



OTE Group of Companies
Muscat, Sultanate of Oman
www.otegroup.com

Industry
Automotive

Products and Services
Automotive dealership and services, distribution of consumer durables, and manufacturing of polymer color concentrates for the plastics industry segment

Employees
2,500

SAP® Solutions and Services
SAP Fiori® Cloud user experience and apps, SAP® Cloud Platform, SAP Customer Relationship Management (CRM) application, and SAP Enterprise Support services

Making a Solid Business Case for Investing in the Cloud with **SAP® Enterprise Support**

As one of Oman's foremost business groups with interests in exclusive distributorships of automotive brands, parts, and services as well as consumer durables, OTE strives to maintain the strong and productive business relationships it now has with its customers. So, when considering investment in cloud solutions from SAP, OTE turned to SAP Enterprise Support to get a realistic and timely picture of how the company could benefit.

Before: Challenges and Opportunities

- Build a business case for SAP Fiori Cloud adoption with a running solution as the proof of concept (POC)
- Evaluate the ability of SAP Fiori Cloud to meet business needs, be secure, and integrate with current system architecture
- Drive digital transformation using an approach that also reduces total cost of ownership

Why SAP

- SAP Enterprise Support Advisory Council available for help in evaluating SAP Fiori Cloud and developing a detailed POC
- Ability to demonstrate SAP Fiori apps running in the cloud with connections to on-premise systems and data

After: Value-Driven Results

- Detailed POC covering interactions between SAP Fiori apps in the cloud and SAP CRM data on premise
- Preinvestment understanding of the full potential of SAP Fiori Cloud and how it can be leveraged
- Increased trust in the security of cloud solutions from SAP
- Stakeholder willingness to explore digital transformation “next steps,” including e-commerce solutions and enterprise Internet of Things strategies

“We received outstanding support from the SAP Enterprise Support Advisory Council to **develop our proof of concept. The remote services and workshops gave us the opportunity to experience the solution and learn about all key features directly from the experts.”**

Dileep Somani, Chief Information Officer, OTE Group of Companies



5 days

Of consulting fees saved

2x

The level of confidence in the POC

Faster

Acquisition of knowledge about cloud solutions