SouthEnd
a GYANSYS company

Inspired by our Customers, Led by our People, Powered by Knowledge

Corporate Presentation

SAP Recognized Expertise
in Cloud Procurement Solutions

SAP Silver Partner

In a Nutshell

SouthEnd — a GyanSys company

Our Mission is to improve people's life by helping them buy better through technology application and improvement in processes

Incorporated in 2006 and focused on SAP Ariba

17+ years of experience in SAP Ariba

Offices in Argentina, Brazil and USA. Services in America & Europe

Companies like Telefónica & Santander have been our clients for the past 14 years

YoY growth over 40% with excellence in execution

100+ successful go-lives of SAP Ariba projects

100.000+ yearly hours of ISO 9001 certified SAP Ariba Application Support Service

85+ experts SAP Ariba consultants

We have the largest group of specialized consulting services in SAP Ariba, in Latin America. Our strength is based on the solid experience of our professionals and supported by our internal training methodology

Where do we come from

Leading the implementation of the On-Premise Ariba solution for Santander in Brazil, Argentina, Chile, Mexico, US, Spain, Portugal, UK & Germany

Developed our own methodologies and tools to optimize execution

Open our affiliate in Brazil and start operations, bringing in an SAP Team and convert them into SAP Ariba consultants

2006	2010	2014	2016	2021

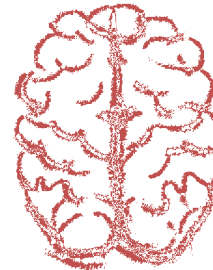**Incorporated in Buenos Aires, Argentina with an strategic alliance with Santander & Telefónica**

Develop a strong alliance with SAP Ariba in LAC, supporting their consultancy team, with T&M engagements, with projects in Colombia, Mexico, Puerto Rico, Brazil and Argentina

Growth 100% in 2018, and start operations in the US

SAP® Recognized Expertise
in Cloud Procurement Solutions

ISO:9001 certified Application Support Center created

2019 LAC SAP Ariba Partner of the Year (PoY) Award

Created the Centre of Excellence with Solutions Experts on Cloud Based Solutions

Telefónica

Santander

YPF

SAP Silver Partner

Cargill

CPFL ENERGIA

Pampa energía

How do we do it
Our Delivery Model: Focused on service excellence and leveraging our strengths

SouthEnd — a GyanSys company

Onsite

Deployment Team

Project Manager

Functional Consultants

Remote

SouthEnd Application Support Center (SASC) & Centre of Excellence

Demand Management

Application Support Center
(Corrective, preventive, Perfective)

