



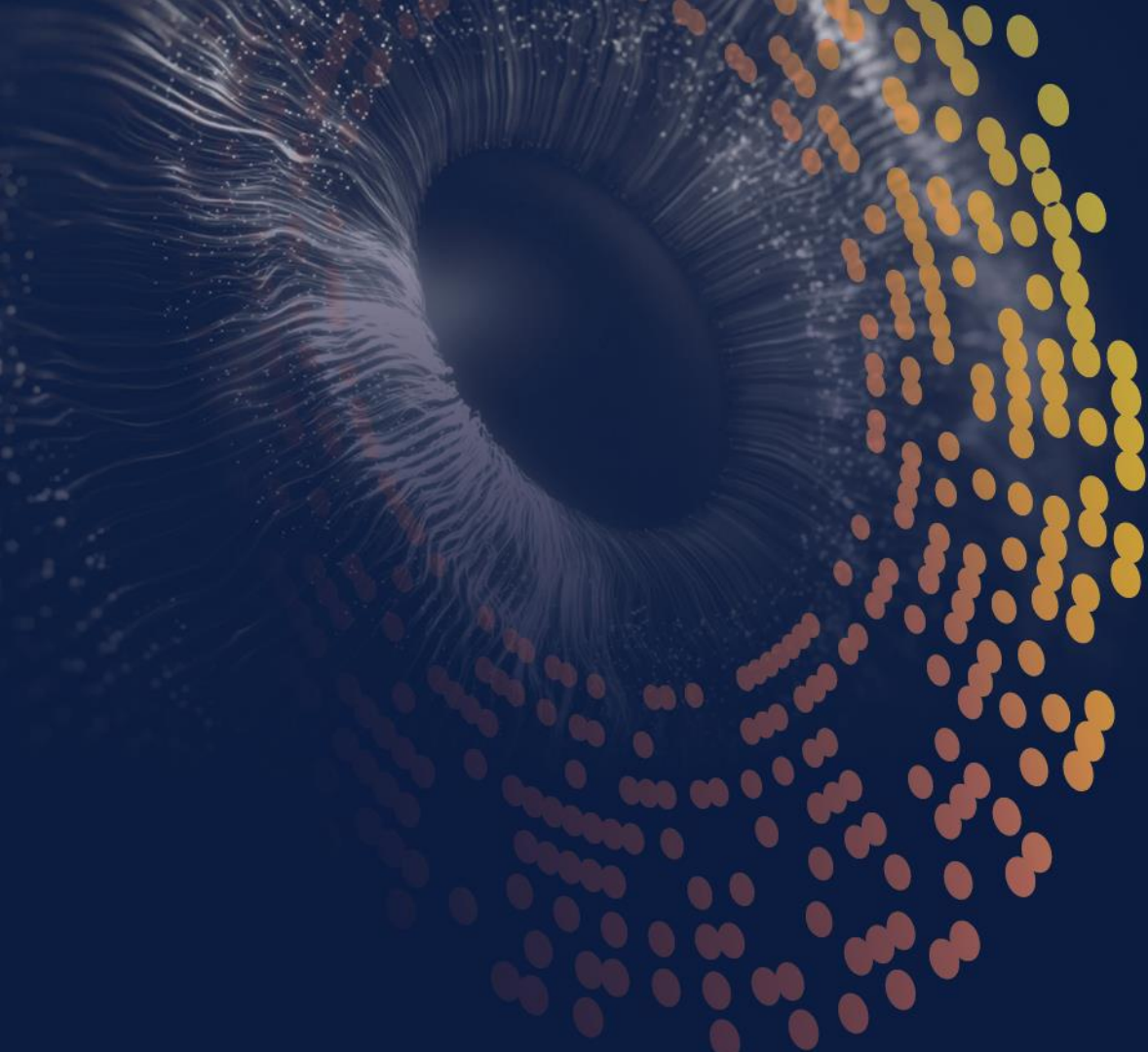
Excellence through Partnership

Sapro Presentation 2025

Our Relationships

- Sapro Solutions is part of SAP's open Ecosystem partner program.
- We create long term trusted relationships with our clients by providing the resources they need to their internal teams across SAP functional, technical and PM roles.
- We offer highly experienced SAP contract resource, who are agile and can flex up or down in a project at reasonable rates.
- We have a long and successful history of partnering with most of SAP's System Integrators e.g. Bearingpoint, Deloitte, EY, Expleo, IBM to name but a few.

