SAP® Qualified
Partner-Packaged Solution

kontron
The Power of IoT



Why **Cloud-Based ERP** is the Key to Growth?

A modern cloud ERP solution from the world's leading ERP provider – delivered quickly and securely with the expertise of Kontron Hungary.

Contents

Introduction	3
The Top 3+1 Technological Challenges Holding Companies Back from Growth	4
The Solution: SAP Cloud ERP	5
Why Kontron?	6
How do we Execute?	7
Lay the Foundation for your Company's Future – Take the First Step Now	8

Introduction

In today's fast-evolving business landscape, technological adaptability, continuous transparency, and decision support are critical for companies aiming to scale and grow. Modern enterprise management systems go far beyond mere administrative simplification – they serve as essential tools for future-proof operations, scalable expansion, and sustainable competitive advantage.

Many mid-sized businesses still perceive advanced ERP systems as exclusive to large corporations; however, this is no longer the case. With the introduction of SAP Cloud ERP and the structured, rapid implementation package offered by Kontron Hungary, cutting-edge ERP solutions are now accessible to Hungarian mid-market companies – delivered cost-effectively, with clear timelines and predictable resource requirements.

This publication is designed for business leaders, finance professionals, and IT decision-makers who understand that digital transformation is not just an opportunity but a strategic imperative. In an ever-shifting market, falling behind technologically poses significant risks, while making timely, informed investment decisions creates lasting competitive advantages.

Choose the cloud-based solution from SAP – the world's leading enterprise management system – and trust Kontron Hungary's expert team to deliver your implementation.
As one of Hungary's most experienced certified partners in SAP Cloud ERP deployments, Kontron Hungary ensures a seamless, professional transition tailored to your business needs.

Top 3+1 Technological Challenges Holding Companies Back from Growth

What is slowing down progress, and how can we recognize the warning signs in time?
In today's rapidly evolving economic and technological landscape, growth is not only a goal but a constant challenge for business leaders. Ambitious business plans are often hindered by factors rooted in the company's fundamental operations and technological readiness.



1. Lack of a scalable operating model

Growth, expansion, and the introduction of new business models face serious technological obstacles when a company's existing IT environment cannot scale alongside evolving business demands. Upgrading outdated, rigid systems is often slow, costly, or technically constrained – due to factors such as lack of localization or limited customization capabilities.



2. Fragmented systems and insufficient decision support

Old, isolated systems and manual processes not only reduce efficiency but also make it significantly harder to collect, consolidate, and interpret data. Financial and operational information is often scattered across multiple systems, Excel files, or emails, making unified controlling and real-time business insights nearly impossible. This results in slow, inaccurate, or even data-less decision-making – posing a serious risk to growth and competitiveness.



3. Overly customized and complex systems

Finding and retaining skilled professionals is a challenge across almost every industry today. This issue is exacerbated when a company relies on bespoke, fragmented, or in-house developed systems. Onboarding new employees in such environments takes significantly more time, and high turnover rates can jeopardize business continuity. Due to system complexity, critical knowledge often resides with just a few key individuals, making any personnel change a major operational risk.



+1. AI: Opportunity or risk of falling behind?

More and more companies recognize that AI is not just a trend but a disruptive technology fundamentally reshaping future business operations. Many – rightfully – worry that their existing systems are technologically unprepared to accommodate or integrate AI. Instead of gaining a competitive edge, they risk falling irretrievably behind more innovative market players.



The Solution: SAP Cloud ERP

The challenges outlined above cannot be addressed by simply replacing an old system with a functionally equivalent new one or by adopting a "better looking" interface. What's needed is a comprehensive technological solution that supports business growth, adapts to change, and provides a future-proof operational foundation. SAP Cloud ERP delivers exactly that. Here's how it tackles the most common technological limitations:



1. Addressing the lack of scalability: A modular and flexible system

Thanks to its modular architecture, SAP Cloud ERP allows implementation to focus on the areas with the greatest business value. The system can be expanded at any time in line with the company's growth. With its extensive localization support, businesses can expand into virtually any country worldwide and comply with local regulations. Moreover, automatic updates ensure the company always operates on the latest version – without separate upgrade projects – while true cloud-based operation eliminates maintenance costs.



