



busting the myths of SAP Cloud ERP

How SAP delivers exceptional
value and prepares growing
businesses for what's next

we commit. we deliver.

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misperceptions that are holding businesses back

Growth moves fast, and misconceptions can move even faster. Many organisations assume SAP Cloud ERP applications are built only for large enterprises, too complex to adopt, or too rigid to support the speed they need.

But the truth is simple: SAP delivers exceptional business value for companies of every size, industry, and region.

SAP Cloud ERP provides a core environment that brings together processes, built-in AI, continuous innovation, and the flexibility to expand as your business evolves. All these features can be implemented without rebuilding your core processes and data or taking on technical debt.

Let's set the record straight on what SAP really offers and why more than **460,000** organisations worldwide rely on our solutions to help grow their business with confidence.





myth 1

SAP Cloud ERP is too expensive.





SAP Cloud ERP is too expensive.

When predictable costs with fit-to-standard implementations replace unpredictable projects, more resources are free for innovation. That's how growing companies achieve enterprise-level performance without a hefty price tag.

SAP Cloud ERP is built to grow with you, not strain your budget. With subscription-based pricing, you can immediately leverage the features and functionalities you need now, then scale up as your requirements evolve. Preconfigured, fit-to-standard best practices can further reduce costly customisations and unpredictable implementations.

“ Nearly **80%** of SAP customers are small and midsize businesses. ”



myth 2

SAP Cloud ERP is built only for big, multinational, and global companies.





SAP Cloud ERP is built only for big, multinational, and global companies.

SAP's modular cloud ERP applications are built for businesses of every size, not just global enterprises. Scalable architecture and flexible pricing make it easier to start small and grow with confidence.

With built-in best practices and industry-ready templates, companies can run like leaders from day one. In fact, approximately 80% of SAP customers are small and midsize businesses—further proof that enterprise strength isn't just for enterprises anymore.





myth 3

The deployment of SAP
Cloud ERP takes too
long and is complicated.





the deployment of SAP Cloud ERP takes too long and is complicated.

Quick realisation of significant value requires a rapid implementation approach—not long, resource-heavy projects. Then, you can maintain momentum in your transformation as the business scales.

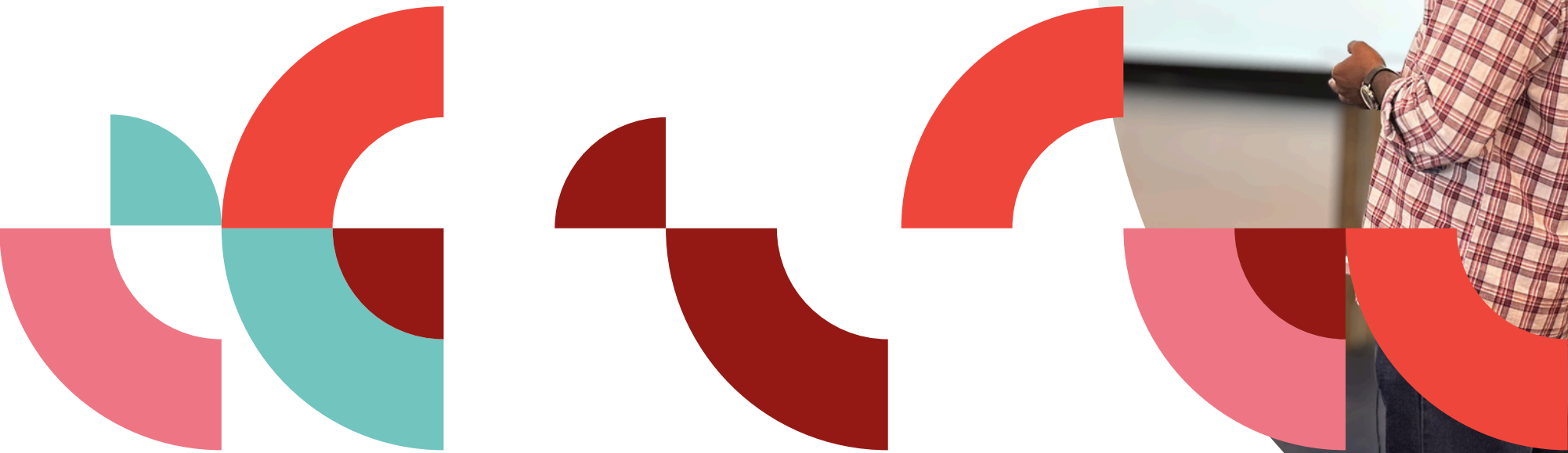
The implementation of SAP Cloud ERP is accelerated with the aid of preconfigured industry best practices and the tools and processes for a guided setup. Automation capabilities embedded in the solutions streamline configuration, testing, and data migration. And the support of the SAP partner ecosystem can help ensure you stay on schedule and within budget.





myth 4

There's not enough proof to convince us about the ROI of adopting SAP Cloud ERP.





there's not enough proof to convince us about the ROI of adopting SAP Cloud ERP.

