## Opportunity and Proposal Management

<table>
<thead>
<tr>
<th>Industry</th>
<th>Engineering, Construction, and Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Enable companies of any industry, size, or geography to identify and prioritize critical material issues, and maximize opportunities for cost savings and compliance.</td>
</tr>
</tbody>
</table>

## Pre-manufacturing Operations

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Description</td>
<td>Gain operational insights that enable better control of your project schedule, budget, and quality through centrally managed information.</td>
</tr>
</tbody>
</table>

## SAP Ariba Sourcing

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<thead>
<tr>
<th>Industry</th>
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<tbody>
<tr>
<td>Description</td>
<td>Drive fast, sustainable results by automating and streamlining critical tasks across the sourcing lifecycle.</td>
</tr>
</tbody>
</table>

## SAP S/4HANA

<table>
<thead>
<tr>
<th>Industry</th>
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<tbody>
<tr>
<td>Description</td>
<td>Enable companies to manage all spend types, including advanced direct sourcing, requirements planning, procurement contract management.</td>
</tr>
</tbody>
</table>

## SAP Cloud for Customer

<table>
<thead>
<tr>
<th>Industry</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Streamline sales processes and improve pipeline forecasting and sales productivity with customizable sales solutions for sales representatives.</td>
</tr>
</tbody>
</table>

## SAP Project Intelligence Network for Construction

<table>
<thead>
<tr>
<th>Industry</th>
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</thead>
<tbody>
<tr>
<td>Description</td>
<td>Deliver smart collaboration for simple, fast, and secure communication and collaboration between architects, designers, and engineers.</td>
</tr>
</tbody>
</table>

## SAP 3D Visual Enterprise

<table>
<thead>
<tr>
<th>Industry</th>
<th>Engineering, Construction, and Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Improve your enterprise productivity with efficient and reliable Kanban execution that reduces operating costs.</td>
</tr>
</tbody>
</table>

## SAP Cloud for Industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Engineering, Construction, and Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Drive lean Kanban execution that reduces operating costs and optimizes compliance.</td>
</tr>
</tbody>
</table>

## SAP S/4HANA

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<thead>
<tr>
<th>Industry</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Manage construction projects more efficiently based on wide visibility across supply, production, inventory, and demand.</td>
</tr>
</tbody>
</table>

## SAP S/4HANA for Construction

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<tr>
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<tbody>
<tr>
<td>Description</td>
<td>Improve win rates through sales collaboration across the value chain.</td>
</tr>
</tbody>
</table>

## SAP Yard Management

<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>Description</td>
<td>Reduce risk and cost through increased savings opportunities, improved efficiency, and automation across the value chain.</td>
</tr>
</tbody>
</table>