile, British American Tobacco, Vitro, Petrobras, BASF, Whirlpool, Tec Milenio, OfficeMax, Techint, PEMEX, Banco Santander, BBVA, Concha y Toro, BHP Billiton.

"Neoris has strong technical implementation skills...and is clearly a good candidate for SAP implementation work"  
Forrester Research, Inc. (2007)

## Neoris, a Success Story in Itself

Neoris is the result of the innovative solutions implemented at CEMEX, one of the largest and most profitable cement companies in the world. As internal technology consultants, Neoris professionals perfected their unique model for capturing value in a great company. The Neoris team reduced the company's integration cycles, increased productivity and helped the company reinvent itself as a technology leader in its industry.

CEMEX has entrusted to Neoris the largest and most challenging projects in the world. One of the most important projects was the implementation of SAP. This project not only was extremely important but it has been the most complex implementation project in SAP's history.

Neoris is one of the exceptional cases in which a company derived from an IT department of a huge industrial conglomerate becomes a successful and independent provider.

Today, Neoris is known for its capacity to plan and execute high value added projects, combining the maturity and coherence of SAP business applications with the flexibility of a Service Oriented Architecture (SOA). Neoris has achieved tangible improvements for hundreds of clients and an impressive growth rate.

Neoris is the largest IT consulting and systems integration consultancy in Mexico, and the second in Latin America, according to IDC. In 2008, Neoris was classified in the Global Services 100 list as one of the top 10 information technology service providers with the best results.

## SAP Awards

- Strategic Reference Award (2008)
- ASUG Impact Award (2008)
- Number of Certified Consultants in 2007(2008)
- Innovative SAP Project Implementation in 2007 (2008)
- New Solution Introduction Award (2008)