

## SAP SuccessFactors Performance & Goals, Compensation, Succession, Employee Central with World Kitchen 🗣️

February 13

2:00 PM - 3:00 PM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#) 

### World Kitchen

Revenue: .

Industry: Consumer Products

Tammy Ognibene, *Sr. Manager, HRIS & Compensation*

World Kitchen, LLC is an American kitchenware products maker and distributor based in Rosemont, Illinois. The company began as the Corning Consumer Products division of glassmaker Corning.

World Kitchen began their SuccessFactors journey before 2011 with Performance & Goals, then Succession, now live on Employee Central and Compensation since February 2015. With plans to implement more functionality. Their business has both manufacturing and retail components. They migrated from SAP HCM On-Premise to Employee Central. Leveraged Boomi for integration. Itelligence is the SI for more recent implementaions such as Employee Central.

**Confirmed participants:** AGCO Corporation

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## SAP Ariba Spend Visibility, Contract, Sourcing with SAP Services at AbbVie 🗣️

February 14

11:00 AM - 12:00 PM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

**MAXIMUM CAPACITY REACHED - LISTEN ONLY**

[Request a Listen Only seat for your prospect](#)

### AbbVie

Industry: Life Sciences

Arnold Bynum, *Senior Manager of Business Process Systems*

Hear how AbbVie leveraged SAP Ariba Spend Visibility, Contracts and Sourcing to standardize processes to enable agility; improve customer service levels by automating communication; improve data integrity and reporting, including spend visibility by category. Improve searching capabilities; and improve compliance around policies, procedures and processes. They were also able to establish a standardized platform for contract administration and spend analysis.

AbbVie leverage SAP Services for the implementation and integrated with SAP ECC.

**Confirmed participants:** Ansaldo STS S.p.A. , Arysza Otis Spunkmeyer , Boehringer Ingelheim Pharma GmbH & Co. KG , Boehringer Ingelheim Pharma GmbH & Co. KG , Ferrovial Servicios S.A. , ICL , Lionsgate Entertainment , Panda Restaurant Group Inc , Teva Pharmaceutical Industries Ltd.

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## SAP Fiori with Pacific Drilling Services

**February 15**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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### **Pacific Drilling Services Inc.**

Industry: Oil & Gas

Yoram Borodaty , *Sr. Manager IT Applications*

Learn how Pacific Drilling has improved the user experience of SAP software for business users by providing approvals and quick consumption of analytical data on any device. Key benefits include streamlining inventory and procurement process, not having to train users and reducing costs. Fiori is used in Accounts Payable, Treasury, Procurement and HR processes.

[Pacific Drilling: Customer Testimonial Video / Audio](#)

**Confirmed participants:** Intuitive Surgical , Louisiana Pacific Corporation

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## SAP Extended Warehouse Management with Caterpillar Logistics **\*\*Discrete Manufacturers Only\*\***

**February 15**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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### **Caterpillar**

Industry: Automotive

Aswin Kumar , *Manager, Service Parts Management (SPM/SAP)*

**Caterpillar Logistics**

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** Yamaha Motor Corporation USA

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## SAP SuccessFactors Employee Central with Timken

**February 15**

**3:30 PM - 5:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### **Timken**

Industry: Industrial Machinery & Components

Rob Arbogast , *Director of OA Program Deployment*

Learn how Timken Company moved its HR system to the cloud with SAP Successfactors. Hear how Timken is live globally on Employee Central (EC). They are one of the first customers live on Employee Central Payroll. They are also using the broad HR suite including Recruiting, LMS and Jam and have integration between Cloud HR and SAP Financials. Timken has 20,000 employees and operates in 30 countries and territories.

[Timken - SuccessFactorsTimken SuccessFactors Customer Testimonial Video](#)

[Timken - SuccessFactors Customer Reference Slide](#)

**Confirmed participants:** First Quality Enterprises , Novo Nordisk A/S , Palfinger Aktiengesellschaft , PPG Industries Inc , Williams Information Technology Inc

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## SAP S/4 HANA with McInnis Cement

**February 16**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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### **McInnis Cement**

Revenue: .

Industry: Engineering, Construction & Operations

Laetita Debout, *Business Transformation Analyst*

Learn how McInnis Cement migrated from manual spreadsheet-based data entry to

Implementing S/4Hana. Learn how the real-time access to data anywhere helped to accelerate decision making and planning processes. Implementation partner: Projexia

General Business Host.

[McInnis Cement Customer Reference Slide](#)

[McInnis Cement Business Transformation Study](#)

**Confirmed participants:** None

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## SAP GTS Unterlagenfindung – Nutzen, Ziele und Voraussetzung

**February 16**

**3:30 PM - 4:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** German

[Request a seat for your prospect](#)

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### **Hansgrohe SE**

Industry: Fabricated Metal Products

Christoph Harter, *Zoll und Außenhandel*

Michael Kemmer, *Business Processes*

SAP GTS Unterlagenfindung – Nutzen, Ziele und Voraussetzung

Die Hansgrohe Gruppe – auf allen Kontinenten präsent

Mit 34 Gesellschaften und 21 Verkaufsbüros weltweit gehört das Unternehmen Hansgrohe zu den wenigen Global Playern der Sanitärbranche. Der Armaturen- und Brausenspezialist beschäftigte im Geschäftsjahr 2016 rund 4.000 Mitarbeiter(innen) und lieferte Armaturen und Brausen in 143 Länder.

Das Unternehmen Hansgrohe ...

- ist eine europäische Aktiengesellschaft (Societas Europaea), die nicht an der Börse notiert ist;
- hat zwei Hauptaktionäre:
  - den US-amerikanischen Konzern Masco Corporation, Taylor/Michigan, als Mehrheitsgesellschafter (68 Prozent)
  - die Syngroh Verwaltungs- und Beteiligungs-GmbH, Schiltach, Familie Klaus Grohe (32 Prozent).

