SALES FORCE AUTOMATION, **ON THE MOVE**

MOBILIZING SALES FORCE WITH **AWS, SAP HANA**® **AND NEPTUNE UX PLATFORM**

EXECUTIVE SUMMARY

Our client needed to deploy an SAP® ERP **mobile** application to its Sales user group in Europe, Middle East, Africa and North America, in order to let them manage their business when on the move.

Combining the best features of **AWS, SAP HANA**® and **Neptune Software** they succeeded in providing the whole Sales network with a high-performance mobile solution in 4 months.

CHALLENGES

The solution had to be deployed to users in several locations worldwide, since the resellers network covered an extensive area (EMEA and NAFTA markets). Independently from the users' location, the mobile application needed to have a **responsive user experience**.

Being fundamental to run their business, the ERP mobile solution was required to be **highly available** and **agile**, supporting unpredictable workload variations. A **high level of security** was also a strong company requirement.

ABOUT **OUR CLIENT**

A consumer products manufacturer with a global retail and distribution network.

More that **80,000 employees worldwide** and revenues in excess of **10 Billion US Dollars.**

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THE SOLUTION

Integrated with the company back end systems (such as SAP® ECC, CRM and PI), the ERP mobile solution – developed on SAP HANA® and powered by Neptune Software – was provided **as a service** and allowed the **sales force** to access all their SAP® functionalities from their mobile devices securely, through single **sign-on authentication** based on Microsoft AD and SAML 2.

The SAP® solution was deployed in the **AWS cloud** (EC2, S3, Glacier, VPC, IAM, Config, CloudWatch) granting the best responsiveness to any user worldwide and providing the high-availability and scalability required by a **high-performance and business critical application**.

HOW THE SOLUTION HELPED

The new ERP mobile application enables the **Sales network** to follow their business 24/7, even when out of office, directly from their mobile devices.

The adoption of AWS infrastructure allowed for the **global deployment** of a user-friendly solution while maintaining the highest level of security, availability and scalability, providing the users with a responsive application, even during periods of increased workloads.

RESULTS, ROI AND FUTURE PLANS

By adopting AWS, the infrastructure was quickly provisioned without needing to make a long-term capital investment.

The client was able to successfully deploy a high-performance solution to more than 2,000 sales representatives. Today, users are enabled to have their **business under control 24/7**, minimizing dead times when a **timely action is needed**.

ABOUT THE **AUTHOR**

ERMANNO GALLO
Technology Practice Manager

Ermanno has about 20 years of experience in the design, implementation, migration, management and deployment of complex architectures.

He is a pioneer in the field of cloud based technologies, with a particular focus on the Infrastructure and Platform As a Service model.

Ermanno has collaborated with multinational companies helping them with large Enterprise Transformation projects, migrating their SAP and Oracle based landscapes to the AWS cloud.

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