



Embracing the Digital Economy with SAP® Leonardo Innovation Services



Tenaris S.A.
Buenos Aires, Argentina
www.tenaris.com

Industry
Engineering, construction,
and operations

Products and Services
Casing, tubing, line pipe, and
mechanical and structural
pipes

Employees
19,400 (2016)

Revenue
US\$4.5 billion (2016)

SAP® Solutions
SAP® Leonardo Innovation
Services

A leading supplier of tubes and related services for the world's energy industry, Tenaris makes sure its customers get manufacturing excellence. To ensure this, it engages in skillful product development and operations management. It achieves continuous improvement through committed knowledge sharing among engaged employees worldwide. To identify customer needs and innovate targeted solutions to meet those needs, it tapped into SAP Leonardo Innovation Services.

Before: Challenges and Opportunities

- Monitor manufacturing operations
- Control production costs and gain oversight of daily rig operations
- Gain a deep understanding of customer needs and how to meet them

Why SAP

- Support from SAP Leonardo Innovation Services and the SAP Design Thinking methodology to help Tenaris learn how best to use new technology to embrace digital innovation
- Innovation methodologies focused on the mill products industry, Internet of Things, and machine learning
- Cutting-edge technology to respond to new business requirements and monitor manufacturing operations
- Help in starting the journey toward innovation with the SAP Leonardo digital innovation system

After: Value-Driven Results

- Prioritized challenges by complexity and business value
- Identified threats, barriers, and wishes that resulted in targeted development of business scenarios
- Simplified information for tube operators, enabling them to operate rigs without risk or delay
- Gained momentum from the SAP Design Thinking approach and teamwork, with plans to use both for internal projects

“We were anxious about how to use new technologies in our business. SAP Leonardo Innovation Services helped us **identify effective scenarios in just days. Now we want this SAP Design Thinking methodology in our DNA.”**

Marcelo Pastor, IT Project Manager, Tenaris S.A.

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Challenges identified and prioritized by complexity and business value showing where to use cutting-edge technologies

Simplified

Information for tube operators

100%

Readiness and internal alignment to move to the next innovation phase