Die Hansgrohe Gruppe verfolgt fünf strategische Stoßrichtungen:

- Innovation, Design und Nachhaltigkeit – Ausbau der Innovationsführerschaft bei Technologie, Design und Nachhaltigkeit
- Global Speed – Erweiterung der internationalen Marktpräsenz und Weiterentwicklung des Emerging Markets Geschäftsmodells
- Qualität und Produktivität – Erhöhung der Produktqualität und Aufbau einer „Global Production Balance“
- Lean Business Processes – Verschlankeung der Geschäftsprozesse
- Organisation – Weiterentwicklung der Unternehmensorganisation, der internationalen Personalentwicklung und des Talentmanagements

Hansgrohe setzt auf SAP GTS und optimiert sukzessive auf dieser Plattform seine Zollabwicklung

- Compliance Management seit 2008

- Customs Management
  - o ATLAS Ausfuhr seit 2009
  - o Tarifierung seit 2009
  - o Unterlagenfindung seit 2013
- Risk Management
  - o Preference Management seit 2014

**Confirmed participants:** Evonik Industries AG , Hauni Maschinenbau GmbH , Linde AG , REHAU AG+Co , SMP Deutschland GmbH

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## SAP SuccessFactors Employee Central, Learning, Performance & Goals, Recruiting and Succession & Development with Nexteer Automotive

**February 21**  
**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call  
**Language :** English

[Request a seat for your prospect](#)

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**Nexteer**  
Industry: Automotive

Joanne Thomas, *Director, Global Workforce Analytics, HCM*

Hear about how Nexteer Automotive did an extensive vendor evaluation and selecting SAP SuccessFactors over competitors Workday and Oracle. Nexteer is live on Goal Setting, Performance, Recruiting Management, Employee Central, LMS, and Workforce Analytics. They are live with Onboarding & Succession but it has not been used yet, so they can discuss the selection and implementation but not the user experience on those topics.

**Confirmed participants:** Henniges Auto , Houghton Mifflin Harcourt , Palfinger Aktiengesellschaft

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## SAP Code Vulnerability Analyzer @ LIDL Stiftung & Co. KG

**February 21**  
**2:00 PM - 3:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call  
**Language :** German

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**LIDL Stiftung & Co. KG**  
Industry: Retail

Niels Northe, *Manager Solution Development*

Michael Weiskat, *Director Solution Development*

LIDL Stiftung & Co. KG hat sich für SAP Code Vulnerability Analysis (SAP CVA) entschieden, um in Verbindung mit dem SAP ABAP Test Cockpit höchste Qualitätsansprüche für Eigenentwicklungen bereits zur Designzeit sicherzustellen.

Neben den Eigenentwicklungen werden mit SAP CVA Entwicklungen von Dienstleistern und Drittanbietern auf sicherheitsrelevante Schwachstellen geprüft.

Im Webinar lernen Sie unsere Motivation und Anforderungen kennen. Wir berichten über unsere konzeptionelle Zusammenarbeit mit SAP im Rahmen des Customer Engagements zum Thema "Remote Security Checks for ABAP Programs" sowie die erfolgreiche Einführung von SAP CVA bei Lidl.

**Confirmed participants:** IT Services - DHL , RWE IT GmbH , Schaeffler Technologies AG & Co. KG

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## SAP S/4HANA @ Carl Stahl GmbH

**February 21**

**4:30 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

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### Carl Stahl GmbH

Industry: Manufacturing Industries - Process

Stefan Aubele, *IT-Leiter Carl Stahl GmbH*

Carl Stahl, a German company offering solutions in the fields of rope and lifting equipment went live with SAP S/4HANA recently. They saw the need to be able to adapt to a quickly changing business environment as well as to better serve customer requirements individually. Due to SAP's next-generation business suite based on the in-memory technology SAP HANA Carl Stahl can gain real-time insights with excellent stability and performance. After having optimized financial processes the next step will be in the area of supply chain and significant optimization of the material resource planning. "Our move to SAP S/4HANA is part of our company's strategy. We want to be clever and bold in the way we take advantage of digitalization and with that set the foundation for future growth", says Stefan Aubele, CIO of Carl Stahl. Carl Stahl migrated to SAP S/4HANA in just six months. Listen to Stefan Aubeles experiences and discuss the way with SAP S/4HANA.

**Confirmed participants:** None

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## SAP Master Data Governance (MDG) on HANA with Colgate-Palmolive

**February 22**

**10:30 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

Language : English

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## Colgate

Industry: Consumer Products

Jian Ming Se, *Associate Director IT MDM*

Join the Colgate-Palmolive ReferencesLive call to hear about their experiences with SAP MDG on HANA for Customer, Material, Vendor and Finance data. SAP MDG is the cornerstone of Colgate's applications and reporting success. Learn how they use SAP MDG on HANA, Information Steward, and Data Services to consolidate data across the enterprise making it available to all staff and business partners while providing data integrity across all IT systems.

**Confirmed participants:** EnerSys Delaware Inc. , Signet Group Services US Inc

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## SAP Ariba Sourcing Pro, SIPM and Contract Management with CBRE

February 22

12:30 PM - 1:30 PM (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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## CBRE

Revenue: .

Industry: Professional Services

John Thompson, *Global Director - Supply Chain*

Join this session to hear how CBRE, the world's largest commercial real estate services firm, is utilizing Ariba Sourcing Pro, SIPM and Contract Management. As part of its mission to deliver superior value, CBRE is using Ariba as the core of its SourcingInsightsm platform for sourcing goods and services for select facilities management clients across the globe.

**Confirmed participants:** None

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## SAP Integrated Business Planning (IBP) with Colgate-Palmolive

February 23

9:30 AM - 11:00 AM (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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### Colgate

Revenue: .

Industry: Consumer Products

Steven Hoffman, *Senior Manager – Global Development, Global IT*

Colgate is utilizing a variety of SAP Supply Chain solutions including Integrated Business Planning (IBP) and Supply Chain Control Tower (SCCT). During this ReferencesLive call, Colgate will discuss implementation highlights, details on their current use of the solutions, lessons learned to date, and the benefits of using IBP Inventory, Supply, Demand Sensing, and SCCT.

**Confirmed participants:** DAP Products Inc , Frimex investment Ltd. (Frimex Branch) , GIVAUDAN SA , Sun Pharmaceutical Industries Ltd , Tyson Foods Inc.

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## SAP SuccessFactors Talent Management & Recruiting with AO Smith Corporation

**February 23**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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### A.O. Smith

Industry: Consumer Products

Mary Sue Handel, *DIRECTOR, GLOBAL TALENT MANAGEMENT*

Cindy Lund, *Business Analyst - SuccessFactors*

A.O. Smith is currently using Successfactors Performance & Goals, Succession & Development, Compensation, Learning, Recruiting Management, Recruiting Marketing, Career Site Builder, Multiposting and First Advantage. They're using our solutions in multiple countries and languages.

AO Smith's core Core HR is SAP HCM for the US & Canada, and Payrol for US & Canada is SAP On-Prem Payroll. All other countries have a different HR systems.

They used 3rd party implementation partners for their implementations.