2. Addressing fragmented systems: End-to-End process coverage and real-time data

SAP Cloud ERP offers fully integrated end-to-end business processes – whether it's sales, procurement, service, manufacturing, supply chain, finance, or controlling.

Within the system, all data flows through a single unified structure, enabling decision-makers to work with real-time, consistent information. Financial controlling and consolidation are also supported through automation.



3. Addressing the risks of complex, customized systems: Standardized yet fully customizable

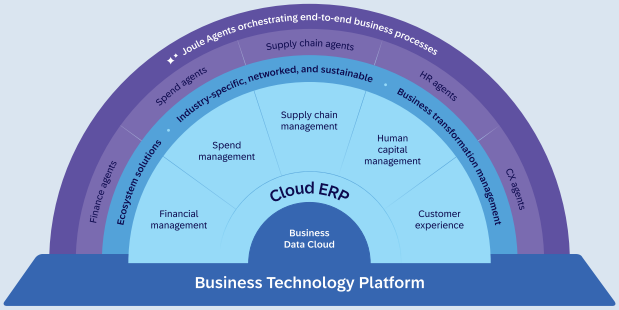
The system offers predefined processes based on business and industry best practices, allowing for rapid implementation. At the same time, it is fully customizable to meet the unique needs of each company. Its modern, intuitive user interface simplifies onboarding, while built-in collaboration features promote organizational knowledge sharing and efficient teamwork.



+1. Addressing the AI challenge: Built-in artificial intelligence, not just an add-on

AI is an integral part of SAP Cloud ERP's processes and functions. Artificial intelligence supports predictive decision-making, automates routine tasks, and provides real-time suggestions to users. This enables companies to harness AI as a competitive advantage – not as a theoretical possibility, but as a practical, daily reality.





More than just an ERP

SAP Cloud ERP does not operate as a standalone system; rather, it seamlessly integrates into the SAP Business Suite offering. This means that companies not only gain access to classic ERP functionality but also benefit from subscription-based access to business area-specific add-on solutions, as well as the innovation, integration, and data management services of the SAP Business Technology Platform. As a result, businesses receive not just an enterprise management system but a comprehensive, scalable, and continuously evolving business technology environment – providing a solid foundation for business innovation and long-term competitiveness.

Why Kontron?

An SAP Cloud ERP project is more than just a technological implementation – it is a profound business transformation. This decision will shape a company's operations, growth potential, and competitiveness for years to come. Successful execution requires more than a software vendor; it demands a partner who understands both business objectives and technological possibilities and can seamlessly connect the two.

At Kontron, we believe the success of an ERP project depends not only on technology but also on collaboration. Implementation can only be truly effective if all stakeholders engage with a partnership mindset – openly and actively contributing to the joint effort. Knowledge sharing, process-oriented thinking, and shared responsibility are essential to ensure that the rollout is not just an IT project but genuine business progress.

Kontron Hungary has proven its capabilities in this role multiple times. We support our clients throughout the entire digital transformation lifecycle – not only with technological expertise but also with industry-specific knowledge, proven methodologies, and a dedicated team.

What does this mean in practice?

GROW WITH SAP | Partner

› **GROW with SAP Certification:** This authorization enables Kontron to deliver the most advanced SaaS-based Cloud ERP implementations – quickly, standardized, and built on the latest SAP technologies.

SAP Gold Partner

› **SAP Gold Partner Status:** This certification is more than prestige – it guarantees that Kontron's expert team meets the highest SAP quality and competency standards.

› **100+ Dedicated SAP Professionals:** Over 90% of our consultants, developers, and project managers are full-time employees, ensuring stability, commitment, and deep expertise.

› **25+ Years of Experience:** We build on continuous renewal. Kontron leads in adopting the latest SAP technologies and innovations and regularly pioneers their implementation for our clients.