Enablement Activities

Configuration Management

Integration Experts

Solution Experts

Training & KX Management

Solution Architect
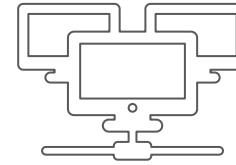
Integration & Technical Lead
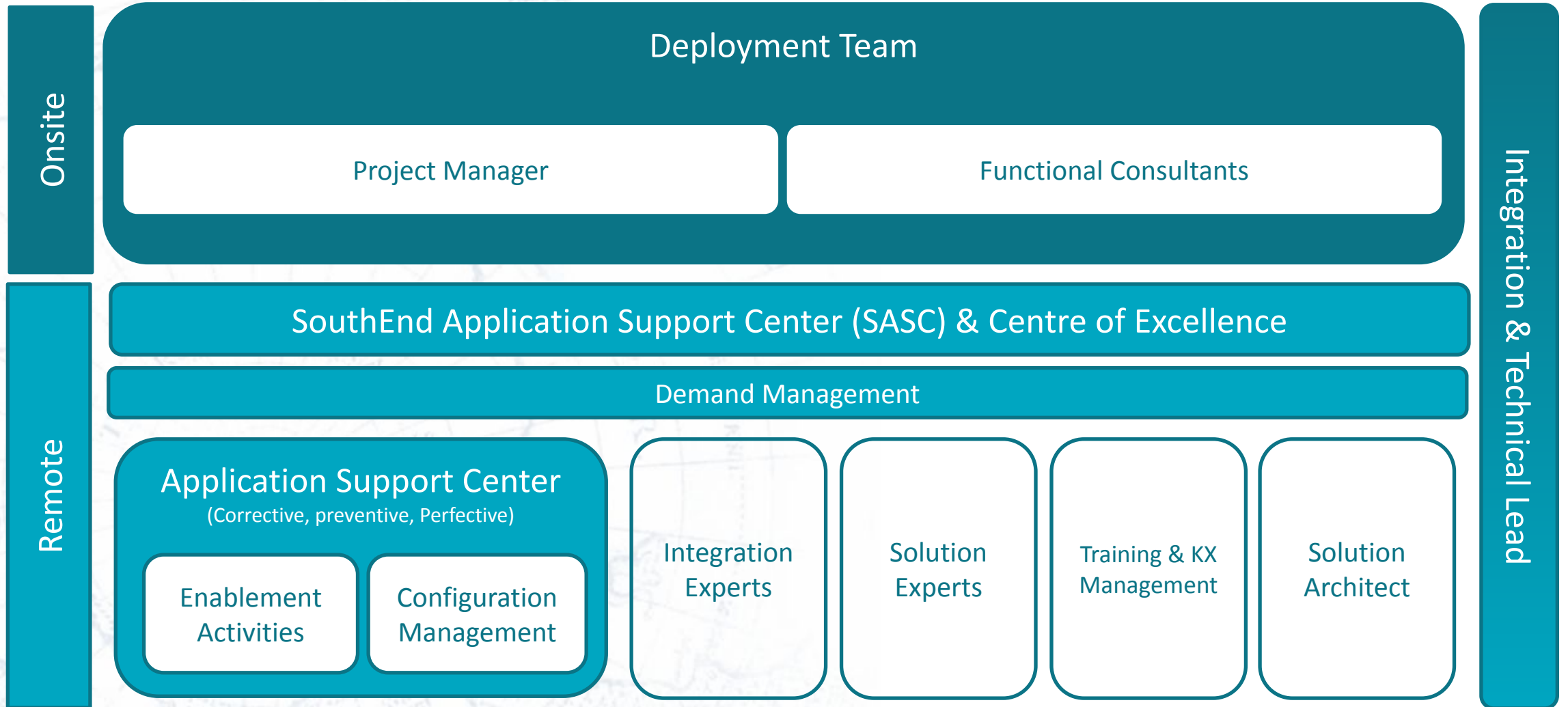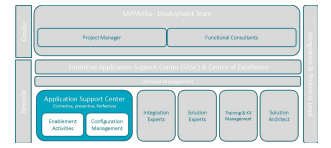
Corrective

Reactive modification of a software product performed after delivery to correct discovered problems

Preventive

Modification of a software product after delivery to detect and correct latent faults in the software product before they become effective faults

Perfective

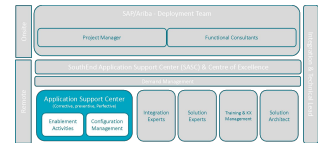Modification of a software product after delivery to improve performance or maintainability

Administration

Platform administration focused on reducing TCO

User Training, User Manuals maintenance, Supplier Enablement.

Our Team

With more than fifty consultants, we have the largest group of specialized consulting services in SAP Ariba, in Latin America. Our strength is based on the solid experience of our professionals and supported by our internal training methodology.

Strategic Sourcing

- SAP Ariba Sourcing
- SAP Ariba Direct Sourcing
- SAP Ariba Supplier Management
- SAP Ariba Contracts

Collaborative Commerce

- SAP Ariba Catalog
- SAP Ariba Buying
- SAP Ariba Commerce Automation
- SAP Ariba SCC
- SAP FieldGlass

Centre of Excellence

- Application Support Services
- Training
- Solution Experts
- Supplier Enablement
- Solution Architect

SAP Ariba Integration

Some of our implementation services' clients

Our Application Support Services Clients

Why SouthEnd?

MINIMIZED IMPACT

1

Thorough analysis and consideration of client's current processes

CENTRE OF EXCELLENCE

3

We have solution experts with deep knowledge of SAP Ariba and understanding of the business processes

FOCUS ON USER ADOPTION

2

Proactive approach to maximize user adoption

BEST APPROACH

4

Combining the knowledge of the client´s business processes involved, and our experience, we can analyze and propose effective workarounds when needed

SERVICE DELIVERY EXCELLENCE

12+ YEARS

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