**Confirmed participants:** None

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## SAP SuccessFactors @ Distell - Performance and Goals, Recruiting, Succession & CDP

**February 23**



3:00 PM - 4:00 PM (Harare; Pretoria)

**Event Type** : ReferencesLive Call

**Language** : English

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### **Distell**

Industry: Consumer Products

Neil Greybe , *Program Manager: HR Transformation*

At Distell, which is firmly rooted in, and proudly South African, we realised that we had to sharpen our pencils in terms of Talent Management. We want to be an employer of choice, entrench Performance Management and pay-for-performance rigour together with the benefit of aligning corporate and team goals,

Discover from Neil Greybe, Programme Manager at Distell, how the company worked with SAP and Allos to develop and execute a plan to achieve this in the Cloud.

**Confirmed participants:** None

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## **SAP SuccessFactors with Bentley Systems**

**February 28**

**10:00 AM - 11:30 AM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call

**Language** : English

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### **Bentley Systems, Inc.**

Revenue: .

Industry: High Tech

Kelly Shaner, *Senior SuccessFactors Business Analyst*

Join this ReferencesLive call to hear how Bentley Systems has deployed SuccessFactors Employee Central, Performance & Goals, Compensation, Succession & Development, Recruiting Management, Onboarding, and Learning. In 2014, Bentley moved from on-premise SAP HCM to SuccessFactors Employee Central. They are currently using SuccessFactors globally for approximately 3,500 employees in 40 countries. SAP SuccessFactors Professional Services implementation.

**Confirmed participants:** None

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## **SAP Ariba Upstream at Cargill**

**February 28**  
**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call  
**Language** : English

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### **Cargill Incorporated**

Revenue: .  
Industry: Consumer Products

Kelly Obermeyer, *Senior Analyst - Global Ariba Sourcing and Contracts Lead*

Hear about Cargill's SAP Ariba implementation which includes Contract Management, Sourcing & SIPM. They selected SAP Ariba due to the ease of use and that SAP Ariba offers both buyer and seller in multiple languages and global support.

**Confirmed participants:** None

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## **SAP Integrated Business Planning S&OP with Tyson Foods.**

**February 28**  
**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call  
**Language** : English

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### **Tyson Foods Inc**

Revenue: .  
Industry: Consumer Products

John Buckley, *Sr. Director, Business Process & Systems*

Learn how the cloud-based SAP Integrated Business Planning S&OP solution facilitates the delivery of an integrated, standardized Sales and Operations Planning process to the business while further leveraging an integrated, digitized extended supply chain at Hillshire (part of Tyson Foods).

**Confirmed participants:** Agristo NV , Bell Schweiz AG , EBRO FOODS S.A.

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## **SAP SuccessFactors Employee Central and Performance & Goals with Pacific Coast Building Products**

**February 28**  
**1:00 PM - 2:00 PM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call

Language : English

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### **Pacific Coast Building Products**

Industry: Forest Products, Furniture & Textile

Robyn Mussilani , *Project Manager*

Pacific Coast Building Products is currently live with SAP SuccessFactors Performance & Goals (went live fall 2016) and Employee Central (went live May 2016). They moved from SAP HCM On-Prem to Employee Central and still use SAP for Payroll, Benefits and Time & Attendance. They are happy to speak about their journey to the Cloud and the integrations between EC and their On-Prem systems.

Confirmed participants: None

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## **SAP Hybris Commerce for B2B with Colgate-Palmolive**

March 1

10:30 AM - 12:00 PM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

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### **Colgate**

Industry: Consumer Products

Nilesh Parsekar , *Global IT*

Join this ReferencesLive call to hear how Colgate-Palmolive is leveraging Hybris for their B2B eCommerce initiatives. Their focus for the project is on 2 main channels – professional customers (Colgate dentists and Hill's veterinarians for pet food) and trade customers (distributors).

Confirmed participants: None

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## **SAP Ariba Spend Analysis, Sourcing, APC, and Contract Management with Hewlett Packard Enterprise**

March 1

12:00 PM - 1:00 PM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

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## Hewlett Packard Enterprise

Industry: High Tech

Jon Good, *Vice President, Solutions and Operations, Global Corporate Services*

Join this session to learn how Hewlett Packard Enterprise (HPE) is automating invoices with O.B.10, as well as their move to the cloud with Sourcing and Contracts. While they have not migrated SIPM to the cloud yet, they can share their decision to do so and how they are currently working on that transition. (Sourcing and Contracts are OnDemand, Spend Vis still on-prem, APC in Cloud, Buyer on-prem for POs – using Tungsten)

**Confirmed participants:** Sallie Mae Bank

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## SAP SuccessFactors Performance & Goals, Calibration, Succession & Development, Compensation and Learning with Fluor

**March 2**

**12:30 PM - 1:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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## Fluor

Industry:

Kah Khoo, *HRIS Manager*

Join this session to hear how Fluor, a SuccessFactors customer since 2012, is using SuccessFactors Performance & Goals, Calibration, Reporting (ORD/Adhoc/Dashboards), Compensation, Employee Profile, Job Profile Builder - Skills, Succession & Development, Learning / iContent and SAP On-Prem HCM.

**Confirmed participants:** None

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## SAP S4/HANA @ Bauli S.p.A.

**March 2**

**3:00 PM - 4:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

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**Bauli S.p.A.**

Industry: Consumer Products

Chiappini Pierangelo, *CIO*

Founded in 1922 in Verona/Italy, Bauli has become a beloved brand for pastry lovers all over the world with sales in over 70 countries on five continents.

The cake manufacturer has set its goal on expanding even further and doubling the company growth over the next few years. To meet this ambitious goal, Bauli selected SAP S/4HANA® to help create more efficiency through the adoption of an integrated platform, data availability and consistency and to simplify IT deployments on all devices to adapt or create ad hoc processes. Bauli is also looking to significantly reduce their maintenance of costs thanks to the integration of several systems through departments.

**Confirmed participants:** None

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## SAP Fraud Management powered by SAP HANA and SAP Enterprise Cloud @ BSH Hausgeräte GmbH

**March 2****4:00 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)**Event Type** : ReferencesLive Call**Language** : English[Request a seat for your prospect](#)[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)**BSH Bosch Siemens Haushaltsgeräte GmbH**

Industry: Consumer Products

Andre Jacubczik, *Corporate Legal, Compliance – Compliance Operations*

BSH is the largest manufacturer of home appliances in Europe and one of the leading companies in the sector worldwide. Within the brand portfolio, the main brands are Bosch and Siemens, plus eight special brands and four regional brands.

Domestic and international laws and regulations require BSH to have adequate measures to identify and mitigate risks. The risks include money laundering, corruption, and export control compliance. BSH identified the need to not only screen payment transactions in real time but also to block transactions while risk assessments are conducted.

BSH chose to host the solution on the SAP HANA Enterprise Cloud service. By mitigating risks and meeting compliance requirements, BSH reduces its exposure to fines and legal risks and better protects its key resources and assets.

