



Empowering the Renewable Energy and Distributed Energy Resources Sector:

SAP Solutions for Financial Success



Agenda

Greeting and housekeeping

SAP industry insights and applications from Mark Hollis

Syntax use cases from Sasan Sajedi

Syntax for private equities from Amar Karande

Q&A

Conclusion



Speakers



**Mark Hollis, SAP's
Industry Advisor for
Utilities**

- Over 28 years of IT and Utilities sector experience.
- Specializes in regulatory, technological, and disruptive challenges in the utility industry.
- Spent 16 years at Duke Energy focusing on Customer Solutions & Innovation and Regulatory Compliance.
- Expert in the role of utilities in the intersection of innovation, data analysis, and emerging technologies for delivering cleaner, smarter, and more resilient commodities.
- Combines extensive industry knowledge with SAP® solutions to guide clients through organizational transformations amid change and competition.



**Sasan Sajedi, Senior
Solution Director at
Syntax**

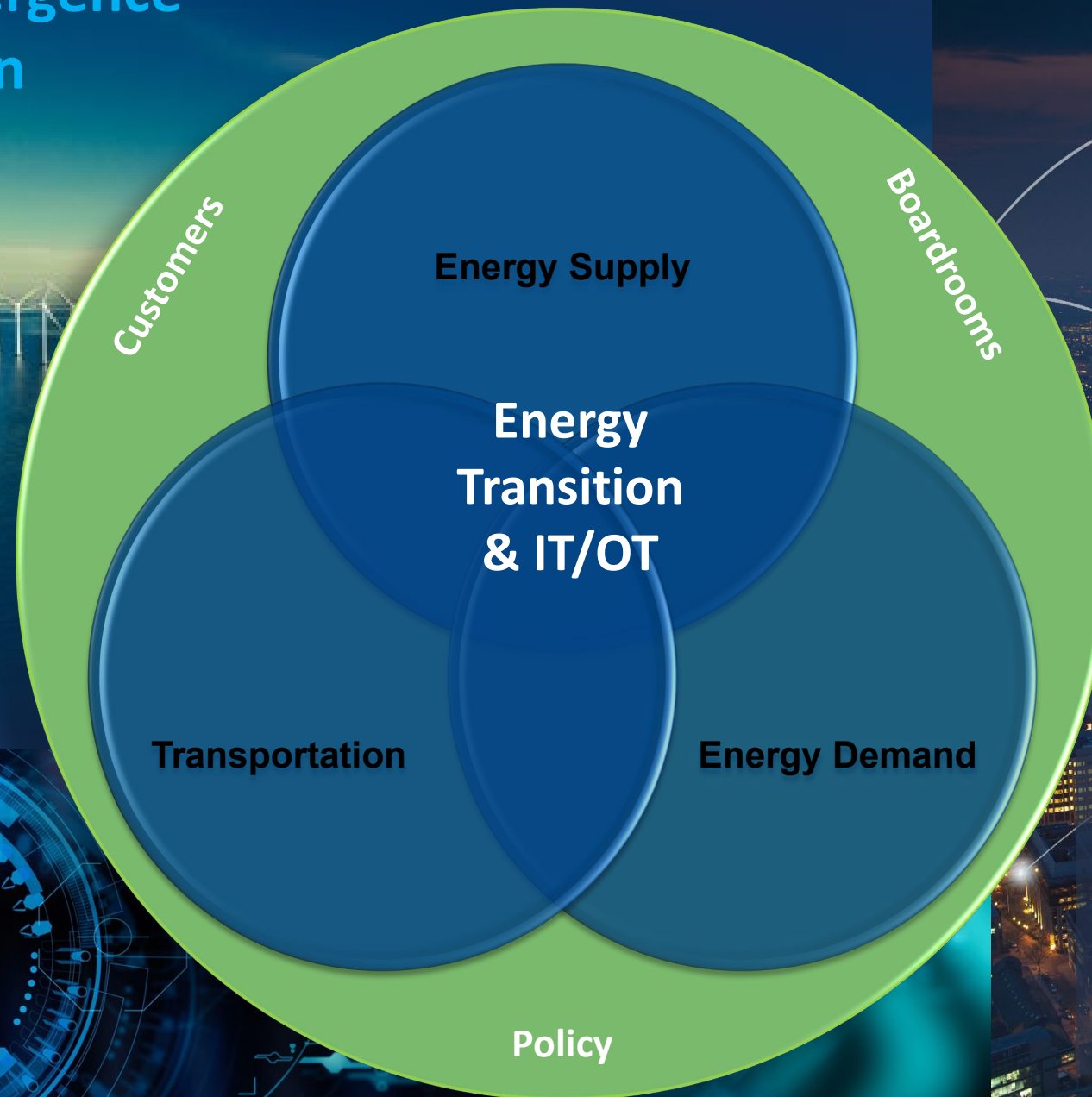
- Over 19 years of experience in FI-CO modules.
- Participated in more than 30 full-cycle SAP® implementation projects.
- Strong expertise in finance and management accounting; also, a skilled trainer.
- Familiar with Material Management, Sales and Distribution, Production Planning, Project System, and Quality Management modules, and their integration with FI-CO.
- Capable of handling all phases of enterprise SAP® projects in various industries as a chief architect, integration manager, team lead, and functional consultant.



