

# THE INSIDE TRACK

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**SAP**

# Behind the Deal: One step beyond

It has taken **Beyond Technologies** less than a year to establish a firm footing in France and, already, its speed to delivery has impressed the SAP Partner Excellence Awards judging panel (the Partner scooped first prize in the New Partner category in Q2). What's more, its customer, SAFO, was presented with the Gold Award for Fast Delivery at the 2017 SAP Quality Awards for its SAP S/4HANA project, deployed by Beyond Technologies. Here, we learn more about how Beyond Technologies is increasingly positioning itself as one of SAP's partners of choice for retail and Cloud solutions.

Canadian-owned Beyond Technologies opened the doors to its French office in January. Yet speed and attention to detail are already helping the Partner to make waves within the retail technology space.

It has embraced S/4HANA – both on cloud and on-premise – the Customer Activity Repository (CAR), and the user interface technology, Fiori 2.0, to help

its retail client base deliver innovative, scalable solutions in super-fast turn-around times.

Beyond has even developed its own dedicated, packaged solution – designed specifically with SMEs in mind – to offer an affordable, low-risk approach that allows retailers to go live, in bricks and mortar stores, in under two months.

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“It’s been a challenging year, expanding our reach into a highly competitive market,” says Gregory Hermel, CEO Beyond Technologies France. “But we were determined to be fully operational in the EMEA region in a very short time frame and we’ve done it, at a pace that I think has surprised the market, with the greatest transparency and attention to detail.”

Beyond sees itself as shaping the future of the French retail industry, in partnership with SAP, through innovative, high-quality projects.

“We always try to bring as much value as possible to the customer and its business users. With the ever-increasing interest in mobility and web-based technologies, we leverage the latest UI innovations, with a focus on SAP Fiori 2.0 apps,” explains Hermel. “Today, adoption of IT is largely driven by the usability and user-friendliness of the solution, so SAP Fiori is really the only option if we want to achieve high levels of customer satisfaction.”

Indeed, it’s the strength, depth and ease of both S/4HANA and Fiori 2.0 that have convinced Beyond’s customers it’s a solution worth investing in. “The strength behind the solution,” says Hermel, “comes from SAP’s deep knowledge of the industry. It brings a huge amount of value to the customer and, if demonstrated well during sales cycles, can have a huge impact on closing deals.”

The depth of functionality in S/4HANA is well established, which makes it attractive to customers who are looking to incorporate every single business process – with little or no development – within one solution.

“Ease-of-use is also paramount in today’s digital world,” Hermel adds. “Fiori enables mobility and includes embedded analytics: a valuable resource to businesses used to mobile apps and user-friendly websites.”

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“Each of these elements helped us secure our deal with a leading French retailer. The project centred around the opening of two new pilot stores. They went live in Q2 and a roll-out programme for a further 150 stores across the business will be triggered in early 2018.”

So, what next for Beyond Technologies? The company is keen to capitalise on its projects and close more S/4HANA Retail and Cloud deals. This will move it one step closer to achieving its ambitious target of doubling its revenue by the end of the next fiscal year and consolidating its position in the market.

“The plan is to build on our Beyond Retail packaged solution with even more value-added features, and significantly increased predictive capabilities. By building a new set of native apps through our partnership with Apple, we will help our customers deliver on the shop floor, by attracting the attention of shoppers and encouraging them to buy.”

**Visit [Beyond Technologies here](#).**

**Learn more about SAP Fiori [here](#) and take a look at the Digital Transformation Journey in Retail enablement package [here](#).**

## **All you need to know about Beyond Technologies:**

- A private corporation founded in Montréal in 2005 by seasoned SAP professionals
- More than 200 SAP specialists
- Offices in Canada, the USA, France and South Africa
- Over 20 years of retail expertise
- Winner of multiple business performance and best workplace awards
- Certified SAP Gold Partner

# 7 Reasons your business should consider Beyond Technologies

**1** **CLOSE TO 200 HIGHLY EXPERIENCED SAP CONSULTANTS**  
Committed to helping you turn problems and challenges into opportunities and advantages



**2** **150+ HAPPY CLIENTS**  
As a long-term partner and trusted advisor, we add value to every relationship and help our clients meet their business goals



**3** **360° VIEW OF YOUR BUSINESS**  
Comprehensive technical and functional expertise that provides a holistic perspective of your enterprise



**4** **HIGHLY TALENTED SAP BI CONSULTANTS**  
To increase your organization's collective IQ with business intelligence and analytics



**5** **CERTIFIED PROJECT MANAGEMENT EXPERTS**  
Multiple resources trained on project management best practices and methodologies



**6** **WINNER OF MULTIPLE BUSINESS PERFORMANCE AND BEST WORKPLACE AWARDS**



**7** **HIGHLY RECOGNIZED SAP PARTNER**  
**SAP® Accreditation** For Partner Quality  
**SAP® Certified** Partner Center of Expertise  
**SAP® Lighthouse Program** S/4 HANA Cloud  
**SAP Mentors**



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[www.beyondtechnologies.com](http://www.beyondtechnologies.com)

GRÉGORY HERMEL  
Beyond Technologies France  
General Director  
+33 6 83 84 71 51

## CANADA

111 Duke Street, Suite 3600  
Montréal (Québec) H3C 2M1

## UNITED STATES

15 Exchange Pl, Suite 620  
Jersey City, NJ 07311

## FRANCE

21 Rue Camille Desmoulins  
92130 Issy-les-Moulineaux

## SOUTH AFRICA

Corner Main, 2 Payne Road  
Bryanston, 2021