**Objectives**

- Comply with internal guidelines and German and international regulations for incoming and outgoing payments
- Increase automation and speed of transaction screening
- Identify high-risk transactions in relevant risk areas
- Manage alerts effectively
- Minimize disruption of business

#### Why SAP

- SAP® Fraud Management application powered by SAP HANA®, part of SAP solutions for governance, risk, and compliance
- SAP HANA platform, which has high-volume and real-time processing capabilities
- SAP HANA Enterprise Cloud service, which allows for minimal impact on IT and faster implementation

#### Resolution

- Defined detection rules, identifying high-risk transactions in predefined risk areas
- Optimized screening of transaction data, including real-time checks of outgoing payments to identify deviations
- Implemented workflows to process alerts and block high-risk transactions

#### Benefits

- Improved prevention of misconduct and infringements of guidelines
- Reduced risk from suspicious payments
- Increased efficiency of allocated resources
- Minimized manual controls and business burden

**Confirmed participants:** Americold Logistics LLC , Firmenich SA , innogy SE , Merck Sharp & Dohme Corp.

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## SAP SuccessFactors Employee Central, Talent Management, & Jam and SAP Services with Amway

**March 7**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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#### Amway

Revenue: .

Industry: Wholesale

Rich Jones, *Manager of Enterprise HRIS & BI*

Amway Corporation is a global corporation operating globally. Listen to Amway's success with SAP SuccessFactors – Employee Central, Compensation, Variable Compensation, Performance & Goals, Succession, Career Development Planning, Workforce Analytics (including ODS Reporting), core HRIS, JAM. Amway together with SAP Professional Services were successful in a global SAP SuccessFactors implementation of the early major components.

**Confirmed participants:** None

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## SAP SuccessFactors Employee Central, Compensation, Performance & Goals, Learning and Onboarding along with SAP SuccessFactor A2O implementation with Edgewell Personal Care

**March 8**  
**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call  
**Language** : English

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### **Edgewell Personal Care**

Revenue: USD  
Industry: Consumer Products

Jermaine Holt, *Director of Global Business Services*

Learn how Edgewell Personal Care selected Successfactors and SAP Consulting to help their business move forward after the split into two publically-traded companies.

[Edgewell Personal Care Brands - Customer Reference Slide](#)  
[Edgewell Personal Care Brands - Business Transformation Study](#)

**Confirmed participants:** None

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## **SAP Hybris Cloud for Sales + BW + BPC @ Vibracoustic**

**March 9**  
**4:00 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type** : ReferencesLive Call  
**Language** : English

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### **Vibracoustic GmbH**

Industry: Automotive

Jürgen Rößler, *Solution Architect*

Vibracoustic is the world's leading supplier of Anti-Vibration Solutions for the automotive industry. The company was founded in 2012 as a joint venture between Freudenberg SE and Trelleborg AB. Vibracoustic supplies virtually every passenger vehicle manufacturer, commercial vehicle manufacturer, and tier 1 supplier in the world with components that clearly and noticeably boost the comfort on board. The production network is as global as the automotive industry: with 10,000 employees at 43 sites in 19 countries worldwide.

The company's complex product range means that its sales planning is a key strategic tool. With support from the SAP Custom Development organization, Vibracoustic extended the SAP Hybris Cloud for Sales solution to become the master data engine to feed SAP Business Warehouse powered by SAP HANA for sophisticated planning and forecasting. A new solution based on Hybris C4C, SAP BW 7.4 on HANA and BPC 10.1 embedded was developed. Usage of new software technology enables the flexible ad-hoc connection of market & price data so that complex reports and simulations are possible.

Challenge: In order to keep the leading position in this supplied market, Vibracoustic had to implement the solution very fast. Now employees can forecast how sales will develop globally, assuring that Vibracoustic can quickly and comprehensively react on customer demands and continue to offer smooth and safe rides.

CIO Stephan Gemm: "SAP Hybris Cloud for Sales gives us far more than just a CRM solution. We now have a powerful tool for sales planning in all our markets – and one that everybody enjoys using."

Company details:

- Globally 43 sites in 19 countries
- 10.000 Employees
- 1.9 billion € revenue
- www.vibracoustic.com

Project details:

- Live since: April 2016
- 240 users C4C/BW/BPC
- Project duration: 6 months

**Confirmed participants:** C. SANTOS - VEÍCULOS E PEÇAS S.A. , Hatch Associates Ltd , SAP , SAP Deutschland , Zeppelin Baumaschinen GmbH

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## SAP Integrated Business Planning (IBP) with Cargill

**March 14**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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**Cargill**

Industry: Consumer Products

Angela Olson, *Principal Architect - Supply Chain*

Learn more about Cargill's experience with the SAP Integrated Business Planning solution. Your prospect has an opportunity to ask questions to find out more the scope of their projects to date, overall impressions of the solution, lessons learned, and unique perspectives like simulation planning.

**Confirmed participants:** Syngenta Crop Protection , UPM Kymmene OYJ

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## SAP Predictive Analytics on SAP HANA with Cisco

**March 14**

**12:00 PM - 1:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English



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**Cisco Systems, Inc.**

Revenue: .

Industry: High Tech

Larry Goryachkovskiy, *Project Lead - Predictive Analytics*

Ted Tsortos, *Director, Sales Strategy & Plannin*

Join this session to hear how Cisco deployed SAP Predictive Analytics on SAP HANA to get the deep insights they need to make critical decisions about what customers are going to buy and sell. SAP Predictive Analytics makes numerous decision paths manageable.

[Cisco Sytems Customer Testmonial Video](#)

**Confirmed participants:** CHS , International Paper Company

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**SAP Extended Warehouse Management with Caterpillar Logistics**

**\*\*Discrete Manufacturers Only\*\***

**March 15**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

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**Caterpillar**

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

**Caterpillar Logistics**

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

---

**SuccessFactors Employee Central - Global Rollout@Lufthansa**

**March 15**

**5:00 PM - 6:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Deutsche Lufthansa AG

Industry: Transportation (Travel & Logistics)

Daniel Passarge, *Head of HR IT Web Solutions at Lufthansa Global Business Services*

The Lufthansa Group is embarking on a global HR transformation. Over the next five years, the aviation giant will implement the full SAP SuccessFactors HCM Suite and streamline HR processes.

The first essential step on that journey is to integrate four different SAP on-premise software systems into the SAP SuccessFactors Employee Central solution by establishing a side-by-side model.

Mr. Daniel Passarge will give you a complete overview about the Global Rollout of SuccessFactors Employee Central at Lufthansa.