Industry focus – Based on real references

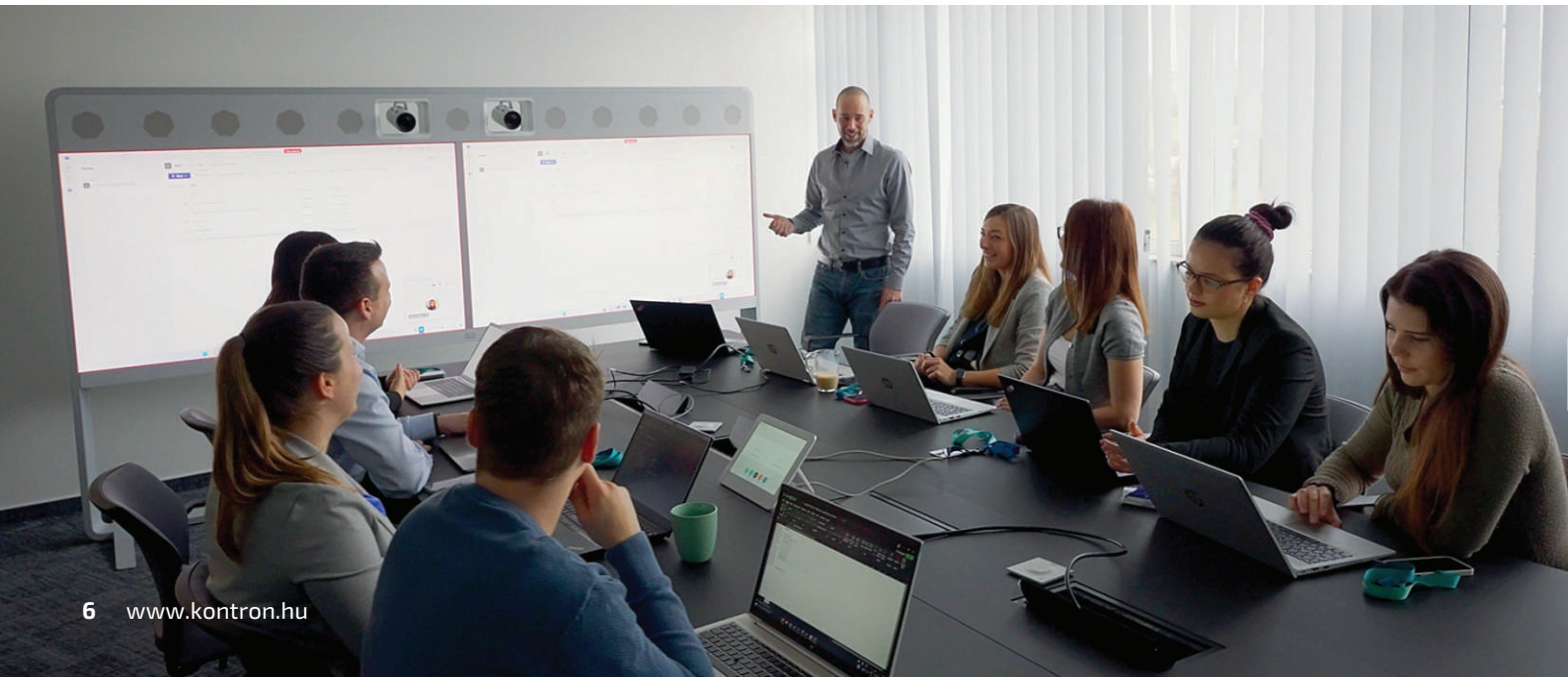
Kontron does not offer one-size-fits-all solutions; instead, we leverage deep industry-specific expertise.

For example:

› Manufacturing – managing complex production processes and quality assurance
› Wholesale Distribution – compliance and precise reporting
› Professional Services – project-based operations and resource optimization

Long-term partnership

At Kontron, we don't just implement systems – we actively support our clients' growth and business development throughout the entire SAP lifecycle. We help ensure that companies don't merely gain access to new SAP features and innovations, but truly understand, adopt, and transform them into genuine business value.



How do we Execute?

Common mistakes in ERP implementations

Many projects lose their way before they even begin: outdated, obsolete processes are simply transferred into the new system. The result is higher costs, increased complexity, and no real progress. The key to success is ensuring the system supports future business goals – not replicates past problems.

