



# SAP Business All-in-One GreenTech Solution for a Fast Growth Enterprise



## QUICK FACTS

Locations: Redwood City, CA. Concord, ON, Granby, QC

- Industry: GreenTech (Smart Grid) AMI (Advanced Metering Infrastructure)
- Trilliant provides Advanced Metering Infrastructure Solutions for utilities as part of the Smart Grid Initiative
- Employees: 400 +
- Web Site: [www.trilliantinc.com](http://www.trilliantinc.com)
- **Cohesion, Inc.- SAP Reseller, ERP System Integrator with on-time, on-budget delivery & their long-term Support Partner.**

### **“Improving Your Enterprise Performance”**

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Web Site: [www.cohesion.biz](http://www.cohesion.biz)

## Challenges and Opportunities

- Multiple Legacy systems were not supporting business growth across North America
- Needed a platform to support strong international growth, a planned 2010 IPO, and GAAP & SOX Compliance issues
- 60 day Financial Quarter Close Cycles

## Objectives

- Standardization - Implement cross-functional “Best Business Practices” to improve processes & reporting
- Provide order administrators and sales representatives with a centralized order management solution
- Multi Language, Multi Currency environment
- Revenue Recognition Issues
- Management and Financial Reporting
- Accuracy – SOX & GAAP Validations and Controls

## First SAP SME “NetWeaver Business Client” GUI “in production”

- Ease of use for light transactional users
- Role Based as opposed to Menu based GUI
- Easy to manage content and branding Internet/Intranet with pre-packaged themes while integrating to the SAP All-in-One Solution with simple configuration
- Allows the use of Integrated BI Dashboards

## Why SAP “All-in-One”

- Complete Integrated and Scalable ERP Suite with multi currency/multi lingual support
- Pre-packaged & pre-configured SAP Business All-in-One Solution with “Best Practices & Fast to Market” yielding less project time and quicker ROI
- Breadth and depth of SAP solutions to meet anticipated growth needs along with capability to scale globally
- Ease of Implementation - less than 5 months plus capability to add more functionality quickly in the future

## Expected Benefits

- Enhanced customer satisfaction due to improved accuracy of data
- Increased efficiency for order administration and logistics
- Seamless revenue recognition process
- Established a technology platform for the future with tangible ROI
- Gained faster and more accurate views of financial data for decision support and regulatory reporting

**THE BEST-RUN BUSINESSES RUN SAP™**

