


**YOUR
TRUSTED
PARTNER**



TECHNOLOGY MEETS BUSINESS

30 April 2025

- 
- The background of the slide is a blurred image of a person's hands working on a laptop. Overlaid on this image are several semi-transparent icons: a cloud with an upward arrow, three document icons, and a complex network diagram with nodes and connecting lines.
1. HELLO
 2. ABOUT SAP
 3. PPS SUCCESS STORIES
 4. WHY IT IS INTERESTING



01

HELLO

WE ARE



SAP



VASIL VELICHKOV



Vice CEO
Power Partner Solutions

8+ Years
Global SAP Architect
MSG London

4+ Years
SAP Developer
TBI Vienna



SASHKA SASHOVA



Marketing & Operations Lead
Power Partner Solutions

9+ Years
Global Operations Lead
VML London, part of WPP
(former Wunderman Thompson and JWT)
In charge of 40+ markets worldwide
for the Nestle Company

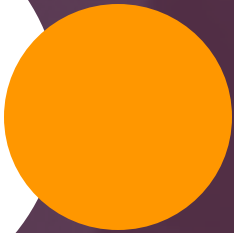
6+ Years
Regional Business Director CEE
U.S. Public Advocacy, led out of VML MENA, part of WPP
(former Wunderman Thompson and JWT)
In charge of 6+ CEE markets

10+ Years
Client Service Director,
Strategy Acceleration Director
Huts JWT
Working with leading Bulgarian and multinational
companies, occupying local and regional roles



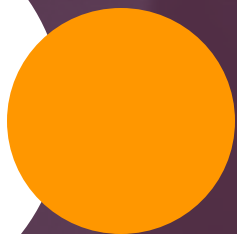
PPS IS A TEAM OF PROFESSIONALS WITH SUCCESSFUL CAREERS ABROAD THAT SAW THE BUSINESS POTENTIAL IN BULGARIA





WHO WE ARE





WHO WE ARE

15 YEARS OF
EXPERIENCE



LOCAL & INTERNATIONAL PROJECTS



FLUENT COMMAND OF ENGLISH,
GERMAN, RUSSIAN AND BULGARIAN



WIDE SPECTRUM OF INDUSTRIES

16+
COUNTRIES

50+
CONSULTANTS



WHERE WE OPERATE

CURRENT CORE BUSINESS IS IN BULGARIA, USA, GERMANY, ROMANIA, TURKEY, MOLDOVA, SERBIA AND GEORGIA WITH THE STRATEGY TO EXPAND ACROSS ALL GEOGRAPHIES





02

ABOUT SAP



LET'S START FROM THE BEGINNING...

HAS ANYONE HEARD OF **SAP**?

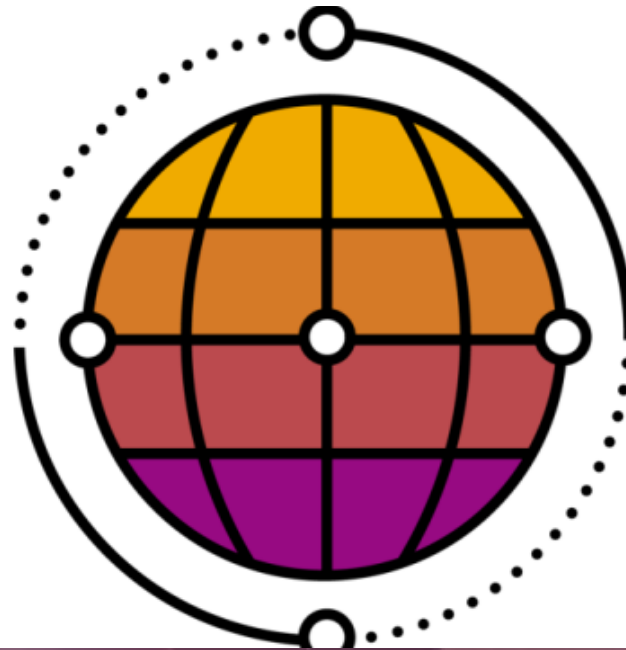




Proudly helping companies run at their best for 50 years

87% of the world's transaction
revenue touches an SAP system in over
180 countries