Our approach

We build on SAP's standard processes and best practices, enhanced with the client's unique capabilities that provide real competitive advantage. This ensures that the implementation is not only efficient but also creates true business value. At Kontron, we apply the SAP Activate methodology in our SAP implementations, continuously refined through real project experience and client feedback.

Advantages

- Structured, rapid deployment
- Clear roles and responsibilities (RACI matrix)
- Predefined templates and documentation
- Continuous quality assurance (Quality Gates)
- Application of SAP Best Practice processes
- Partially agile approach – with scope delivered in sprints

This methodology guarantees that projects are delivered on time, within budget, and with tangible business results.

Below, we present the key phases of our methodology, with a focus on project preparation tasks, along with our proposal.

Discover

01

Digital Discovery Assessment

FREE

A quick and cost-free evaluation that provides you with a clear overview of how your company's processes can be integrated into the SAP Cloud ERP system. As a result of the assessment, you will receive precise feedback on whether your business needs can be covered by the system, along with an initial estimate of the resources and timeframe required for the implementation.

High Level Design

FROM EUR 9.900 | STARTING IN 2-3 WEEKS

In this phase, you will receive a comprehensive and transparent project plan for a successful implementation. During our collaboration:

- we jointly explore your company's strategic objectives and business-critical processes,
- through a live demonstration, you will see how SAP Cloud ERP supports them,
- we define the project scope, timeline, and key milestones,
- tasks, roles, and responsibilities become clearly visible.

Outcome: a detailed document that supports confident decision-making regarding licenses and the full implementation.

Full project

FROM EUR 99.000 | STARTING IN 16 WEEKS

02 Prepare

In this phase, the groundwork for the project is laid. We prepare all the necessary tools – from assigning and training the project team, to configuring the core system, and setting up solutions that will support the entire project lifecycle.

03 Explore

Together, we review how the solution aligns with your processes and identify any potential gaps. The outcome is a clear and detailed planning document that provides a solid foundation for the next steps.

04 Realize

Following an agile methodology, we work iteratively to design and test the system in line with your business needs. At the same time, we support data migration and provide training for key users to ensure a smooth and successful go-live.

05 Deploy

We set up and configure the final production environment, carry out all pre-launch checks, and then officially launch the system.

06 Run

We ensure that the system continues to reliably support your business operations in the long run. When system updates are released, we can perform the necessary testing on request and activate new functionalities as needed.

**Prices do not include the SAP software subscription fee, any potential travel expenses, or the fee for go-live support services. The prices apply to the implementation of a single company registered in one country, where the scope is the standard implementation of selected best practice processes with financial and controlling ERP functionalities. A detailed list of deliverables and the responsibility matrix are included in our project methodology.*

Lay the Foundation for your Company's Future – Take the First Step Today

Cloud-based ERP is a strategic choice for growing businesses seeking to improve operational efficiency, scalability, and accessibility. The platform helps reduce costs, boost productivity, and ensure agility in an ever-changing business environment. With enhanced security, seamless integration capabilities, and continuous innovation, Cloud ERP positions your business for long-term, sustainable growth and success.

Free 1-hour consultation
Curious how SAP Cloud ERP can support your business? Contact our colleague to schedule a complimentary 1-hour consultation.

Today, competitiveness is not just about your products – it's about how fast and efficiently your business operates. If you feel it's time for a change, we're here to help you get started.

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Try SAP Cloud ERP!

Interactive product demonstration
Discover how the SAP Cloud ERP system works through an engaging, interactive demo.

I'M INTERESTED ›

Free trial opportunity
Test the SAP system at your own pace with a freely available trial version.

I'M INTERESTED ›

Further information and references

Our industry experience and solutions
See how our SAP-based solutions support various industries.

I'M INTERESTED ›

Partner certifications and client references
Discover our certifications, partnership qualifications, and the stories of our satisfied clients.

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Our mission

We are Kontron, the IT Partner, the team, the individuals. We have the best solutions for the changes and challenges of today and tomorrow. We support our Partners in achieving their business and digitalization goals with continuous improvement and with modern, reliable answers in a sustainable and eco-friendly way. We believe in the value of quality. Our never-ending need for product development and service improvement is inspired by the satisfaction of our Partners and the novelties of IT. We are committed to be the best in everything we do!