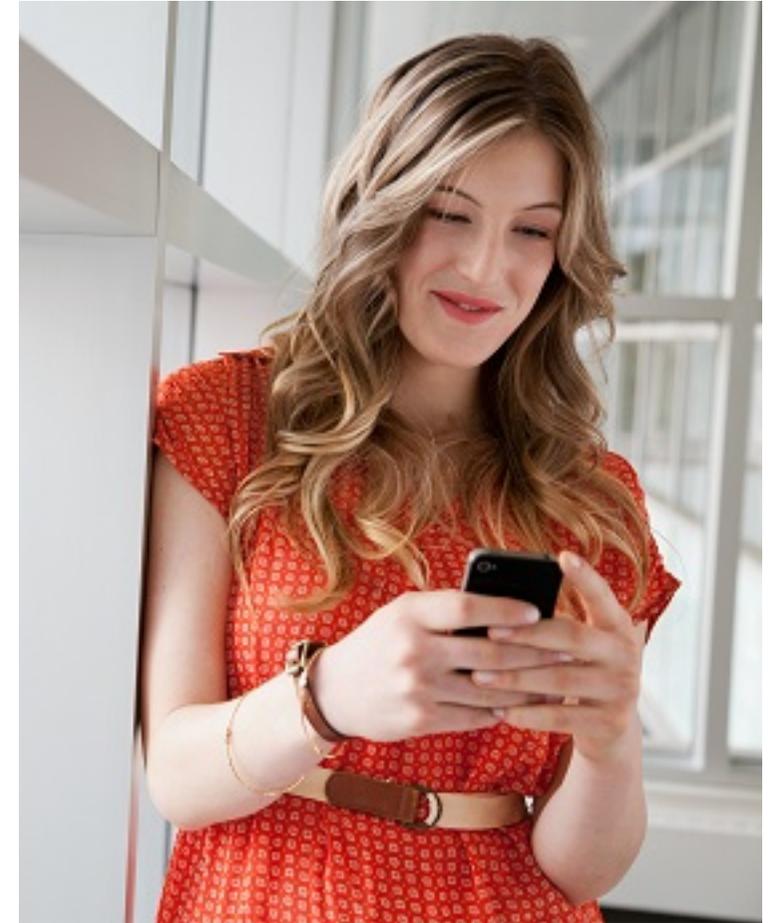




## Utopia: Streamlining Operations Enterprise-Wide and Driving Global Growth with SAP® Business ByDesign®

Companies in virtually every industry around the world rely on Utopia Global Inc. to make sure they have the quality data they need to make the best business decisions. Utopia's enterprise-class data management services and software solutions empower customers to get their data right – and keep it right. As an SAP partner that also offers solution extensions for the SAP® Master Data Governance application, Utopia has a close relationship with SAP. So when the time came to simplify and strengthen its IT infrastructure to support future growth in far-flung geographic regions, Utopia turned to the cloud-based SAP Business ByDesign® solution.

SAP Business ByDesign eliminated the need to set up and maintain a complex network of on-premise implementations within a global IT infrastructure. Today, Utopia can rely on the solution's integrated enterprise resource planning (ERP) functionality to support streamlined processes across sales, finance, accounting, project management, customer service, and HR. The result? Clearer insight into key operations, greater efficiency, and happier customers.



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# Working faster, improving visibility, and reducing cost

## Partner

Utopia Global Inc.

## Headquarters

Mundelein, Illinois

## Industry

High tech – software and related services

## Products and Services

Software, consulting, and services in the area of enterprise data management

## Employees

400

## Web Site

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

## Objectives

- Manage a growing, global business more efficiently and effectively
- Eliminate a complex IT infrastructure consisting of separate systems for accounting, customer relationship management (CRM), HR, and project management
- Provide each department with the timely and accurate information it needs

## Why SAP

Cloud-based SAP® Business ByDesign® solution with comprehensive and fully integrated enterprise resource planning (ERP) functionality

## Resolution

- Replaced multiple and disparate legacy systems with a single, on-demand instance of SAP Business ByDesign
- Deployed SAP Business ByDesign across accounting, customer service, finance, HR, project management, sales, and supplier management

## Benefits

- Reduce cost and simplify IT by relying on a cloud-based ERP solution to manage the business
- Gain clear visibility into sales quotes, conversions, invoicing, and the current status of projects
- Invoice customers more quickly and accurately, and proactively generate change orders as needed
- Streamline sales, project management, HR, invoicing, and accounting processes

## 28%

Reduction in days sales outstanding

## 20%

Less effort for finance to create customer and supplier invoices

## 30%

Less time needed for project administration

## 20%

Improved efficiency in HR administration

## 20%–30%

Annual growth supported by SAP Business ByDesign

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"One of the things I love about SAP Business ByDesign is the insight it gives me into the business. I can see how many sales quotes were created, which ones converted into sales orders, and how each project is proceeding, along with the invoices issued and payments received."

Peter Aynsley-Hartwell, CTO, Utopia Global Inc.

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