

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

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

Key Player: Head of IT Delivery

Affected Roles:

- Compliance Officers
- BI & Analytics Team

Customer Problem

Core Challenge

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.

Problem: SAP Analytics Cloud Publications functionality did not meet their report distribution needs.

Pain: Not satisfying this critical requirement would mean significant changes 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

Solution Requirements:

On a scheduled and recurring basis:

- Automatically generate reports that are filtered for each stakeholder recipient to include only data relevant for 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, PPTX

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

“...we will have to move away from SAC to a less appealing solution such as Power BI.”

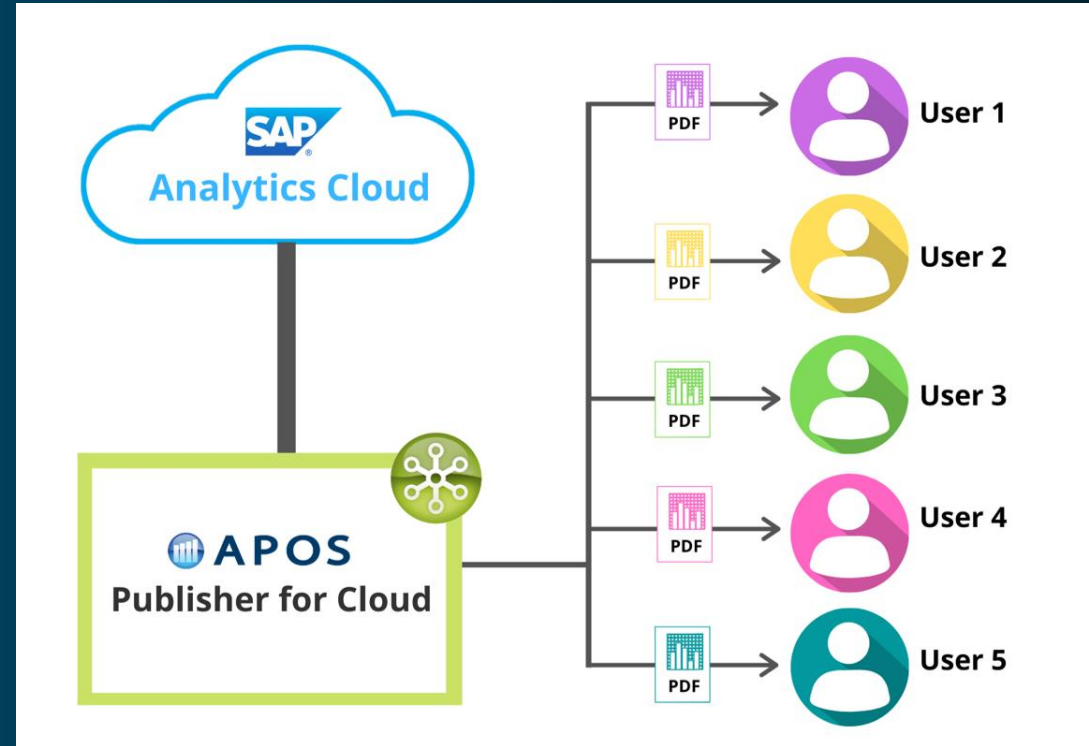
Customer Problem

Finding the Solution

APOS Publisher for Cloud

APOS Publisher for Cloud is a software solution that automates the generation of tailored versions of report content from SAP Analytics Cloud (SAC), and then distributes that analytics content out to targeted users and locations.

The solution functions to broadcast personalized analytics to the right people, at the right time, and in the right format.



Solution Considerations

What this customer gained and was able to achieve:

- 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 and tracking – success/failure notifications
- Performance – threading and scalability



Outcomes

- Critical use cases have been met
- Regulatory commitments have been satisfied
- SAP Datasphere and SAP Analytics Cloud Go-Live achieved
- Future use cases will expand ROI of SAC and APOS Publisher for Cloud