SAP® Partner
Open Ecosystem



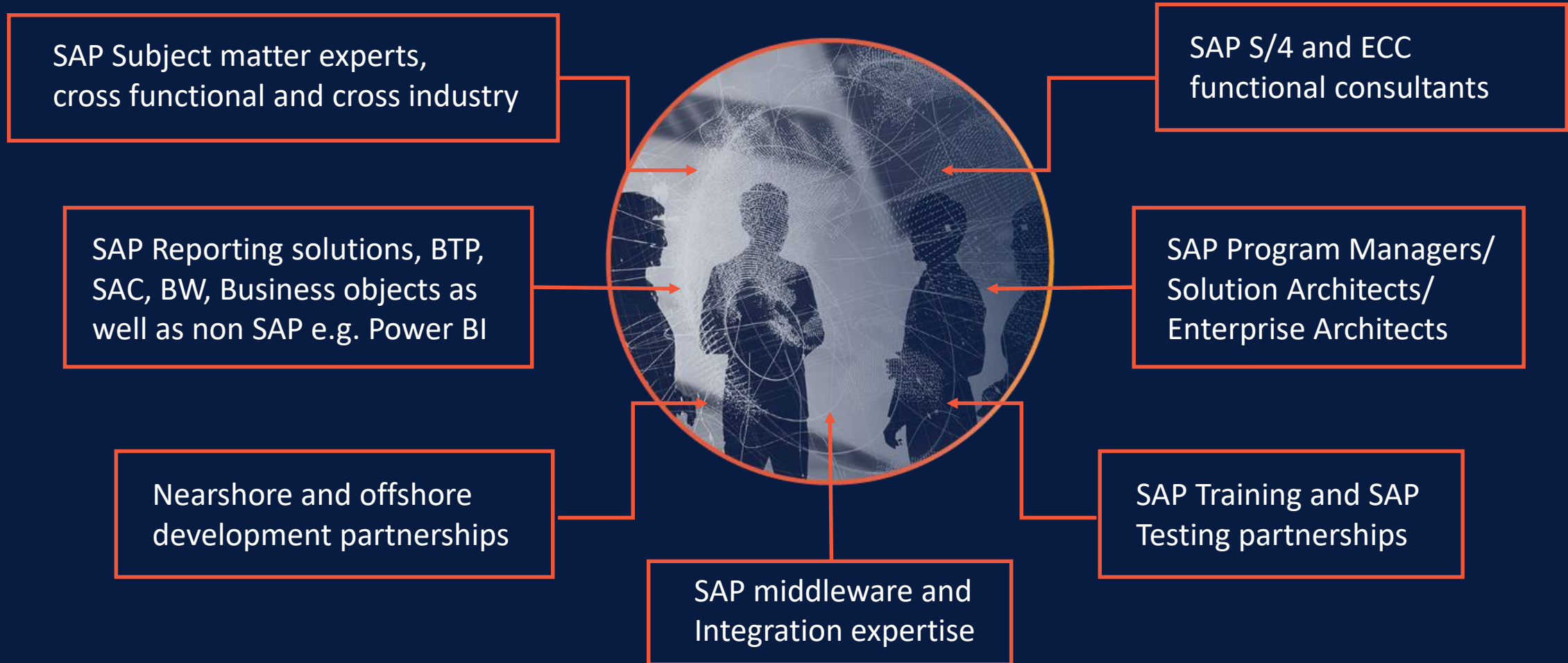
Sapro Stats

- We have worked with over 40 of the leading companies in Ireland, recent clients include HSE (iFMS), Uniphar, CIE Irish Rail, Fyffes, Jazz Pharma, LetsGetChecked, Kyte Powertech Systems, please also see client list.
- On average we have 50+ Consultants delivering SAP functional, technical and program management expertise to our client base at any point in time – these contracts are typically 6-12 months but are often also extended.
- Most of these contract resources are people we have worked with multiple times across many clients – we are an employer of choice.
- Average t/o in the last 3 years – 6m Euro

