



SAP Business Transformation Study | Engineering, Construction, and Operations | Katterra

How Can Beautiful and Affordable Housing Change the Construction Industry – and the World?

As more people move to big cities, the demand for housing will be even greater than it is today. Katterra, one of the first construction services companies in the United States to adopt a vertical integration model, plans to meet this demand by building beautiful and affordable multifamily residences – in half the time, at half the cost. This technology-oriented construction and architectural firm also wants to revolutionize the multitrillion-dollar construction industry.

Technology is the game changer, not only for Katterra but also for the 100-year-old construction industry. To facilitate its digital transformation and provide a pathway for the company's exponential growth, Katterra is running as a Live Business on SAP S/4HANA®. Additionally, with the SAP® BW/4HANA solution and SAP BusinessObjects™ Business Intelligence platform, Katterra is building scalable business processes that have the potential to dramatically modernize the construction industry.





“We believe we can change the construction industry, but we need the right foundation to do so. Using SAP® solutions, we went through a **digital transformation that positions us to quickly scale up to be a US\$2 billion company.”**

Ravi Naik, Senior Vice President, Technology, Katterra

With a transformed business model, Katterra is bringing a fresh perspective to the construction industry and revolutionizing how it does business. With consolidated business processes and greater visibility into its supply chain, the company delivers high-quality, sustainable construction services more quickly and cost-effectively.





Fundamentally Changing the Construction Industry with Innovative **SAP® Solutions**

Katerra Inc.
Menlo Park, CA
www.katerra.com

Industry
Engineering, construction,
and operations

Products and Services
Architecture and construction
services

Employees
550

Revenue
US\$100 million

SAP® Solutions
SAP S/4HANA®, the SAP®
BW/4HANA solution, and
the SAP BusinessObjects™
Business Intelligence platform

As a vertically integrated organization, Katerra innovates in all aspects of architecture and construction, including design, building, renewable energy, and supply chain. Using SAP solutions, the company is creating a new business model that is designed to revolutionize the construction industry in the United States and globally.

Before: Challenges and Opportunities

- Build an end-to-end global materials supply chain for developers, architects, and general contractors
- Set up processes to enable greater productivity and rapid building at reduced costs
- Consolidate construction services to lower building costs
- Optimize energy generation with industrial Internet of Things (IoT) technology and renewable resources
- Integrate SAP and third-party data with operational and historic data

Why SAP

- Digital transformation capabilities that provide the right foundation and tools for future business growth
- Scalability that can accommodate exponential company expansion
- Integration of key business processes – such as procurement, logistics, and finance – with existing solutions
- Business intelligence that helps manage productivity and business processes
- Data integration that provides one version of the truth

After: Value-Driven Results

- Run as a Live Business on SAP S/4HANA for end-to-end supply chain visibility and fully integrated processes
- Realize value through capabilities such as costing, inventory tracking, logistics, material requirements planning, order management, and revenue recognition
- Capitalize on IoT data and the SAP BW/4HANA solution to track projects and personnel
- Improve workforce productivity and labor through the SAP BusinessObjects Business Intelligence platform

“We now have a truly **integrated, end-to-end business process from procurement and logistics to finances and revenue recognition – all on an SAP platform.”**

Ravi Naik, Senior Vice President, Technology, Katerra



>50%

Potential savings in building time
and costs

\$2 billion

Projected revenue growth in 5 years

5 months

Up and running on SAP S/4HANA



See how a startup disrupts an industry
with a 100-year-old business model.



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