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The Navigator for Enterprise Solutions

SAP SPECIAL

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## 20 Most Promising SAP Solution Providers 2016

SAP's announcement of its extended offering from SAP HANA Vora, its interest in open source with SAP Web IDE for SAP HANA and the initiative to support start-ups in India speaks volumes of the management's intentions to rejuvenate the company. But it's the German business software provider's deal with Vodafone for IoT services that has caught the fancy of business gurus around the world. SAP has officially announced its entry into the IoT market.

Yes, they are a long-term way of addressing the IoT market. But every journey begins with a step in that direction. SAP is pursuing partnerships with telcos around the world as it looks to push its technology further into the IoT core. Partnerships are more than a short-term "bridge" for SAP, which is evident from the firm's history.

SAP's business network for logistics that allows hub operators and others to monitor traffic, it's support to the industry 4.0 initiative, Augmented Reality Apps, all these moves aim to increase SAP's branding in the soon to be connected world.

McDermott is trying to win the "market-share game". SAP outpaced the market with record 2015 Cloud and software revenue, up 20 percent with its SAP S/4HANA adoption soaring high. SAP had exceptional momentum with faster growth in cloud and double-digit growth in its core license business in the fourth quarter. The company's IoT venture should only help it to increase the revenue in the perceivable future. We should get a glimpse of the offerings in SAP's SAPHIRE conference due this May in Orlando.

While SAP shifts gears with its IoT solutions and ups the ante on its other offerings, the SAP ecosystem's players will have more roles to fulfill. Keeping this in mind, CIOReview presents to you a special edition on most promising SAP solution and consulting providers. We at CIOReview recognize their efforts in helping customers ultimately run better with SAP solutions.

If you're an SAP customer, we'd love to hear from you on how your SAP solution partner matters to your business.



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**Company:**

Answerthink

**Description:**

Offers qualified SAP Business All-in-One partner solutions, services, support and training

**Key Person:**

Art Colombo  
VP

**Website:**

[www.answerthink.com](http://www.answerthink.com)

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# Answerthink Achieving Greater ROI from SAP Investments

Apart from strong value addition, today's CIOs are specifically challenged with delivering flexible, scalable, and integrated enterprise systems and deep industry-knowledge to improve business operations. In such a scenario, implementation of SAP-based enterprise solutions enhances work processes to achieve high-performance and ROI. Being a complex process, SAP implementation requires adequate expertise and training to attain maximum benefits. Based in Miami, FL, Answerthink, a Hackett Group Company, is a technology driven SAP platinum partner, helping organizations to achieve high performance levels from their SAP investments.

"The latest technological advance in SAP is HANA—the database management system that has the capability to drive your business forward with its revolutionary in-memory computing," says Art Colombo, VP, Answerthink. "We embrace SAP HANA in-memory platform that runs analytics applications smarter, business processes faster, and data infrastructures simpler." It has been reckoned as an intelligent database management system that enables businesses to predict the future through real-time data collection alongside analytics.

Answerthink offers a turnkey solution that translates to an end-to-end relationship. They provide sales, consulting, support, services, hosting and training services to their customers who avail of the service. The company evaluates the client's business and its demand for the specific SAP solutions. "We provide an accelerated SAP Implementation approach to optimize client involvement and leverage best practices to transform business practices." With over 19 years of implementation experience and over 400+ projects, Answerthink's SAP Support and Services believes in employing full-time, experienced SAP troubleshooters who are aiding organizations in saving time and money by maximizing service availability while addressing critical technical issues.

There is a shared support delivery model, called VAR-delivered support which helps the customers engage with SAP. Within this model, Value Added Resellers engages in providing first and second level support and related maintenance services. With a multi-level support, Answerthink adopts a focused and structured approach helping

companies make use of their internal asset and redeploy them to more strategic projects. "As we are the first line of support, we must maintain solution competency, be able to work under pressure, and deal with critical matters as efficiently and effectively as possible," echoes Colombo. Answerthink works to ensure minimal loss operational time by staying focused on the problem at hand and delving deep into the necessary resources within Answerthink and SAP.

To further differentiate our expertise, Answerthink is a member of United VARS, a SAP platinum partner, comprised of a global alliances of SAP Resellers. United VARS is a perfect answer for SMEs global business activities. This powerful global SAP partner network provides a comprehensive portfolio of SAP solutions, consulting and services as well as outstanding local support in more than 75 countries.

As a member of United VARS ([united-vars.com](http://united-vars.com)), we are able to address the requirements of multinational implementation projects by offering one integrated project team with global project management responsibility. The concept is designed around the best-of-breed strategy from the local market leader with a profound knowledge of the country, market and culture, which results in a delivered solution that optimizes business processes, reduce costs, and complements business strategies.

"Answerthink is proud to be a partner in this prestigious group. This unique concept further facilitates us to become a strategic partner with our customers, assisting us to identify key growth drivers and ways of improving efficiencies," stressed John McGrath, a United VARS Director and the Managing Director of Answerthink.

"Our goal is to become a trusted advisor to our clients. We help them operate better while supporting their short and long-term business and IT strategy," points out Colombo.

To be ahead of the curve requires constant focus and continued knowledge within the technology world and Answerthink does the exact. "The future is a turbulent one, but Answerthink intends to sail smoothly by complimenting ERP technology with Fieldglass, Fiori, Hybris and, of course, HANA, allowing businesses to be the perfect integrated enterprise," concludes Colombo. **CR**



Art Colombo