94% of the world's 500 largest
companies are SAP customers



85 of the **100** largest
companies in the world are SAP
customers

440,000+ customers in
140+ countries



2

ABOUT SAP

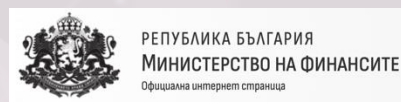
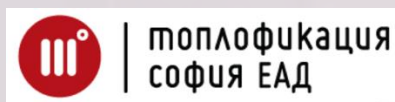


GLOBALLY
The Top 10 Companies Using SAP





IN BULGARIA
The biggest companies and institutions







NOW LET'S TAKE A STEP BACK...



DO YOU KNOW WHAT THIS IS?





ENTERPRISE





ENTERPRISE RESOURCE





ENTERPRISE RESOURCE PLANNING





ERP Software covers company core business areas like:

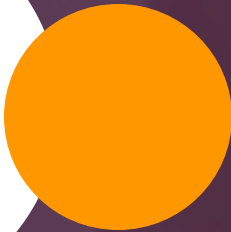
- Procurement
- Production
- Material management
- Sales & distribution
- Sales
- Marketing
- Finance
- HR





**IS THE BIGGEST
AND OLDEST
ERP SYSTEM IN
THE WORLD**





A FEW FACTS



founded in
1972

based in
**Walldorf
Germany**

employees
worldwide
105k+

countries
140+

cloud
users
230M+

SAP HAS ESTABLISHED THE GLOBAL STANDARD FOR ERP SOFTWARE

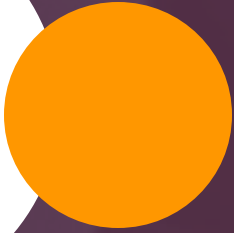


HELPS COMPANIES AND ORGANIZATIONS OF ALL SIZES AND INDUSTRIES RUN THEIR

- **BUSINESSES PROFITABLY**
- **ADAPT CONTINUOUSLY**
- **GROW SUSTAINABLY**



NOW LET'S THINK A BIT...



- **Get into groups of 4**



- **Think of the lifecycle of a.... :**
 - brand
 - service
 - anything that comes up to your mind

BE BOLD AND CREATIVE

Think from raw materials and creation up to consumption/ use

- **You have 10 minutes**



LET'S SEE YOUR THOUGHTS



SAP CONSULTING CONNECTS

TECHNOLOGY



&

BUSINESSES



TO DRIVE GROWTH

ESSENTIALLY ALL OUR DATA PASSES VIA SAP

HOW IT WORKS

SAP

- Develops and maintains the standard products
- Sells software licenses to customers
- Offers certification

SAP Partners – over 22 000 consulting companies

- Sell product licenses
- Provide consulting services:
 - Customize and implement SAP-based solutions
 - Integrate SAP with other systems
 - Maintain and support
 - Conduct trainings

SAP

SAP PARTNERS

SAP MAIN ROLES



SAP USER



**SAP FUNCTIONAL
(BUSINESS)
CONSULTANT**



**SAP TECHNICAL
CONSULTANT
(ABAP DEVELOPER)**



**SAP BASIS
CONSULTANT**

THE MAIN PROCESSES

CONFIGURATION

LOG IN TO THE SYSTEM AND CHANGE THE WAY IT BEHAVES.

ENSURE THAT THE RIGHT IT IS ALIGNED WITH THE BUSINESS NEEDS TO PROVIDE EFFICIENCY AND COMPLIANCE WITH THE LOCAL REGULATION

DEVELOPMENT

THIS IS PROGRAMMING WORK, DONE WHEN THE CONFIGURATION CHANGES ARE NOT ENOUGH TO MAKE THE ERP SYSTEM DO WHAT WE WANT IT TO DO. CHANGES ARE MADE IN THE PROGRAMS TO CHANGE THE BEHAVIOUR OF THE SYSTEM.