Everyday performance proves the value of SAP Cloud ERP. Measurable ROI comes in the form of faster close cycles, reduced manual work, and improved cash flow visibility—all enabled by connected, data-driven processes.

Real-time analytics make results transparent and trackable. With automation and best practices built in, companies achieve continuous efficiency gains and sustainable growth. This is clear proof that ROI is an outcome, not a promise.



myth 5

SAP Cloud ERP is sophisticated, but we don't see enough value in adopting it.





SAP Cloud ERP is sophisticated, but we don't see enough value in adopting it.

The true value of SAP Cloud ERP applications lies in what they help you save and achieve. Connected processes eliminate duplication and manual work, while real-time insights improve performance across every function.

With automation, built-in analytics, and proven best practices, growing companies can see faster decisions, lower costs, and higher returns. This combination of enterprise-grade intelligence and measurable impact makes SAP Cloud ERP a smart investment that pays back in growth and efficiency.





customer story: Wanhong Shuangxi Group Hebei Co., Ltd.

Paving the way for national growth through digitalisation

Wanhong Shuangxi Group Hebei Co., Ltd., a consumer products manufacturer, adopted SAP Cloud ERP as it scaled from a small workshop into a national business, strengthening operational control, efficiency, and margin management as demand grew.



Built for scale

Established a digital backbone to support rapid business growth and more complex operations across multiple locations.



Standardised operations

Moved from manual, weight-based tracking to quantity-based management, standardised product coding, and unit-level traceability.



Sharper cost control

Improved visibility across inventory, transportation, and finance to better manage costs and protect profit margins.

30% reduction
in inventory
management
labour costs



what delaware offers





IGNITE with delaware

IGNITE is how we help you adopt SAP's proven cloud ERP – with a clean core and structured speed tailored for local businesses

What is IGNITE?

IGNITE is delaware's fast-track SAP Cloud ERP (S/4HANA Public Cloud) model that brings **enterprise-grade transformation** into local reach — with the **right-sized scope** and **best practices**.



unlocking value: **IGNITE's** 5-point compass

Predictable Cost, Right-Sized to Your Business

Speed to Value with Rapid Deployment

Scalability Without Rebuilding

Continuous Innovation, Always Compliant

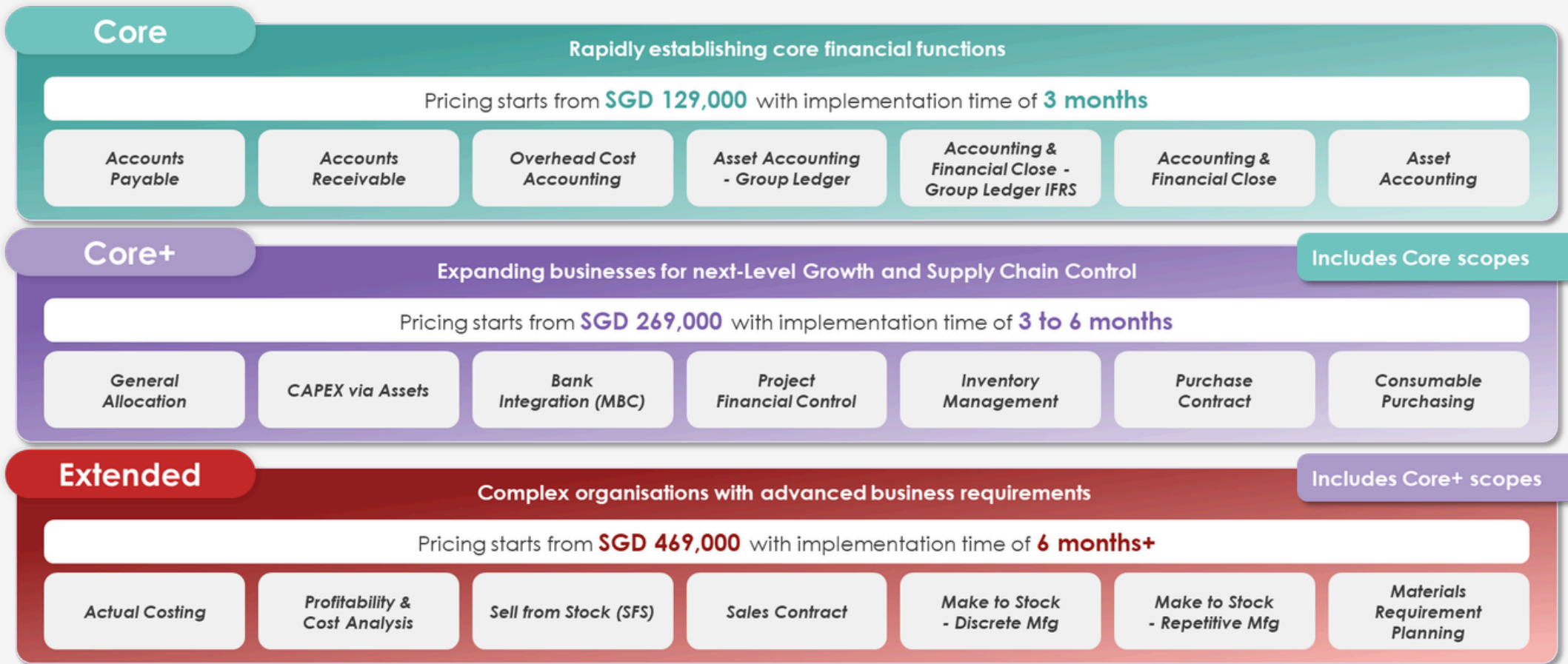
delaware – Your Transformation Partner, Not Just an SI