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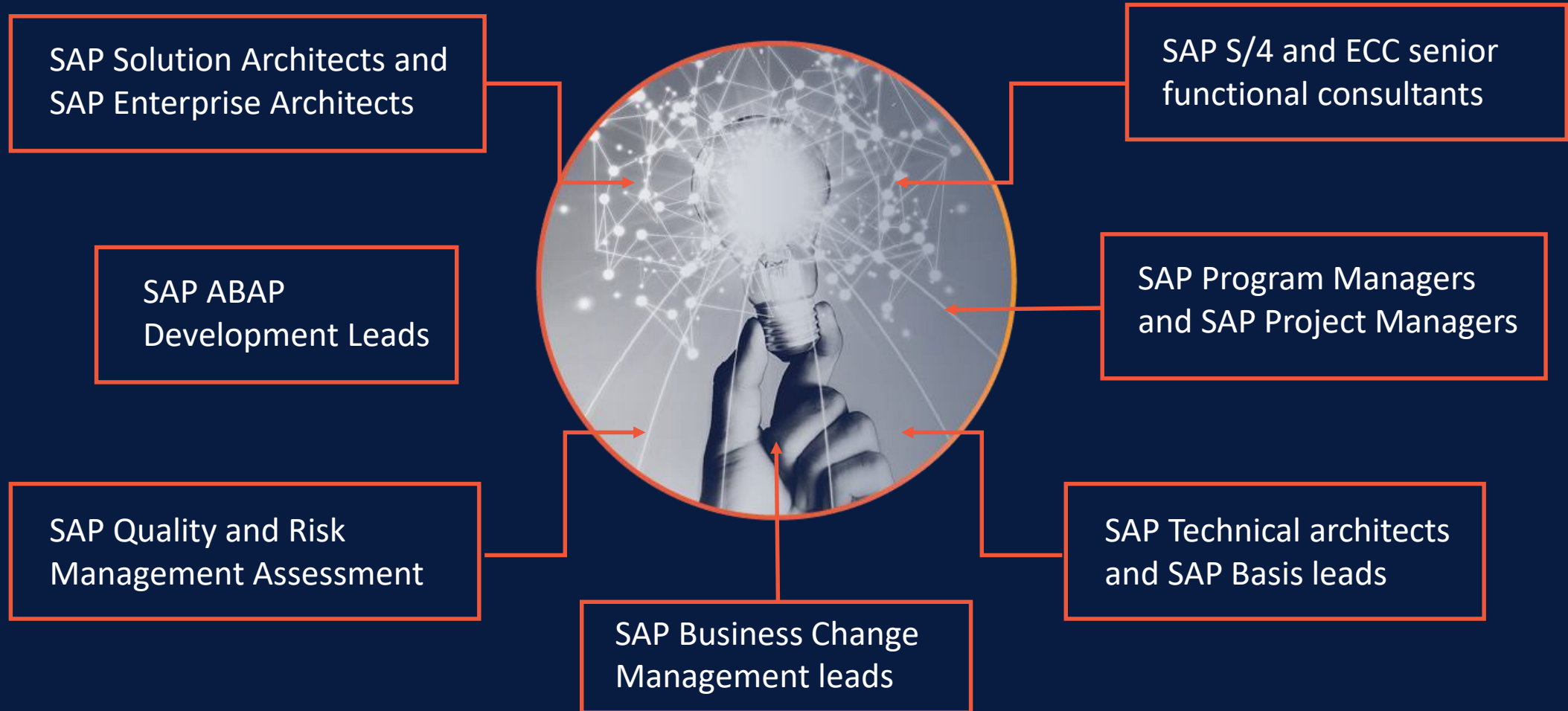
Sapro Solutions as an SAP expertise hub

We operate by bringing the following expertise together:



Sapro Solutions Typical project team roles we perform

Stakeholder Project Team



Sapro Solutions – Enterprise Roles

Enterprise Application(EA) Technology/IT Delivery Lead

- Manage or Oversee Enterprise Applications Selection/Delivery from an IT perspective using the appropriate project management methodology.
- Act as Liaison between Business, PMO & various technology teams.
- Represent IT during Enterprise Application requirements & selection process.
- Define or Review & Challenge EA Solution Proposal.
- Manage Enterprise delivery team directly or via vendor/technology partner POC.
- Provide Project Management Input (Project Plan, Status, Steering & RAIDs).
- Provide Input to QA Strategy/Test Plans & Test cycles.
- Quality assurance of the EA solutions, outcomes and artefacts.
- Liaison with Vendor/Technology Partner, Business & Solution Architect/CTO office on EA continued roadmap to meet Orgs needs.
- Support Organization Governance standards (GDP & ITIL etc.).
- Manage or Oversee EA package releases.
- Manage Production support or transition to production support.