**Amar Karande,
Partner and Head of
Private Equity at Syntax**

- Over 22 years of IT experience, including 18 years with SAP®.
- Specializes in leading complex IT projects and teams, with a strong track record in full lifecycle SAP® implementations.
- Skilled in team leadership, relationship management, and bridging technical and non-technical stakeholders.
- Background includes SAP®, consulting, data management, business intelligence, outsourcing, logistics, and customer service.
- Currently leads the Private Equity business, focusing on creating value, fostering growth, and mitigating risks.
- Expert in digital transformations, managing carve-outs, and steering cross-portfolio technology initiatives.

Fragmented Convergence & Energy Transition



Load Growth

- AI/ML, ChatGPT
- Data Centers
- Crypto
- EVs
- Long Haul EVs

Customer Programs

- Demand Response
- Energy Efficiency
- EV tariffs
- Net-metering
- Services

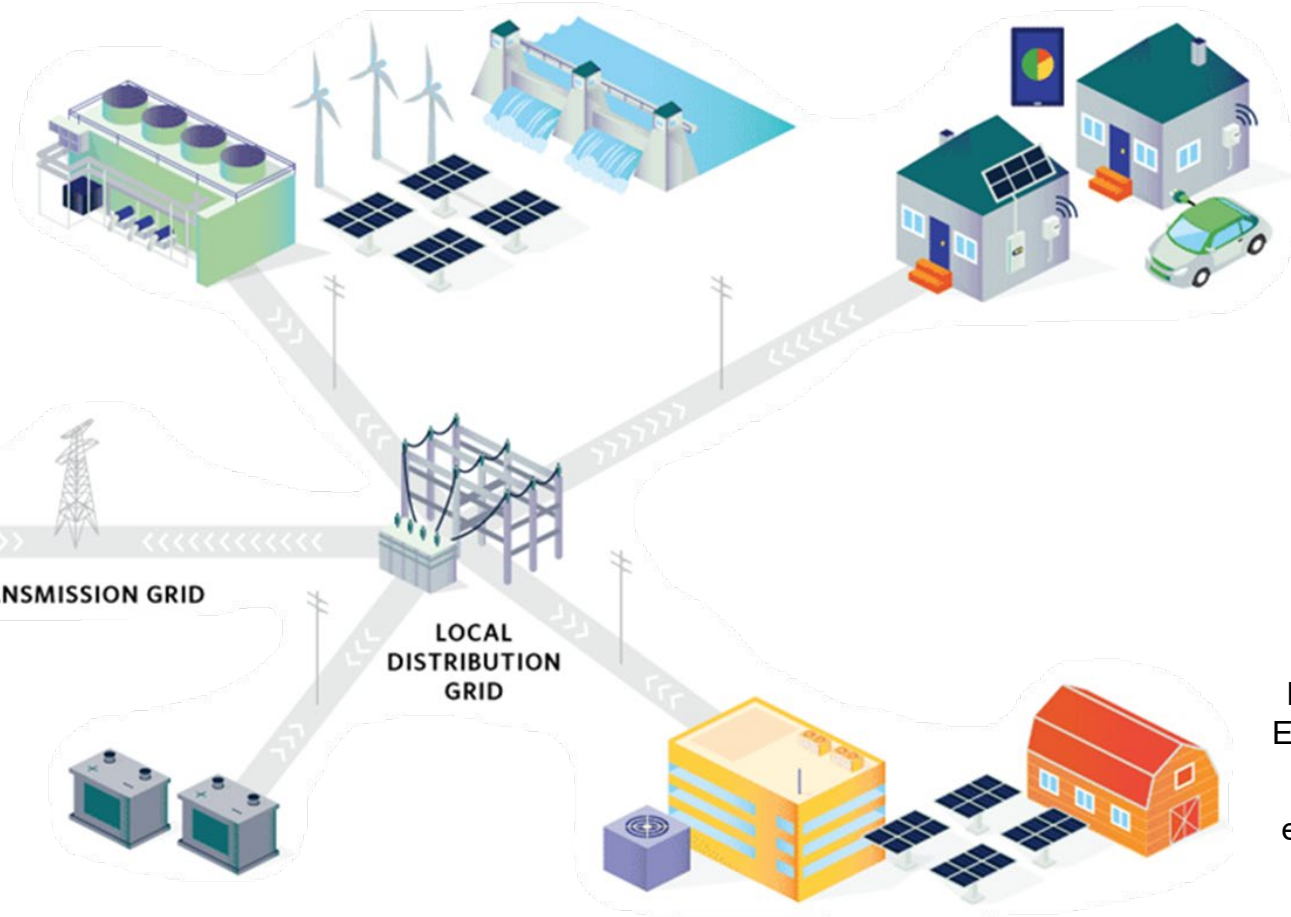
DERs & Renewables

- Solar, Wind, Hydrogen, Bio, Geo, etc
- Small Modular Reactors
- Long Duration Storage
- Microgrids
- Infrastructure
- Services

DERs and Renewables Opportunities

Utility Scale Generation

Small scale generation (i.e. wind, solar, hydro, bio, microgrid, SMR, etc)



Residential Generation, Storage, DR/EE

Consumer control energy usage at home from EE behavior and technologies

Supplement with onsite solar, battery, EV to use or shift consumption and pricing – to or from grid

C&I On-Site Generation, Storage, DR/EE

Business use/control energy usage through EE behavior and technologies and DR events

Ramp up and down high consumption equipment (i.e. heat pumps, boilers, chillers, etc) for peak and off peak

Supplement with onsite solar, battery, microgrids to use or shift consumption and pricing – to or from grid

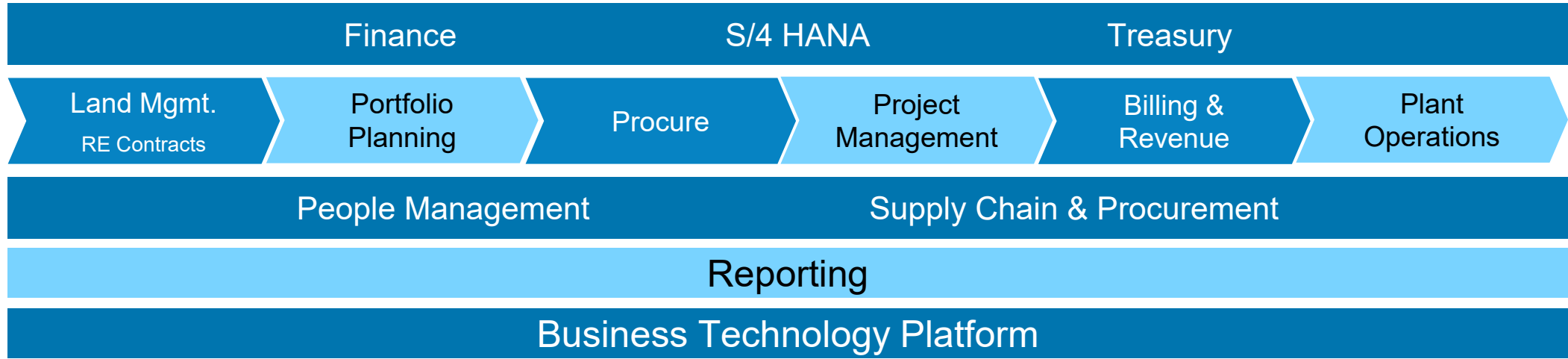
Long-Duration Storage

Batteries, store, not generate, but to be charged at low pricing and used during peak pricing

Opportunities may include design, develop, construct, operate, maintain, energy supply and consumption management, but may also be implemented as hybrid models.



Customer Specific Challenges With Fragmented Solutions



“Plant lifecycle financial models are in spreadsheet, not connected to enterprise forecasting and reporting system.”

Challenges

- Significant manual effort to retrofit and reconcile
- Impacting agility in ‘debt financing decision

“Poor visibility into long lead equipment procurement, contracts. Need to be ready when project starts. Engineering, procurement and projects not connected.”

Challenges

- Contracts getting expired, poor visibility into renewals puts supply chain at risk
- Slippage happens with manual tracking of changes in project plan/ procurement
- Manual maintenance of approved supplier list

“Need to make lease and royalty payment based on energy produced, renewable energy credits, etc.”

Challenges

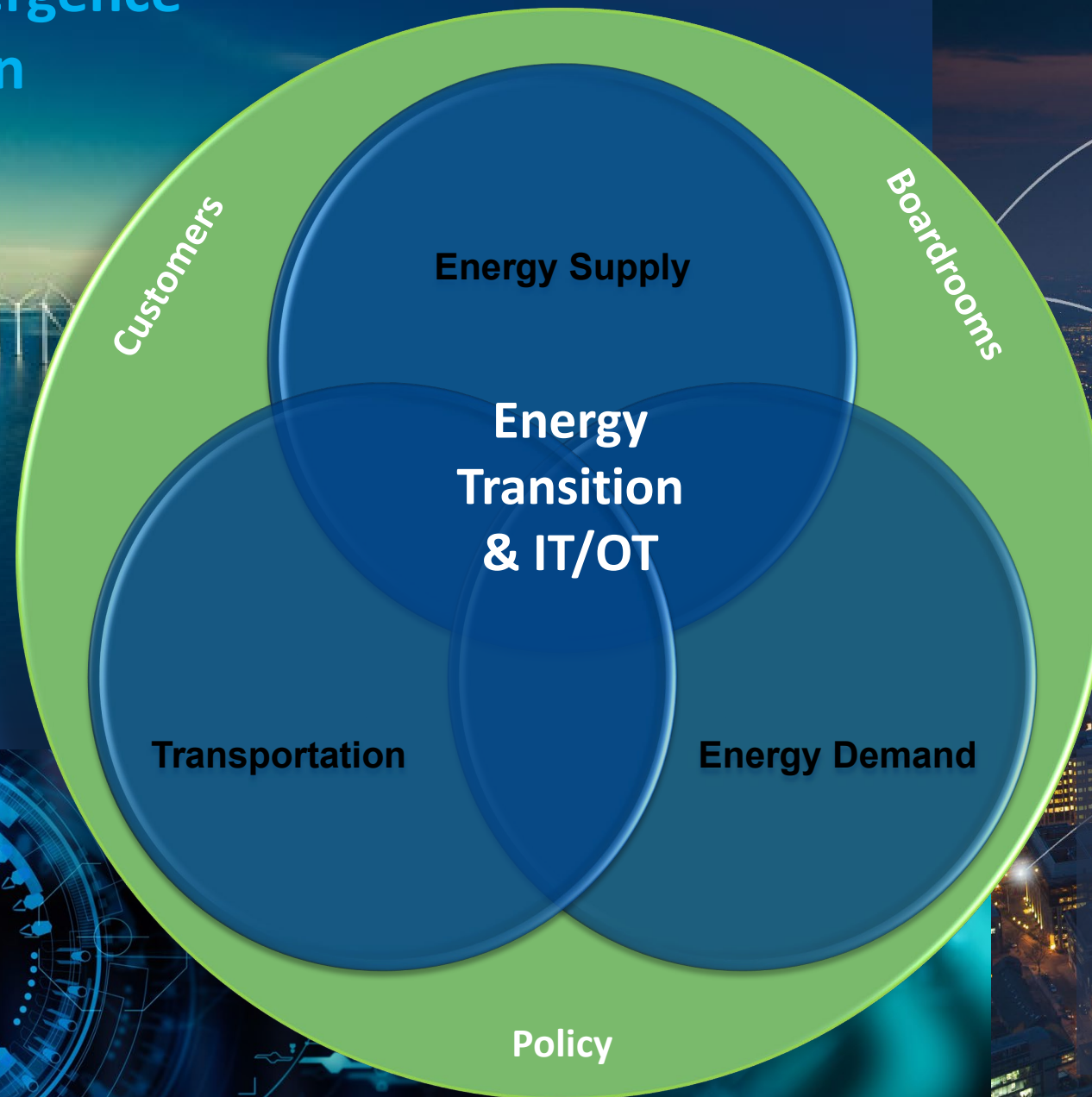
- Complex lease and royalty payment processing
- Low cash forecasting accuracy

“Field operations uses paper based maintenance and inventory consumption. Information entered manually later on.”

Challenges

- Field operators productivity
- MRO inventory optimization
- Maintenance worker scheduling

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Addressing industry challenges with SAP and Syntax tailored solutions

Why SAP and Syntax for your industry?

- Deeply understand the unique challenges of your industry, such as:
 - Complex regulatory compliance
 - Integration of modern technologies
 - Need for efficient operations
 - Financial structure and reporting
- Unique implementation accelerator built on top of SAP Activate and best practices
- Scalable and flexible solutions tailored to industry needs
- Comprehensive financial structuring and reporting capabilities
 - Organization of LLCs, cost centers, profit centers
 - Tailored charts of accounts and financial statements



Case studies: successful SAP implementations in Renewable Energy

Case study 1: Fast-track implementation for a startup (10 weeks)

- **About the client**
 - Renewable energy startup that develops innovative energy solutions for the urban electricity grid - 20M Annual Revenue, 400M secured investment
- **Initial challenges**
 - Reliance on Excel-based accounting and procurement
 - Need for a scalable financial management solution
 - Difficulties in structuring financial organization for lender reporting
 - Lack of tools for profitability tracking across different projects
- **Project approach**
 - Implemented SAP S/4HANA Cloud using SAP Best Practices
 - Utilized unique implementation accelerator
 - Followed a Minimum Viable Product (MVP) approach in Phase 1
- **Results**
 - Improved financial transparency
 - Real-time reporting
 - Enhanced operational efficiency

Case study 2: Complex implementation for an established company (5 months)

- **About the client**
 - Provider of clean energy and decarbonization solutions - 50M annual revenue
- **Project scope and customization highlights**
 - ERP system for core financial processes across 60+ LLCs with consolidated corporate view
 - US localization
 - Central invoice management with OCR capability to automate and streamline the processing of a high-volume supplier invoices
 - Customized procurement and inventory management to include specific forms, workflows, and approval processes
 - Sales and pricing
 - Custom interfaces for integration with Payroll and Timesheet systems
 - Project management with timesheet functionality
 - Integration with existing systems
- **Results**
 - Significant improvements in financial and operational efficiency
 - Enhanced visibility and control across the organization



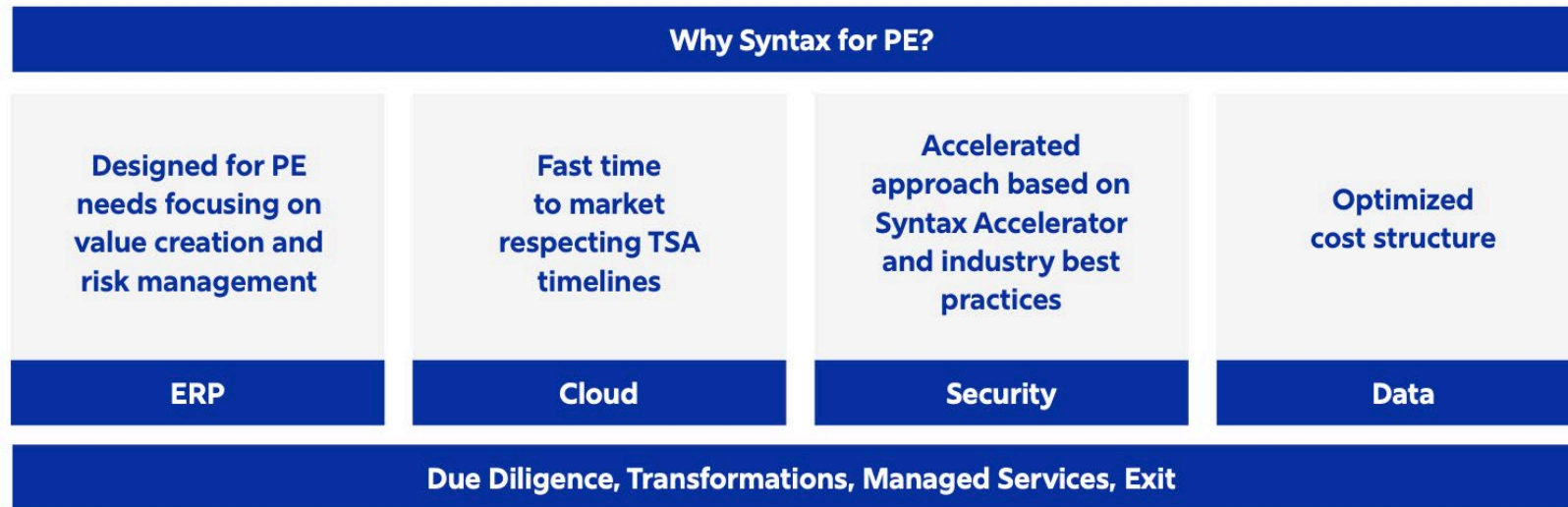
Amar Karande

Partner, Head of Private Equity



Why Syntax for Private Equity?

Syntax has developed PE specific offerings for risk management, cost optimization and exit preparation to support technology transformations through various phases of the PE lifecycle. Leveraging our proprietary Syntax Accelerator, we have developed packages for ERP transformations, Financial Consolidations, Cloud migrations and Managed Services to minimize cost and optimize time to value.



S/4HANA Cloud - Public Edition Packages for Private Equity

Private Equity

Type	Core	Essential	Advanced
Annual Revenue	<\$100M	\$100M- \$250M	\$250M+
Scope	Finance <ul style="list-style-type: none"> • General ledger • Accounts payable • Accounts receivables • Treasury • Management accounting 	<u>Core</u> + Procurement + Inventory + Sales <ul style="list-style-type: none"> • Purchase Order Management • Inventory Management • Logistics Invoice Verification • Sales Order Management • Delivery processing • Customer Billing 	<u>Essential</u> + Enhanced Finance, Procurement, Sales and WMS Integration <ul style="list-style-type: none"> • Enhanced Procurement (MRP, Subcontracting, RFQ, Contracts, Intercompany stock transfers) • Enhanced Finance (Enhanced Cash Management, Revenue Recognition) • Enhanced Sales (Returns, Consignment, Intercompany sales, Down payments) • Interfaces with WMS
Timeline	10-12 weeks	13-15 weeks	18-20 weeks

S/4HANA Public Cloud – Financial Reports/Financial Planning Accelerator

Private Equity

Integrated Financial Planning (IFP)

CAPEX Planning

Financial Statement
Planning

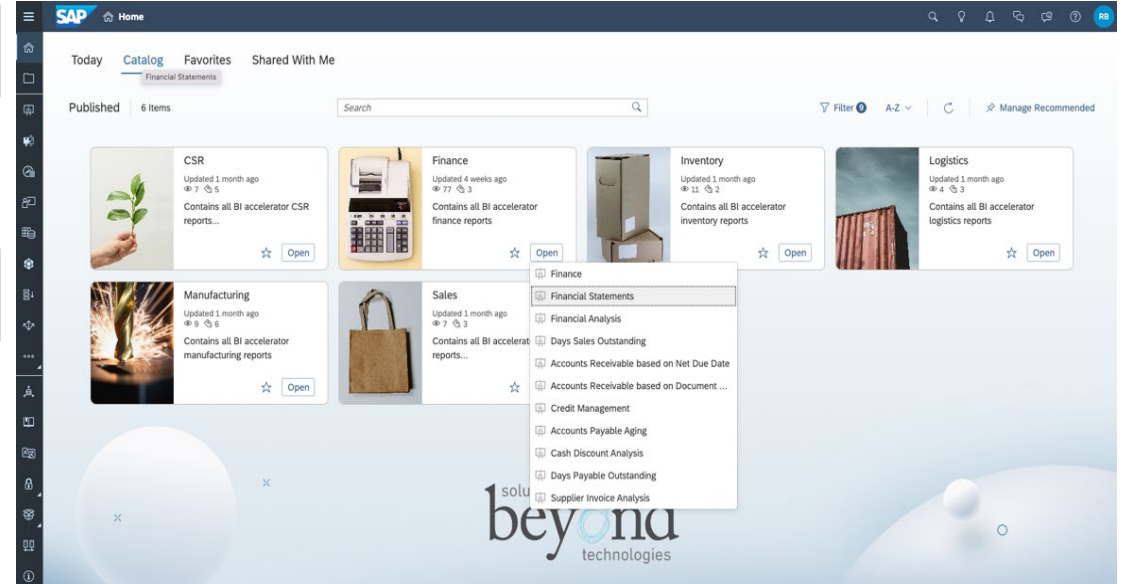
Workforce Planning

Sales and Profitability Planning

Product Cost Simulation

Cost & Activity Planning

FP&A



- Profit and Loss Statement
- Balance Sheet
- Cash Flow Statement



Thank you for joining us!

**Get in touch to learn more
about Syntax tailored services
for your industry**

syntax.com



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