Whether you're a business leader planning for growth or a CIO modernising outdated systems, transformation doesn't have to mean disruption. And it doesn't have to start from scratch.



IGNITE for SAP Cloud ERP

IGNITE is how we help you adopt SAP's proven cloud ERP in **as fast as 3 months** – with three distinct tiers designed to meet you where your business is today and scale for where it's ready to go tomorrow.





delaware's ready-made accelerators

Enhanced AR/AP Ageing Reports

Highly in demand in SAP Cloud ERP projects, delivering customised insights beyond standard reporting.



The screenshot shows the SAP S/4HANA Cloud AP Aging report interface. The report is filtered by (2) Open Items At Key Date, Company Code. The data is presented in a table with columns for Name of Supplier, Company Code, Total Open Items, Not Due, and aging buckets (1D - 30D, 31D - 60D, 61D - 90D, 91D - 180D). The table contains multiple rows of data for various suppliers, with values in SGD.

Name of Supplier	Compa...	Total Open Items	Not Due	1D - 30D	31D - 60D	61D - 90D	91D - 180D
3	SGD	-617,391.30 SGD	0.00 SGD	-491,590.00 SGD	-109,000.00 SGD	-6,801.30 SGD	
1	SGD	-92,740.00 SGD	0.00 SGD	-5,450.00 SGD	0.00 SGD	-7,290.00 SGD	
4	SGD	-79,774.18 SGD	0.00 SGD	0.00 SGD	-8,270.17 SGD	-71,504.01 SGD	
6	SGD	-6,204.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
1	SGD	-19,840.00 SGD	0.00 SGD	-19,840.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
6	SGD	-4,939.98 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
2	SGD	-4,366.87 SGD	-5,343.94 SGD	5,892.97 SGD	0.00 SGD	0.00 SGD	0.00 SGD
6	SGD	-14,019.29 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
8	SGD	-765.00 SGD	-765.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
0	SGD	-6,823.40 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
5	SGD	-8,846.44 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
5	SGD	599.50 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
5	SGD	-735.75 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
7	SGD	-18,579.95 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
0	SGD	-27,374.26 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
3	SGD	-545.00 SGD	0.00 SGD	-545.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
5	SGD	-392.40 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
0	SGD	-85.02 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
6	SGD	-27,170.43 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
9	SGD	833.27 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
9	SGD	-1,918.40 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
3	SGD	-252.88 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
5	SGD	-5,308.85 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
2	SGD	-9,156.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD	0.00 SGD
6	SGD	-171,521.68 SGD	0.00 SGD	0.00 SGD	-62,130.00 SGD	0.00 SGD	0.00 SGD





delaware's ready-made accelerators

Custom Vendor Onboarding via Excel & SAP BTP

Streamlined, Excel-based forms on SAP BTP to simplify and standardise vendor onboarding.



The image displays three screenshots from the SAP Supplier Maintenance interface. The top screenshot shows the 'General Information' tab with fields for Supplier ID, Supplier Name, UEN / NRIC / FIN / BRN, Email Address, and Contact Number. The middle screenshot shows the 'Address' tab with fields for Address, City, Country, Postal Code, and State / Region. The bottom screenshot shows the 'Company Code' tab with a table of suppliers.