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Sapro Solutions – Enterprise Roles

Enterprise Application SAP Program Manager

- Work with Enterprise Architect to Define high-level technology roadmaps and standards for the SAP Program about to be undertaken.
- Act as Point of contact with Business Stakeholders/Budget holder as single point of contact for Steering Committee meetings.
- Own the overall Project deliverables and escalation for non delivery of same.
- Bring all of the delivery team together under one PMO and track all expected outcomes.
- Manage and own Risk and Governance.
- Usually owns the Project P&L.
- Coordinate all the comms/change strategy for Program adoption.
- Own and chair Steering committee meetings with business stakeholders.
- Coordinate all aspects of the project lifecycle through to go Live and post Go Live support

Sapro Solutions – Enterprise Roles

Enterprise Application(EA) Business Change Manager with SME

- Define and validate the business needs and requirements
- Ensure the organisational feasibility of the Business Solution throughout the project.
- Ensure that the products or services correspond to the needs of the Business Owner and Users in accordance with the objectives, priorities and strategies of the organisation.
- Supervise the implementation of the solution
- Maintain constant liaison with the Project Manager, Test Manager and IT Delivery Manager to co-ordinate project.
- Analyse, document and establish the priorities of Business Change Requests
- Supervise User Acceptance Testing and Sign Off on results.
- Ensure fulfilment of and provide sign off on entry and exit criteria at selected and agreed test phases transition points – particularly at Business Acceptance Test phase
- Record Operation risks for business, Manage business risk for project.
- To own and champion the change within the business community.
- To notify stakeholders in the project of any proposed changes or strategy which may affect the project.

Sapro Solutions – Enterprise Roles

Enterprise Application(EA) Business/Technical Analyst

- Participate at preliminary requirement gathering stage with Business & Organization stakeholders.
- Creation of High Level Business/IT Requirements.
- Participate & provide feedback on EA presentations & selection process(if required).
- Run workshops and gather/document requirements & use cases.
- Provide input to EA Solution/Functional Design.
- Manage Change Requests to initial requirements
- Provide input to Test Plan & test execution.
- Ensure EA Solution continues to meet requirements via regular Solution/Function design & Test plan/Execution reviews.
- Provide input to project management on relevant activities

Sapro Solutions – Enterprise Roles

Enterprise Application(EA) SAP Senior Functional Consultant

- Participate at preliminary requirement gathering stage with Business & Organization stakeholders if required.
- Work with Project Manager to identify team structure and profiles required to deploy specific functional area.
- Provide guidance on Project methodology e.g Activate, align with PMO to ensure that all workstreams are consistent across the functional area.
- Align with PM and PMO on Project work packages and overall project plan timelines and deliverables.
- Manage Change Requests to initial requirements
- Provide input to Test Plan & test execution.
- Provide input to Training and Documentation Planning & execution
- Ensure Functional stream continues to meet requirements via regular Solution/Function design & Test plan/Execution reviews.
- Provide Knowledge transfer at project end to internal team or support partner.

Sapro Solutions – Enterprise Roles

Enterprise Application(EA) SAP Basis Consultant

- Taking care of all installations, upgrades, monitoring, performance and backup of all SAP systems including databases
Monitoring system architecture with focus on performance, scalability and availability, close collaboration with all technical partners and customers to meet SLA's
- Deliver full support on implementations, maintenance, migrations and upgrades/updates.
- Provide advice on technical well being of systems, development of the infrastructure incl future trending.
- Provide input to project management on relevant activities

Sapro Solutions – Enterprise Roles

Enterprise Application(EA) Work stream Lead with SME

- The Work Stream lead supports the aims and objectives of the specific work stream and represents the works stream on the Programme and will attend the weekly programme status meeting.
- To manage/build the deliverables from his/her area of expertise and feed updates to the Project Manager/Business Change Manager.
- To ensure that user-stated business requirements are addressed.
- To organise and drive prototyping and review sessions between users & team.
- Participate in various testing phases and meeting. POC for resolution of defects.
- To ensure changes requests are documented and controlled.

Sapro Solutions – Enterprise Roles

Enterprise Application(EA) QA Manager.

- Test Estimation: Ensure Project estimate is completed for all relevant test phases.
- Test Preparation: Develop and agree the QA Strategy with Project team.
- Devise an overall Testing Schedule incorporating all test phases, Unit, System, User Acceptance, Regression & Performance.
- Ensure Test Plan / Test Script / Master Regression Script preparation is completed & signed off by project & end users.
- Test Execution: Manage Test Lead / team to ensure test execution is completed on time, within budget and in accordance with QASD.
- Resolve any issues or blockages during test phase, support test leads.
- Test Exit & Completion: Ensure Test Exit is completed in accordance with exit criteria and signed off
- Support project close out activities are completed

Our Client List includes:

