



Winners for:

**BEST TECHNOLOGY
IMPLEMENTATION**



EuroFinance
Treasury Excellence
Awards 2023

SUCCESS STORY

Excellence meets simplicity.

How **Siemens Gamesa** harmonized their system landscape with **TIS**
& made their early adoption of SAP APM a **success**.

ABOUT SIEMENS GAMESA

Siemens Gamesa is a global leader in the renewable energy industry, headquartered in Zamudio, close to Bilbao in northern Spain. As a pioneer in the development of offshore wind turbines, they built the world's first wind power plant in Denmark in 1991. Today, they are active in 85 countries with more than 235 entities, and are continually working to provide the world's best offshore and onshore wind turbines and services. Annual turnover of Siemens Gamesa is at around 10 billion EUR. Within Treasury, Siemens Gamesa operates roughly 900 bank accounts worldwide, as well as around 400 internal bank accounts. Payments are triggered out of various SAP systems as well as HR systems and other ancillary systems supporting the standard payment process. All payments are ultimately directed to TIS, where the approvals are done and payments are then released to the banks.



85
Countries



235
Entities



Heterogenous
System Landscape



1,300
Bank Accounts

THE OBJECTIVES

Siemens Gamesa recently undertook a project to **harmonize their extremely complex and siloed Treasury system landscape on a global scale**, across all 235 legal entities and 85 countries. At the same time, they wanted to build a new and industry-leading In-house bank based on the latest SAP version, including SAP APM (Advanced Payment Management) as an early adaptor.

While executing these two major projects simultaneously was already very ambitious in itself, progress needed to be achieved within a very tight timeline in order to avoid breaching a merger agreement and risking penalty fees.

THE CHALLENGE

● Extremely
challenging
system
landscape

● Ambitious and
innovative
project

● Early adoption
of new
technology
(SAP APM)

● Global scope
(85 countries,
235 entities)

● Tight timeline
with the risk of
penalty fees



Siemens Gamesa Renewable Energy is the result of a carve-out and a merger happening simultaneously: A carve out of Siemens Wind Power and a merger with the Spanish company Gamesa Eolica. Therefore, the Treasury department was confronted with an extremely complex and heterogenous system landscape. Two different system maturity stages were colliding. Across the legacy Siemens side, Finavigate was used for Payments, In-house Banking, and Intercompany Clearing (ICC). Finavigate was of high maturity and very powerful, but also complex and cumbersome to maintain. The Gamesa legacy systems on the other hand were on a low level of maturity, characterized by a disparate, scattered system landscape. The result of these two worlds colliding was a lack of harmonization, automation, visibility, and insights, as well as a lack of compliant and secure processes.

Bringing the two worlds together with the solutions already in place was not an option, not only due to large workforce of developers and IT staff which would have been needed to implement and operate Finavigate across all entities, but also because this option was ruled out in the merger contract. Furthermore, the objective of unifying the system landscape on a global scale was not the only priority. In addition, Siemens Gamesa simultaneously planned to build a whole new In-house Bank, based on the latest SAP version, including SAP APM (Advanced Payment Management). And, most importantly, all of these projects needed to be realized within a very tight timeline in order to avoid breaching the merger contract and risking penalty fees.

THE ROLL-OUT

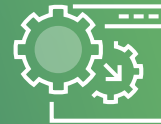
PHASE 1



Harmonize the heterogenous payment landscape of legacy systems on the Gamesa part.

Establish secure end-to-end processes with the help of TIS.

PHASE 2



Switch over the Siemens legacy system Finavigate to TIS and SAP.

Build the setup for a payment factory, including an in-house bank solution, inter-company clearing & payments on behalf.

Within only 2.5 years, Siemens Gamesa managed to roll out a completely new payment factory and system architecture.

THE ACHIEVEMENTS

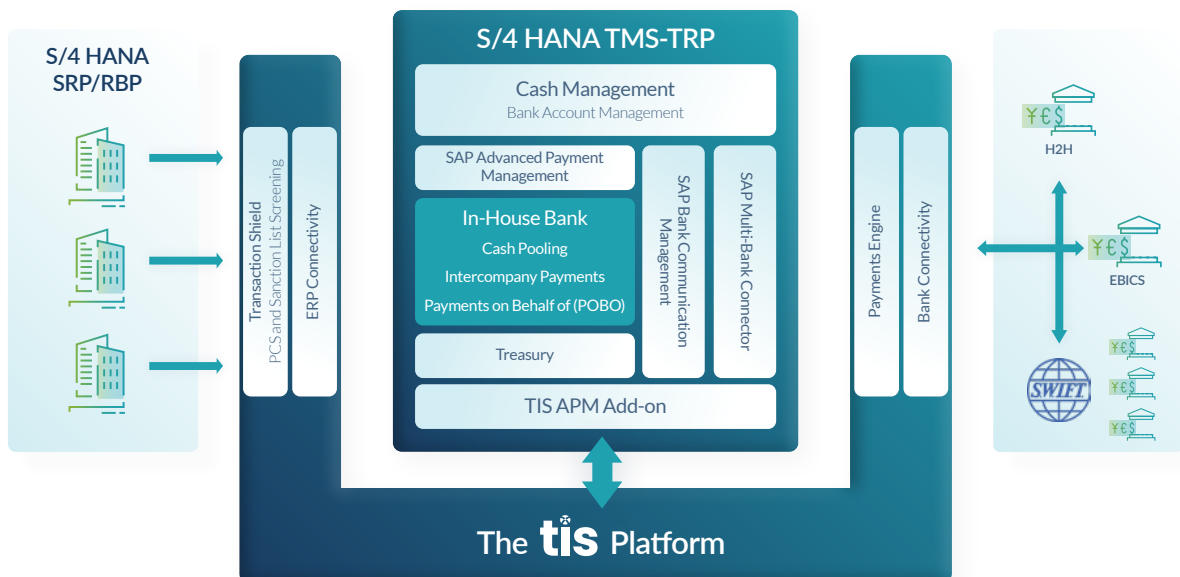
TIS enabled Siemens Gamesa to break down their siloed and disparate system landscape on a global level and to set up an innovative In-house Bank with the latest version of SAP, including SAP APM. **This In-house Bank allows real-time reporting and automated processes on a level which has not yet been matched by any other In-house bank.** Not only are outflows from the In-house Bank processed automatically, but also inflows allocated based on AI algorithms.