**Confirmed participants:** Ahold Delhaize , Al Ghurair Group , Bayer Business Services GmbH , C&A Services GmbH & Co. OHG , Ceva Logistics Netherlands B.V. , Freudenberg & Co. KG , Infineon Technologies AG , M+W Group GmbH , MAF Ventures , Merck , Palfinger Aktiengesellschaft , Sartorius AG

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## SAP HANA Enterprise Cloud (HEC) with Metso Oyi

**March 16**

**3:00 PM - 4:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Metso Oyj

Industry: Industrial Machinery & Components

Samuli Vahonen, *Manager, Global Platform Operations*

Kaisu Vesala, *Director, Global Applications*

Event Description will follow asap

**Confirmed participants:** None

---

## SAP S/4 HANA Finance with Colgate-Palmolive

**March 21**

**10:30 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

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### Colgate

Industry: Consumer Products

Wayne Lawrence, *Associate Director, GIT*

Join this ReferencesLive to hear about Colgate's journey with SAP S/4 HANA Finance including Central Finance. During this call, Colgate will discuss why they chose SAP S/4 HANA Finance, their planned roadmap for success, anticipated benefits, lesson learned to date, and implementation approach.

Confirmed participants: None

---

## SAP Transportation Management at Cargill

March 21

11:00 AM - 12:00 PM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Cargill

Industry: Consumer Products

Terri Ahonen, *Solution Integrity Analyst*

Cargill currently has TM deployed in 7 of the 77 global businesses, with an additional 4 businesses going live at the end of this month. It is live on 8.0. Today, the TM solution is used through the entire process of freight rating, tendering, load consolidation & optimization, freight payment and freight allocation.

[Cargill - Customer Reference Slide](#)

Confirmed participants: PACCAR

---

## How to Add 13,000 People in 60 Countries to your HRMS in One Week: An Acquisition Story

March 21

3:00 PM - 4:00 PM (Jerusalem)

Event Type : ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



**TEVA**

Industry: Life Sciences

Yifat Godine, *Global IT HR Operations & Services Manager*

Teva's Success Story – Unified Global HR Platform

Teva has been executing on a broad plan to implement SuccessFactors as our core system across HR.

The system serves as the technical foundation for a new HR operating model built around regional shared services, centers of excellence, and an emphasis on self-service for managers and employees.

It provides us with a single framework for employee and organizational data, and helps us manage and synchronize our processes and analytics across the over 60 countries in which Teva operates.

In the past few years we have implemented the following:

Employee Central, Talent Management -Succession, Development, Goal Setting, Performance Management and Compensation Management

Learning Management – Teva has implemented the validated version of SuccessFactors Learning Management System.

In 2017 we are starting Recruitment Management, Recruitment Marketing and Onboarding.

We are still in the journey, but are already enjoying the tremendous benefits of a unified global HR platform!

**Confirmed participants:** Hearaeus Holding GmbH

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**SAP Master Data Governance (MDG) on HANA with Colgate-Palmolive** 🗣️

**March 22**

**10:30 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



**Colgate**

Industry: Consumer Products

Jian Ming Se, *Associate Director IT MDM*

Join the Colgate-Palmolive ReferencesLive call to hear about their experiences with SAP MDG on HANA for Customer, Material, Vendor and Finance data. SAP MDG is the cornerstone of Colgate's applications and reporting success. Learn how they use SAP MDG on HANA, Information Steward, and Data Services to consolidate data across the enterprise making it available to all staff and business partners while providing data integrity across all IT systems.

**Confirmed participants:** None

---

## SAP FC 10.0 @ Deutsche Telekom

March 22

4:00 PM - 5:00 PM (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

Event Type : ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Deutsche Telekom Services Europe GmbH

Industry: Telecommunications

Ulrich Finster, *Senior Expert Integrated Consolidation Systems*

“NewIKOS” – Implementation of an efficient tool for consolidated financial statements powered by SAP FC

„LIFE IS FOR SHARING” is the slogan of Deutsche Telekom. Following this slogan we want to share our experience with SAP Financial Consolidation 10.0 (SAP FC) among interested participants. The Deutsche Telekom Services Europe GmbH implemented SAP FC 10.0 into an existing SAP-based architecture and started 2015 with “Go-Live” of the new software.

For Deutsche Telekom AG standardization is a core achievement when it comes to business processes and IT-systems. For the implementation of SAP FC 10.0 we analyzed existing processes and redesigned them in order to boost the degree of automation within group consolidation processes. Within these highly automated processes we still need the flexibility to address special requirements during the closing process.

As a result we built a consistent, integrated and fast consolidation system - IKOS (Integrated Consolidation System).

IKOS covers the integration of accounting and controlling requirements and serves the demand for simulation and restatement, fast close of monthly, quarterly and year-end financial closing through standardized processes by using a group wide consistent data model.

For internal and external reporting it was crucial to integrate the SAP FC 10.0 with “SAP BPC 10.1 NW” powered by SAP HANA and the existing practice of reporting.

You will gain insight why Deutsche Telekom decided to change the architecture composition of finance systems, which information needs can be covered with SAP FC 10.0 and which challenges for the roadmap will come up in future.

Confirmed participants: TEO LT AB

---

## SAP Integrated Business Planning (IBP) with Colgate-Palmolive

March 23

9:30 AM - 11:00 AM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

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## Colgate

Revenue: .

Industry: Consumer Products

Steven Hoffman, *Senior Manager – Global Development, Global IT*

Colgate is utilizing a variety of SAP Supply Chain solutions including Integrated Business Planning (IBP) and Supply Chain Control Tower (SCCT). During this ReferencesLive call, Colgate will discuss implementation highlights, details on their current use of the solutions, lessons learned to date, and the benefits of using IBP Inventory, Supply, Demand Sensing, and SCCT.

**Confirmed participants:** None

---

## Interagrovia! @ SAP Suite on HANA

**March 23**

**11:00 AM - 11:30 AM** (Santiago)

**Event Type :** ReferencesLive Call

**Language :** Spanish

[Request a seat for your prospect](#)

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## Interagrovia!

Industry: Automotive

Juan José D'Angelo, *IT Manager*

Con más de 45 años de trayectoria destinada a proveer maquinarias, servicios y repuestos para el sector agrícola en Uruguay, y desde el 2008 con SAP ERP, Interagrovia! recientemente migró a SAP Business Suite On HANA para apoyar la transformación de su negocio. Con la nueva solución, la compañía logró aumentar su capacidad de análisis de datos, garantizando eficiencia en la gestión de repuestos y alcanzando niveles más altos de satisfacción del cliente y rentabilidad

**Confirmed participants:** None

---

## SAP Master Data Governance, Information Steward & Data Services with Marathon Petroleum

**March 23**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



## Marathon Petroleum Company LP

Industry: Oil & Gas

Susan Anderbery, *Project Manager, leader of IT Enterprise Data*

Learn more about Marathon Petroleum's SAP MDG implementation for Vendor & Material as well as their SAP Information Steward & Data Services. Data Services was used for large data conversions, especially as a result of several acquisitions. Information Steward is leveraged for data quality monitoring (they have 50 data quality metrics defined) and for their acquisition activity to connect to their data and analyze it. They used both SAP Consulting and Deloitte consulting for the implementation.