03

PPS SUCCESS STORIES

KEY PROJECTS

**OVER THE
PAST TWO
YEARS**

SAP ECC AUDIT &
S/4HANA MIGRATION
CONCEPT



SAP ECC AUDIT &
S/4HANA MIGRATION
CONCEPT



SAP BASIS ANALYSIS OF
UNUTILIZED OBJECT &
CODE ARCHIVING



SAP S/4HANA PUBLIC
CLOUD
IMPLEMENTATION



SAP S/4HANA PRIVATE
CLOUD
IMPLEMENTATION



SAP ECC SUPPORT &
DEVELOPMENT



SAP ACADEMY





THE FIRST LAUNCH IN BULGARIA OF SAP S/4 HANA PUBLIC CLOUD THE SAP GLOBALLY TOP PRIORITY STRATEGIC PRODUCT

INDUSTRY

Manufacturing

COMPANY SIZE

Mid-size enterprise with global supply chain operations

BUSINESS MODEL

B2B manufacturing and distribution

CHALLENGE

Outdated ERP system that couldn't support modern business processes or scalability

BUSINESS CHALLENGES

**Manual Processes
Data Fragmentation
Inflexible Systems**

SOLUTION - MIGRATION TO SAP S/4HANA

**Centralized Operations
Process Optimization
Real-Time Data**

OUTCOME

**Operational Efficiency
Cost Savings
Scalability**



DATASPHERE FOR UNIFIED DATA MANAGEMENT

INDUSTRY

Energy

COMPANY SIZE

Large energy trader within Bulgaria

BUSINESS MODEL

Omnichannel retail

CHALLENGE

Fragmented data across SAP and non-SAP systems, hindering insights and strategic decision-making

BUSINESS CHALLENGES

Data Silos - data spread across different ERP systems (SAP & non-SAP)

SOLUTION - MIGRATION TO SAP S/4HANA

Centralized Operations
Process Optimization
Real-Time Data

OUTCOME

Operational Efficiency
Cost Savings
Scalability



04

WHY IT IS INTERESTING

WHY IT IS INTERESTING

SAP CONSULTING IS NOT JUST ABOUT TECHNOLOGY

IT REQUIRES KNOWLEDGE IN ECONOMICS, BUSINESS AND ENTERPRISE MANAGEMENT



IN HIGH DEMAND

Most organizations with SAP are more likely to offer jobs to graduates with SAP know-how, as well as to a SAP functional and technical experts. Highly ranked compensation for SAP consultants.



TRANSFERABLE SKILLS

SAP consultants can apply their technical and functional know-how on other skills like analysis, design and implementation, assisting the organization in training, improving and enhancing a business process, data conversions, training and developing special interfaces.



ON-THE-JOB-LEARNING

The SAP software education is a great way to learn about business. From automobile or chemical companies, through defence, government agencies, or consulting and software development companies, you get a close-up look at how an organization operates.



WORKS WITH THE BIGGEST BUSINESSES

The possibility to work with the best and the biggest companies and businesses, in an agile, hybrid format.

WE BELIEVE SAP WILL ADD VALUE TO YOUR FUTURE PLANS

**BROADEN YOUR
HORIZONS – NEW
PERSPECTISE**

on what you can do with
your skills

**A NEW FIELD FOR
PROFESSIONAL
REALIZATION**

with really high potential

**IN LINE WITH THE
LATEST TRENDS**

on SAP both,
globally and locally

**OFFER PRESTIGIOUS
PERSPECTIVE**

for a successful career



**LOOK FORWARD TO OPENING NEW HORIZONS
FOR SUCCESSFUL CAREERS IN BULGARIA**



ITmetamorphosis
by PPS



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