Supplier ID	Supplier Name	Country	Email Address	Company Code
1000000218	VENDOR CHANGE NAME TEST 000123	Singapore		1000, 2000, 3000
1000000956	TESTING 999	Singapore		1000, 2000
1000000994	TEST VENDOR 00011	Singapore		1000, 2000
1000000997	CHANGE NAME HEME	Singapore		1000, 2000
1000000998	VENDOR CHANGE NAME 004	Malaysia		1000, 2000
1000000999	TEST SUPPLIER	Singapore		1000, 2000
1000000900	TEST SUPPLIER NEW IBAN	Singapore		1000, 2000
1000000910	DM 1 PAYNOW AND 1 MAIN BANK	Singapore		1000
1000000911	DM NEG TESTING: 1 MAIN BANK AND 1 PAYNOW WITH C	Singapore		1000
1000000912	DM 2 MAIN BANK AND 1 CORRESPONDING	Italy		1000, 2000
1000000914	TESTING HASHTAG 2	Greece		1000
1000000915	TESTING HASHTAG 4	Greece		1000
1000000916	TESTING HASHTAG 5	Greece		1000
2000000000	F3_UT_005 NON TRADE SUPPLIER F 58	Singapore		1000, 2000, 3000
2000000028	WU313 SIT SUPPLIER F3_TS_107_TC_005	Singapore		1000, 2000
2000000005	SG NT GST MULTI BANK 3	Singapore		1000, 2000
2000000091	SG NT GST MULTI BANK 2	Singapore		1000, 2000
2000000092	SG NT GST MULTI BANK 2	Singapore		1000, 2000
2000000093	SG NT GST MULTI BANK 2	Singapore		1000, 2000
2000000097	TEST NAME CHANGE 123	Singapore		1000, 2000
2000000100	EDIT NAME	Singapore		1000, 2000, 3000, 4000
2000000105	SUPPLIER TEST 0002 TEST TEST TES TEST TEST TEST TEST TEST TEST TEST	Singapore		1000, 2000



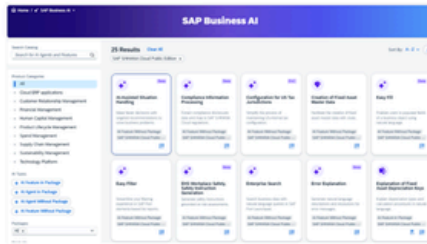


SAP BusinessAI Starter Package

Leverage a powerful set of out-of-the-box AI capabilities & prepare for the future

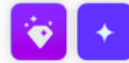
BusinessAI Explore Workshop

Assess & Select relevant SAP scenario's



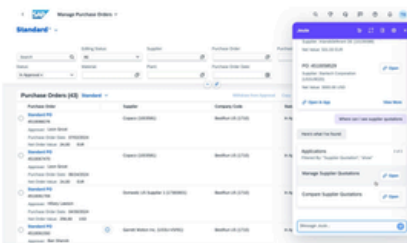
Activate SAP Joule

Technical installation



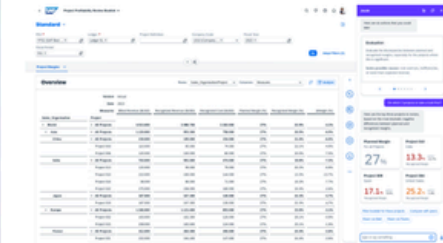
Activate 3 Scenarios

Explore the added value for your business



Workshop & Guidance

Capability training
Feedback





why choose us? the delaware difference

Experience

- delaware has deep SAP & Industry expertise
- delaware has global transformation experience
- delaware has partnered with SAP to develop industry solutions pertinent to our industry verticals

Unique insight & understanding of the application of SAP technology

- delaware is a "go to" partner recommended by SAP Industry in Manufacturing, Construction & High Tech
- delaware consultants have worked with SAP to design some of the unique solution requirements



Stability

- We have grown since our inception in 2003 and continue to attract and retain the best resources in the business
- Lowest attrition rate in the industry at less than 7%
- Full-time employees ready to fill key positions for the target start date

Partnership & commitment

- Focused on outcomes, and partnering based on the desired objectives of the program
- delaware is a partner-led/owned organisation – your delaware Partners are therefore personally responsible and ultimately liable for the success of the work undertaken



let's build what's next – together

Speak to our team and see how you can transform your business today!



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