



PRESS RELEASE

SAVANNAH APPOINTS SPERKJET EAST AFRICA LTD (SEAL) TO PROVIDE SAP All-in-One ERP SOLUTION ON A NATIVE HANA PLATFORM

Nairobi, February 18th 2014..... Savannah Cement has signed an agreement with Sperkejet East Africa Ltd (SEAL) and SAP Africa for the installation of an Enterprise Resource Planning (ERP) solution known as SAP All-in-One solution on SAP HANA platform.

The HANA system is an initiative solution of both HP and SAP, enabling seamless data management for real time enterprises which enables the management of data assets.

According to the initiators, HANA was the first solution to be certified by SAP for disaster tolerance with its efficiency for capturing real business intelligence for growth of the economy.

Adoption of the latest technology by organizations has increased globally making software manufacturing companies to come up with new innovative ideas and technologies that enhance the running of operations.

Savannah Cement has heavily invested in the SAP All-in-One solution on SAP HANA platform because it significantly enhances functionality, service and efficiency far beyond the legacy SAP solutions that are currently in the industry. Kenya is the second country in Africa to adopt this system and Savannah Cement is the first organization to implement this technology in the region.

Savannah having signed on SAP will benefit from speed as HANA provides a foundation on which to build a new generation of applications, enabling customers to analyze large quantities of data from virtually any source in real time. With the fast growing real estate industry in Kenya, Savannah is the first cement company to be able to plan and forecast confidently as SAP HANA's real time operational reporting will continuously give visibility into companywide spending patterns further boosting their forecast business needs, maximizing cost savings and reducing supplier risks.

In addition, the company will be able to optimize revenue sources by being able to adjust their product mix and placement based on actual sales and inventory data thus being able to maximize sales opportunities and cut out of stock events meaning the Kenyan real estate needs of having cement will be better resourced.

“Due to the increase in our business volumes, we felt that there was a clear need to review our approach to technology, and we’re pleased to have selected SEAI and SAP to provide us a solution that addresses our need to offer a differentiated and an excellent customer experience to both our internal and external customers”, Ronald Ndegwa- MD Savannah Cement.

“Savannah expects a solid return on investment with the SAP solution” concluded Ronald Ndegwa.

Serge Marc Victor Blockmans, CEO of SEAI adds that “the ongoing SAP project implementation scope encompasses the finance and supply chain processes, as well as an interface to the weighbridge. SEAI adopts SAP’s ASAP and Rapid Deployment implementation methodologies. This allows for the solution to be delivered in a mere 4 months which allows Savannah Cement to reap the benefits of the investment very soon. SEAI is proud to implement the first SAP HANA technology based solution in the region”

SAP was selected after a competitive review process. In choosing SAP, Savannah officials cited SAPs successful track record and said of all the solutions reviewed, SAP on HANA Native was the most comprehensive as an industry leading solution. The introduction of in memory computing to the SAP basket ensured that Savannah was well placed ahead of its competitors to deliver a responsive, differentiated and intentional customer experience.

Speaking during the media briefing Serge Blockmans, chief executive officer (CEO) of SEAI Ltd said: “SAP HANA is an innovative solution and is doing very well internationally. Through our partnership with SAP, our goal is to push it in East Africa and this is why we brought in HANA experts from SAP to Kenya.”

“Savannah Cement communicated a clear and revolutionary need to change its approach to technology, and we’re pleased they selected SAP All-in-One powered on an SAP HANA platform to help provide an improved customer experience and staff efficiency” Mr. Andrew Waititu- MD SAP Africa

By choosing SAP All-in-One solution on SAP HANA platform on a SAP platform, Savannah is proving itself to be forward-thinking and this truly reflects their enthusiasm of taking the lead in technology in the highly competitive extractive industry in Kenya.

The HANA system has already been adopted in developed countries and is now making its mark in Africa, with Kenya projected to be leading in its adoption.

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About Savannah Cement Ltd.

Savannah Cement is the 6th and newest entrant into the cement market in Kenya with a state of the art, eco-friendly cement grinding plant with a capacity of 1.5 million tons a year. The plant is located at the Kenyan cement belt in Athi-River which is 30km from Nairobi City in Kenya. The plant is strategically placed near Nairobi, which accounts for 50% of Kenya's cement consumption.

Savannah Cement is not only designed to make the best use of green technology, but is also focused on revolutionizing environmental management in the regional Cement Industry. The company shall operate its plant in line with the requirements of the Kenyan National Environment Management Authority (NEMA). It has also adopted a policy of open communication on environmental performance and aims to operate as a good neighbor by actively participating in the society and contributing to its well-being through a solid Sustainable development programme. The initiatives planned are in the areas of environment, sports, education and health. Savannah Cements value proposition is driven by a promise of a differentiated and intentional customer experience, best value in terms of price and consistent quality coupled with a strong distribution footprint to assure constant availability. The company aspires to be the cement of choice in the region and will be actively engaged in Rwanda, Burundi, Tanzania, Uganda, Democratic Republic of Congo and South Sudan

About SAP

As market leader in enterprise application software, SAP helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 190,000 customers to operate profitably, adapt continuously, and grow sustainably. Our mission is to help companies of all sizes and industries to run well. Our vision is to help the world run better.

About SPERKEJET EAST AFRICA LTD (SEAI)

Sperkejet East Africa Ltd (SEAI) is subsidiary of the Copy Cat Group of Companies which was founded in 2008.

SEAI is a leading SAP Enterprise Resource Planning (ERP) and SME Partner in East Africa and has its Headquarters in Nairobi, Kenya with a 100% focus on SAP implementations for private and public sector organizations in East Africa.

SAP boasts a wealth of experience in implementing SAP in the East Africa market as well as an array of experts who are trained in SAP Best Practices implementations.

Key areas that SEAI focusses on include:

- ✓ SAP Business All in one
- ✓ SAP business Objects
- ✓ SAP Business in one
- ✓ Software Maintenance
- ✓ Software Implementation service
- ✓ Software AG

Contacts

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