



PUBLIC

Origo: Adopting Intelligent Technologies for Greater Efficiency and Agility

A leading IT service company with more than 50 years of experience in developing and operating IT systems in Iceland and Sweden, Origo Group has seen firsthand how technology helps its customers realize their goals.

The company decided to embark on a digital transformation of its own, choosing SAP S/4HANA® and the SAP® Analytics Cloud solution as the backbone of its new IT landscape. Now, Origo benefits from **smoother and more-efficient processes** and standardized, stable, and flexible systems. And freed from repetitive manual tasks, its teams can focus on the important work that helps Origo's customers perform at their best.



Enabling Standardization, Stability, and Flexibility and Increasing Visibility with SAP S/4HANA® and SAP® Analytics Cloud



Before: Challenges and Opportunities

- Complex IT systems, resulting in time-consuming processes and high manual error rates
- Need for process automation using technology such as artificial intelligence and machine learning
- Limited flexibility to support differentiated services and changing business models required in a fast-paced IT industry

Why SAP

- SAP S/4HANA® and the SAP® Analytics Cloud solution, enabling enhanced, more-efficient reporting, planning, analytics, and forecasting for more-accurate decision-making
- Exponentially faster processing and simplified reporting with an in-memory database

After: Value-Driven Results

- Reduction in system maintenance costs
- Increased ability to scale applications rapidly and add new features and solutions
- Greater efficiency aided by automated monthly invoice processing
- Faster, more-stable reporting and the ability to handle more data, increasing insights and value
- An in-depth understanding of revenue streams and related costs, improving decision-making
- Less risk of noncompliance with greater transparency and visibility of processes and data

“We **slashed our IT total cost of ownership** by reducing complex customization and our data footprint, cutting the number of legacy systems with a simplified IT system landscape based on SAP S/4HANA and lowering hardware costs.”

Brynjolfur Sigmarsson, Director of Accounting, Origo Group

80%

Reduction in report generation cycle time

60%

Reduction in IT operational cost

Reducing System Complexity to Focus on the **Core Business**

Customer centricity is at the heart of Origo Group's operations. To continue providing quality service that helps customers achieve their goals, Origo decided to embark on a digital transformation.

The company set the following three key strategic objectives:

- **Stay at the forefront of innovation** by developing new solutions and adding new features to its software products and services
- **Increase competitive advantage** by reducing inefficiencies and focusing on core processes
- **Develop a flexible business model** that can adapt quickly to market needs

Tapping into **next-generation analytics**

Another area of focus was improving Origo's ability to analyze data on revenue, costs, and the profitability of its software products and services.

As data was not well connected across the organization and reporting often required programming support, creating and updating reports, such as controlling and profitability analysis, was very time-consuming.

The company decided migrating to SAP S/4HANA® and the SAP® Analytics Cloud solution would support the unified, high-performing, and agile IT environment and advanced analytics capabilities it sought to help it **focus on customer needs**.





Integrating Applications and Using Data to Become an **Intelligent Enterprise**

Origo wanted to transition to a next-generation business landscape and digitalize business processes from beginning to end. It implemented SAP S/4HANA across its finance, sourcing and procurement, sales, and asset management functions, designing processes in accordance with best practices from SAP to minimize **the need for customization**.

This transformation would help improve operational efficiencies and enable data-driven decision-making across the enterprise.

Unifying applications in one system

The implementation team also set out to integrate diverse applications with the new system. Origo connected SAP solutions to third-party software such as its customer relationship management system, using SAP software for master data management.

Improved reporting and analytics

The SAP HANA® database facilitates better reporting by **connecting and storing data from across the organization** in a single system.

Meanwhile, SAP Analytics Cloud helps Origo quickly create reports and forecasts and add new fields intuitively, meaning even employees with little technical knowledge can produce reports.



Reducing Costs and **Adapting Quickly** to Change

SAP S/4HANA and SAP Analytics Cloud provide a solid basis on which to build new business processes and **create a competitive edge** in a rapidly changing market.

Time spent on system maintenance has decreased, cutting costs. Reports can be created much more quickly without programming input and handle more data, providing users with enhanced insights and value.

Forecasting is faster, more precise, and more transparent, with significantly less time spent on manual tasks. For example, product managers have more information on inventory and cost pricing to help them plan more efficiently.

“Origo is now in an optimal position to move forward in a **fast-paced market** in which we must be adaptable and able to change our business model quickly.”

Brynjolfur Sigmarsson, Director of Accounting, Origo Group

Origo also has greater visibility of revenue streams as well as a clear picture of project profitability and how consultants spend their time on projects, allowing for better resource allocation. And automation in finance has enabled faster invoice processing.

Meanwhile, the new system also provides a **more-accurate view of the cost-price development** of Origo's software and hardware products.

50%

Fewer resources used in reporting

4

Legacy systems replaced by SAP S/4HANA

9

Months from conception to go-live



Optimizing the IT Landscape and Tapping into New Technologies to **Innovate**

Origo is now well positioned to expand its market presence, stay ahead of ever-changing customer requirements, and use its next-generation technology infrastructure to help **create new offerings for customers**.

Origo plans to take advantage of the potential of advanced technologies. For example, it is considering connecting a new warehouse management system and point-of-sale system to SAP solutions. The company also intends to use artificial intelligence to support its finance operations.

As Brynjolfur Sigmarsson, director of accounting at Origo, explains, “We see a lot of value in connecting applications, especially today thanks to a more stable and simplified system landscape.”

SAP solutions will support this continuous digital transformation and Origo’s **ongoing journey of expansion and growth**.

