Calero

SAP

A series of successes for this software company including a smooth migration, newfound confidence, and greater visibility to drive increased automation and savings

Background

Headquartered in Germany, SAP is the world's largest provider of enterprise application software. They employ more than 93,000 employees and serve customers in over 180 countries.

SAP was looking to transition to a new technology expense management (TEM) provider so they could gain traction against their road map. Some of their requirements included:

- Seamless transition

- Historical data load

- Minimal management from SAP

- Everything hosted in the cloud

- Enhanced reporting and features

- Empower users to gain their own actionable intel

- Scalable environment to continue growing number of vendors under management

Challenges

SAP experienced numerous issues with reporting outputs and validity during their time with their previous TEM provider. The results had to be collocated manually and needed significant lead times, causing data to be out of date and less actionable.

Additionally, SAP had experienced a difficult implementation with their previous TEM provider. When migrating to Calero, a seamless transition of critical services was expected, most notably cross charging during changeover to not disrupt team budgets.

Technology Environment

- **55** Countries

- **57** Vendors

- **67,000** Connections

- **86,000** Mobile Devices

Solution

SAP decided it was time to make a change for the better, selecting Calero as their new TEM provider. Calero enabled SAP to have confidence in the accuracy of the data, which allowed SAP to trust the reporting process. This, in turn, resulted in the ability to view real-time results instead of waiting for manual collation. Additionally, it allowed users to quickly consume the data, provide feedback, and have a more user-friendly experience.

What We Heard

> We have had several wins with Calero and are very glad we made the move. Certification was very successful with limited IT support required; the transition was successfully completed within expected timelines; data visibility through the dashboard has been a much-welcomed enhancement; and now we have visibility of live savings and actions for fleet managers.

- Gary Fortune,
Global Mobility Manager, SAP

Results

SAP achieved greater visibility, confidence, and optimization through several results:

- Savings analytics and ROI tools
- Ongoing optimization
- Increased automation
- Global C-Suite visibility into communications expense
- Real-time inventory validation
- Fleet manager reporting
- IT cost center visibility reporting
- Spend and usage summary insights
- Self- certification functionality and end-user dashboards and emails

Calero by the Numbers

We challenge convention and exceed expectations by delivering superior solutions with integrity and personal service that is lacking from our competition. Our solutions are designed to provide clarity, control, compliance and cost savings across your global technology estates. Whether you're considering a relationship with us as a customer, a partner, or a member of our team, we invite you to get to know us and our passion for this industry.

25+ Billion
In Spend Manged

4.5+ Million
Devices Under Management

2,500
Carriers Supported

150
Currencies Supported

Calero