**Confirmed participants:** Avent Inc. , EnerSys Delaware Inc. , Terumo BCT Inc.

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## SAP SuccessFactors Compensation, Employee Central, Learning and Performance and Goals with Plantronics

**March 23**

**12:30 PM - 1:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Plantronics

Revenue: .

Industry: High Tech

Ehab Arif, *Manager - SuccessFactors*

Join the Plantronics ReferencesLIVE call to hear why Plantronics selected SuccessFactors Compensation, Employee Central, Learning and Performance & Goals. Plantronics purchased Employee Central to replace Oracle and Peoplesoft. They're using our solutions in multiple countries.

**Confirmed participants:** None

---

## SAP Ariba Procure-to-Pay at PolyOne Corporation

**March 28**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

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### PolyOne

Industry: Chemicals

Zachary Engels, *Senior Sourcing Specialis*

PolyOne was a customer since the early 2000s, they were one of the first customers to move from on-premise to the cloud in Ariba (2006) for Procure-to-Pay and then began adding limited Sourcing and Contract functionality.. Poly One is connected to SAP ECC in the backend 6.0 (i.e. master data & billing (accruals)). Live currently in several countries - US, Mexico, Canada and Europe, looking to roll out further.

**Confirmed participants:** None

---

## SAP Extended Warehouse Management with Caterpillar Logistics **\*\*Discrete Manufacturers Only\*\***

**April 12**  
**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call  
**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### **Caterpillar**

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

#### **Caterpillar Logistics**

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

---

## SuccessFactors EC @ Bureau Veritas

**April 18**  
**3:30 PM - 5:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call  
**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### **Bureau Veritas**

Revenue: 4.635 billion € (2015)

Industry: Professional Services



Fernanda Ribeiro, *Vice President Human Resources - Operational Excellence & Digitalisation*

Bureau Veritas: How to Build a Common HR Culture While Retaining Lots of Flexibility

Bureau Veritas is a global leader in testing, inspection, and certification (TIC), employing 68,000 people in 1,400 locations worldwide. The company had a vision to create one HR system for its entire workforce as well as common HR standards. This vision became a reality with SAP SuccessFactors solutions. Learn how Bureau Veritas is using SAP SuccessFactors HCM Suite, including SAP SuccessFactors Employee Central, to manage HR consistently worldwide, in a context of continued and strong expansion.

[View relevant collateral](#)

**Confirmed participants:** None

---

## SAP SuccessFactors Employee Central with Timken

**April 20**

**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Timken

Industry: Industrial Machinery & Components

Rob Arbogast , *Director of OA Program Deployment*

Learn how Timken Company moved its HR system to the cloud with SAP SuccessFactors. Hear how Timken is live globally on Employee Central (EC). They are one of the first customers live on Employee Central Payroll. They are also using the broad HR suite including Recruiting, LMS and Jam and have integration between Cloud HR and SAP Financials. Timken has 20,000 employees and operates in 30 countries and territories.

[Timken - SuccessFactors Timken SuccessFactors Customer Testimonial Video](#)

[Timken SuccessFactors Customer Reference Slide](#)

**Confirmed participants:** None

---

## Compliance Management with SAP Global Trade Services @ Merck KGaA

**April 26**

**4:00 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

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## Merck KGaA

Industry: Life Sciences

Mike Bitsch, *Application Owner Global Trade Services*

Merck is a leading company for innovative and top-quality high-tech products in Healthcare, Life Science, and Performance Materials. Merck is the world's oldest pharmaceutical and chemical company with around 39,000 employees working in 66 countries. Merck has a wide array of products – among others:

- Prescription medicines to treat, for example, cancer, multiple sclerosis and infertility
- Innovative tools and laboratory supplies for the life science industry
- Liquid crystals for displays, effect pigments for coatings and cosmetics, and high-tech materials for the electronics industry.

Due to this huge variety of products, Merck has to comply to many different legal regulations – such as Dual-Use, Drug Precursor, In-Vitro Products and so on. At the beginning of a global SAP template roll-out it was soon discovered, that the legal control functionality in SAP ERP is not the best solution to follow the global template approach and to meet the high compliance requirements of Merck. Therefore Merck started in 2006 the global roll-out of GTS as leading tool to meet the global, regional and local legal control requirements. Starting with pilot UK, there are now 31 countries implemented in GTS with about 200 legal regulations (including Embargo and Sanctioned Party List Screening) – and more to come.

**Confirmed participants:** None

---

## SAP Successfactors Employee Central, Talent Management, & Jam and SAP Services with Amway

**May 9**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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### Amway

Revenue: .

Industry: Wholesale

Rich Jones, *Manager of Enterprise HRIS & BI*

Amway Corporation is a global corporation operating globally. Listen to Amway's success with SAP Successfactors – Employee Central, Compensation, Variable Compensation, Performance & Goals, Succession, Career Development Planning, Workforce Analytics (including ODS Reporting), core HRIS, JAM. Amway together with SAP Professional Services were successful in a global SAP Successfactors implementation of the early major components.

**Confirmed participants:** None

---

## SAP S4/HANA @ Bauli S.p.A.

**May 25**

**3:00 PM - 4:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type** : ReferencesLive Call

**Language** : English

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**Bauli S.p.A.**

Industry: Consumer Products

Chiappini Pierangelo, *CIO*

Founded in 1922 in Verona/Italy, Bauli has become a beloved brand for pastry lovers all over the world with sales in over 70 countries on five continents.

The cake manufacturer has set its goal on expanding even further and doubling the company growth over the next few years. To meet this ambitious goal, Bauli selected SAP S/4HANA® to help create more efficiency through the adoption of an integrated platform, data availability and consistency and to simplify IT deployments on all devices to adapt or create ad hoc processes. Bauli is also looking to significantly reduce their maintenance of costs thanks to the integration of several systems through departments.

**Confirmed participants:** None

---

## How to Add 13,000 People in 60 Countries to your HRMS in One Week: An Acquisition Story 📞

**May 29**

**3:00 PM - 4:00 PM** (Jerusalem)

**Event Type** : ReferencesLive Call

**Language** : English

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**TEVA**

Industry: Life Sciences

Yifat Godine, *Global IT HR Operations & Services Manager*

Teva's Success Story – Unified Global HR Platform

Teva has been executing on a broad plan to implement SuccessFactors as our core system across HR.

The system serves as the technical foundation for a new HR operating model built around regional shared services, centers of excellence, and an emphasis on self-service for managers and employees.

It provides us with a single framework for employee and organizational data, and helps us manage and synchronize our processes and analytics across the over 60 countries in which Teva operates.

In the past few years we have implemented the following:

Employee Central, Talent Management -Succession, Development, Goal Setting, Performance Management and Compensation Management  
Learning Management – Teva has implemented the validated version of SuccessFactors Learning Management System.  
In 2017 we are starting Recruitment Management, Recruitment Marketing and Onboarding. We are still in the journey, but are already enjoying the tremendous benefits of a unified global HR platform!

**Confirmed participants:** None

---

## SAP SuccessFactors Employee Central with Timken

**June 6**  
**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call  
**Language :** English

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**Timken**  
Industry: Industrial Machinery & Components

Rob Arbogast , *Director of OA Program Deployment*

Learn how Timken Company moved its HR system to the cloud with SAP Successfactors. Hear how Timken is live globally on Employee Central (EC). They are one of the first customers live on Employee Central Payroll. They are also using the broad HR suite including Recruiting, LMS and Jam and have integration between Cloud HR and SAP Financials. Timken has 20,000 employees and operates in 30 countries and territories.

**Confirmed participants:** None

---

## SAP Extended Warehouse Management with Caterpillar Logistics \*\*Discrete Manufacturers Only\*\*

**June 14**  
**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call  
**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)     

**Caterpillar**  
Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*  
**Caterpillar Logistics**  
Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

---

## SAP Fraud Management powered by SAP HANA and SAP Enterprise Cloud @ BSH Hausgeräte GmbH

**June 21**

**4:00 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type** : ReferencesLive Call

**Language** : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### **BSH Bosch Siemens Haushaltsgeräte GmbH**

Industry: Consumer Products

Andre Jacubczik, *Corporate Legal, Compliance – Compliance Operations*

BSH is the largest manufacturer of home appliances in Europe and one of the leading companies in the sector worldwide. Within the brand portfolio, the main brands are Bosch and Siemens, plus eight special brands and four regional brands.

Domestic and international laws and regulations require BSH to have adequate measures to identify and mitigate risks. The risks include money laundering, corruption, and export control compliance. BSH identified the need to not only screen payment transactions in real time but also to block transactions while risk assessments are conducted.

BSH chose to host the solution on the SAP HANA Enterprise Cloud service. By mitigating risks and meeting compliance requirements, BSH reduces its exposure to fines and legal risks and better protects its key resources and assets.

#### Objectives

- Comply with internal guidelines and German and international regulations for incoming and outgoing payments
- Increase automation and speed of transaction screening
- Identify high-risk transactions in relevant risk areas
- Manage alerts effectively
- Minimize disruption of business

#### Why SAP

- SAP® Fraud Management application powered by SAP HANA®, part of SAP solutions for governance, risk, and compliance
- SAP HANA platform, which has high-volume and real-time processing capabilities
- SAP HANA Enterprise Cloud service, which allows for minimal impact on IT and faster implementation

#### Resolution

- Defined detection rules, identifying high-risk transactions in predefined risk areas
- Optimized screening of transaction data, including real-time checks of outgoing payments to identify deviations
- Implemented workflows to process alerts and block high-risk transactions

#### Benefits

- Improved prevention of misconduct and infringements of guidelines
- Reduced risk from suspicious payments
- Increased efficiency of allocated resources
- Minimized manual controls and business burden

**Confirmed participants:** None

---

## SAP Extended Warehouse Management with Caterpillar Logistics **\*\*Discrete Manufacturers Only\*\***

**July 12**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



### Caterpillar

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

#### Caterpillar Logistics

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

---

## SAP Successfactors Employee Central, Talent Management, & Jam and SAP Services with Amway

**July 18**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



## Amway

Revenue: .

Industry: Wholesale

Rich Jones, *Manager of Enterprise HRIS & BI*

Amway Corporation is a global corporation operating globally. Listen to Amway's success with SAP SuccessFactors – Employee Central, Compensation, Variable Compensation, Performance & Goals, Succession, Career Development Planning, Workforce Analytics (including ODS Reporting), core HRIS, JAM. Amway together with SAP Professional Services were successful in a global SAP SuccessFactors implementation of the early major components.

**Confirmed participants:** None

---

## SAP SuccessFactors Employee Central with Timken

**August 10**

**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



## Timken

Industry: Industrial Machinery & Components

Rob Arbogast , *Director of OA Program Deployment*

Learn how Timken Company moved its HR system to the cloud with SAP SuccessFactors. Hear how Timken is live globally on Employee Central (EC). They are one of the first customers live on Employee Central Payroll. They are also using the broad HR suite including Recruiting, LMS and Jam and have integration between Cloud HR and SAP Financials. Timken has 20,000 employees and operates in 30 countries and territories.

**Confirmed participants:** None

---

## SAP Extended Warehouse Management with Caterpillar Logistics

**\*\*Discrete Manufacturers Only\*\*** 

**August 16**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



Caterpillar

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

**Caterpillar Logistics**

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

---

## SAP Successfactors Employee Central, Talent Management, & Jam and SAP Services with Amway

**September 12**

**11:00 AM - 12:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



**Amway**

Revenue: .

Industry: Wholesale

Rich Jones, *Manager of Enterprise HRIS & BI*

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**Confirmed participants:** None

---

## SAP Extended Warehouse Management with Caterpillar Logistics **\*\*Discrete Manufacturers Only\*\***

**September 13**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)





## Caterpillar

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

### Caterpillar Logistics

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

---

## SAP S/4 HANA @ Bauli S.p.A.

**September 14**

**3:00 PM - 4:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



## Bauli S.p.A.

Industry: Consumer Products

Chiappini Pierangelo, *CIO*

**Confirmed participants:** None

---

## How to Add 13,000 People in 60 Countries to your HRMS in One Week: An Acquisition Story

**September 18**

**3:00 PM - 4:00 PM** (Jerusalem)

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



## TEVA

Industry: Life Sciences

Yifat Godine, *Global IT HR Operations & Services Manager*

Teva's Success Story – Unified Global HR Platform

Teva has been executing on a broad plan to implement SuccessFactors as our core system across HR.

The system serves as the technical foundation for a new HR operating model built around regional shared services, centers of excellence, and an emphasis on self-service for managers and employees.

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In the past few years we have implemented the following:

Employee Central, Talent Management -Succession, Development, Goal Setting, Performance Management and Compensation Management

Learning Management – Teva has implemented the validated version of SuccessFactors Learning Management System.

In 2017 we are starting Recruitment Management, Recruitment Marketing and Onboarding.

We are still in the journey, but are already enjoying the tremendous benefits of a unified global HR platform!

**Confirmed participants:** None

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## SAP Fraud Management powered by SAP HANA and SAP Enterprise Cloud @ BSH Hausgeräte GmbH

**September 20**

**4:00 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type :** ReferencesLive Call

**Language :** English

[Request a seat for your prospect](#)

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### **BSH Bosch Siemens Haushaltsgeräte GmbH**

Industry: Consumer Products

Andre Jacubczik, *Corporate Legal, Compliance – Compliance Operations*

BSH is the largest manufacturer of home appliances in Europe and one of the leading companies in the sector worldwide. Within the brand portfolio, the main brands are Bosch and Siemens, plus eight special brands and four regional brands.

Domestic and international laws and regulations require BSH to have adequate measures to identify and mitigate risks. The risks include money laundering, corruption, and export control compliance. BSH identified the need to not only screen payment transactions in real time but also to block transactions while risk assessments are conducted.

BSH chose to host the solution on the SAP HANA Enterprise Cloud service.

By mitigating risks and meeting compliance requirements, BSH reduces its exposure to fines and legal risks and better protects its key resources and assets.

#### Objectives

- Comply with internal guidelines and German and international regulations for incoming and outgoing payments

- Increase automation and speed of transaction screening
- Identify high-risk transactions in relevant risk areas
- Manage alerts effectively
- Minimize disruption of business

#### Why SAP

- SAP® Fraud Management application powered by SAP HANA®, part of SAP solutions for governance, risk, and compliance
- SAP HANA platform, which has high-volume and real-time processing capabilities
- SAP HANA Enterprise Cloud service, which allows for minimal impact on IT and faster implementation

#### Resolution

- Defined detection rules, identifying high-risk transactions in predefined risk areas
- Optimized screening of transaction data, including real-time checks of outgoing payments to identify deviations
- Implemented workflows to process alerts and block high-risk transactions

#### Benefits

- Improved prevention of misconduct and infringements of guidelines
- Reduced risk from suspicious payments
- Increased efficiency of allocated resources
- Minimized manual controls and business burden

**Confirmed participants:** None

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## SAP Extended Warehouse Management with Caterpillar Logistics

**\*\*Discrete Manufacturers Only\*\*** 🗨️

**October 18**

**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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#### Caterpillar

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

#### Caterpillar Logistics

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

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## SAP SuccessFactors Employee Central with Timken

🗨️

**October 19**  
**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call  
**Language** : English

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**Timken**

Industry: Industrial Machinery & Components

Rob Arbogast , *Director of OA Program Deployment*

Learn how Timken Company moved its HR system to the cloud with SAP Successfactors. Hear how Timken is live globally on Employee Central (EC). They are one of the first customers live on Employee Central Payroll. They are also using the broad HR suite including Recruiting, LMS and Jam and have integration between Cloud HR and SAP Financials. Timken has 20,000 employees and operates in 30 countries and territories.

**Confirmed participants:** None

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**SAP Extended Warehouse Management with Caterpillar Logistics**  
**\*\*Discrete Manufacturers Only\*\***

**November 15**  
**2:00 PM - 3:00 PM** (Eastern Time (US & Canada))

**Event Type** : ReferencesLive Call  
**Language** : English

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[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



**Caterpillar**

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

**Caterpillar Logistics**

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

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**SAP S4/HANA @ Bauli S.p.A.**

**November 16**

**3:00 PM - 4:00 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type** : ReferencesLive Call

**Language** : English

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**Bauli S.p.A.**

Industry: Consumer Products

Chiappini Pierangelo, *CIO*

Founded in 1922 in Verona/Italy, Bauli has become a beloved brand for pastry lovers all over the world with sales in over 70 countries on five continents.

The cake manufacturer has set its goal on expanding even further and doubling the company growth over the next few years. To meet this ambitious goal, Bauli selected SAP S/4HANA® to help create more efficiency through the adoption of an integrated platform, data availability and consistency and to simplify IT deployments on all devices to adapt or create ad hoc processes. Bauli is also looking to significantly reduce their maintenance of costs thanks to the integration of several systems through departments.

**Confirmed participants:** None

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## SAP Fraud Management powered by SAP HANA and SAP Enterprise Cloud @ BSH Hausgeräte GmbH

**November 29**

**4:00 PM - 5:30 PM** (Amsterdam; Berlin; Bern; Rome; Stockholm; Vienna)

**Event Type** : ReferencesLive Call

**Language** : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#)



**BSH Bosch Siemens Haushaltsgeräte GmbH**

Industry: Consumer Products

Andre Jacubczik, *Corporate Legal, Compliance – Compliance Operations*

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#### Benefits

- Improved prevention of misconduct and infringements of guidelines
- Reduced risk from suspicious payments
- Increased efficiency of allocated resources
- Minimized manual controls and business burden

**Confirmed participants:** None

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## SAP SuccessFactors Employee Central with Timken

**December 7**

**11:00 AM - 12:30 PM** (Eastern Time (US & Canada))

**Event Type :** ReferencesLive Call

**Language :** English

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#### Timken

Industry: Industrial Machinery & Components

Rob Arbogast , *Director of OA Program Deployment*

Learn how Timken Company moved its HR system to the cloud with SAP Successfactors. Hear how Timken is live globally on Employee Central (EC). They are one of the first customers live on Employee Central Payroll. They are also using the broad HR suite including Recruiting, LMS and Jam and have integration between Cloud HR and SAP Financials. Timken has 20,000 employees and operates in 30 countries and territories.

**Confirmed participants:** None

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## SAP Extended Warehouse Management with Caterpillar Logistics \*\*Discrete Manufacturers Only\*\* 🌙

December 13

2:00 PM - 3:00 PM (Eastern Time (US & Canada))

Event Type : ReferencesLive Call

Language : English

[Request a seat for your prospect](#)

[Send exclusive invitation to your prospect \(PLEASE PERSONALIZE!\)](#) 

### Caterpillar

Industry: Automotive

Aswin Kumar, *Manager, Service Parts Management (SPM/SAP)*

### Caterpillar Logistics

Revenue: USD 51B

Industry: Automotive

Steve Jones, *EWM Architect*

SAP Extended Warehouse Management (EWM) - NOTE, No 3rd party logistics companies will be allowed on the call

**Confirmed participants:** None

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