As a result, Siemens Gamesa can now benefit from harmonized, stable, and strong processes across all entities worldwide. As a direct result, this has significantly reduced complexity and streamlined daily activities for the Treasury colleagues. It has also set a benchmark in terms of process automation. Through innovative approaches, Siemens Gamesa's system setup outperforms traditional In-house Banks not only on payments, but also on the collection side. Today, around **85% of all Inflows into the In-house Bank can be allocated and booked automatically.** In the legacy solution, a comparable feature didn't exist at all. Siemens Gamesa also has a **clear status overview of all transactions from their ERP-systems in real-time and 100% cashflow and payments visibility.** For rejected payments, an **automated reversal process** is in place in the In-house Bank as well as in the Accounting ERP systems. Same is applicable for the ICC (internal company clearing process) which is now running via the SAP FIORI apps through ICMR.

"The In-house Bank we built based on SAP APM and with the help of TIS has set a new benchmark in terms of automation and visibility of cashflows and payments. It allowed us to close down approximately 800 bank accounts. This whole project would not have been successful without the innovation skills and flexibility of TIS."

Michael Faschang, Head of Treasury Systems at Siemens Gamesa

With the help of TIS, Siemens Gamesa was able to harmonize their extremely disparate system landscape and create a single connectivity hub for all global payments and cash management. In addition, Siemens Gamesa has established full connectivity, streamlined exchange of data, and implemented secure and compliant processes. Thanks to the proficiency and adaptability of TIS, upgrades and patches to SAP APM during this early stage of adapting to the new structure did not impose major challenges.



Benefits achieved with TIS



✓ Process efficiencies lead to **time and cost savings**. The new In-house Bank has enabled Siemens Gamesa to **shut down 800 bank accounts** within the last 2.5 years.

✓ The disparate treasury and ERP-system landscapes resulting from a carve-out and a merger could be **unified and harmonized on a global level**, across all 235 entities and 85 countries.

✓ A completely new and innovative **In-house Bank** could be **implemented simultaneously**.



✓ The treasury team now has a **100% visibility to cash balances** and payment statuses and benefits from real-time reporting and automated and secure end-to-end processes.

✓ Clear status overview of **all transactions from the ERP systems in real-time**.

✓ For rejected payments, an **automated reversal process** is in place in the In-house Bank as well as in the account ERP-systems.



✓ Entire scope was completed within **2.5 years**, which is exemplary for a project of this magnitude.

✓ Audit & Compliance proven Governance processes and **reduced complexity** by following SAP and TIS standards.

✓ **Efficient and future-proof setup**, as the new main system allows ancillary systems to be easily connected.



✓ **85% automated processing of Inflows** based on the AI of the In-house Bank in comparison to 0% before.

✓ **Tight timeline for such an ambitious project matched and penalty fees avoided**.

ABOUT TIS

TIS helps CFOs, Treasurers, and Finance teams transform their global cash flow, liquidity, and payment functions. Since 2010, our award-winning cloud platform and best-in-class service model have empowered the entire office of the CFO to collaborate more effectively and attain maximum efficiency, automation, and control. By streamlining connectivity between our customers' back-office systems and their worldwide banks, vendors, and business partners, TIS enables users to achieve superior performance in key areas surrounding cash forecasting, working capital, outbound payments, financial messaging, fraud prevention, payment compliance, and more.

With over 11,000 banking options, \$80 billion in daily cash managed, and \$2.5 trillion in annual transaction volume, TIS has a proven track record of combining our unparalleled market expertise with tailored client and community feedback to drive digital transformation for companies of all sizes and industries. As a result, hundreds of organizations and thousands of practitioners rely on TIS daily to gain strategic advantage, monetize data, improve operational efficiency, and better manage risk.

For more information, visit tispayments.com and begin reimagining your approach to global cash flow, liquidity, and payments.

Cash Flow, Liquidity & Payments.

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