

Customer Profile

Largest and most diversified Australasian **marketer, wholesaler and distributor of healthcare, medical and pharmaceutical products**

- \$12 billion+ annual revenue
- 5,000+ employees
- 100+ locations

Landscape & Core Challenge

In the process of a business transformation project with migration to **SAP S/4HANA**, implementing **SAP Datasphere** and **SAP Analytics Cloud** as their analytics and reporting solution.

In order to meet operational and regulatory commitments, this customer **must deliver 36 sales and operations reports to external stakeholders** on a regular and recurring schedule.



Solution Requirements:

On a scheduled and recurring basis:

- Automatically generate reports that are **filtered for each stakeholder** recipient to include **only data relevant to each recipient**
- Distribute those reports via email to:
 - **External stakeholder** recipients not part of the **SAC** user base
 - **Strategic internal users**
- Provide reports in multiple formats: **PDF, Excel, PPT**

Solution Barriers:

SAP Analytics Cloud Publications restrictions:

- Reports based on **SAP Datasphere** live data are not supported
- **Excel format** output is not supported
- **Limits on volume** of Publications below required level

Problem & Pain: Not satisfying this critical requirement would mean significant change to their digital transformation process plan. Changes would include an analytics **technology shift** with **associated delays**, all while **initial go-live** was **scheduled to happen within 90 days**.

Customer Problem

Expanded Solution Considerations

- High-performance, timely broadcasting
- Split and send data to internal and external recipients
- Broadcast Excel data (50,000 records) via email with dataset filtering
- Broadcast PowerPoint and PDF files with embedded, filtered datasets
- Security integration – MFA, OKTA
- Secure broadcast via SFTP
- Use Excel and PowerPoint templates for professional look and feel
- Monitoring & tracking – success/failure notifications
- Performance: threading and scalability

Outcomes & Customer Success

APOS Publisher for Cloud was successfully deployed:

- Initial critical use cases have been met
- Regulatory commitments being satisfied
- **SAP Datasphere** and **SAP Analytics Cloud Go-Live** achieved
- Future use cases will expand the value of **SAP Analytics Cloud** and **APOS Publisher for Cloud**