



CASE STUDY: CONSUMER

Keytree supports TUI's move to SAP®

TUI now has a new system on its chosen SAP landscape that is far simpler to manage and operate than the previous offering.

QUICK STATS

- €18.9 billion annual revenue
- Over 70,000 employees
- Headquarters in Hanover, Germany

KINETIC ENTERPRISE PILLARS

- Intelligent
- Clean ✓
- Inclusive ✓
- Responsive

KINETIC ENTERPRISE DRIVERS

- Intelligent Spend

THE ISSUE

TUI wanted to migrate all legacy business processes to SAP to simplify its systems landscape and streamline global operations, especially ProvesOR, a bespoke system used to calculate and process commission due to travel agencies. TUI needed to replace ProvesOR with a version that would work with the SAP Analytics suite.

THE SOLUTION

Keytree delivered a complete replacement system to ensure ProvesOR would migrate and run smoothly on SAP technology, with the SAP Analytics suite at its core. The new system includes an SAP Business Warehouse data model to hold information for all stages of the commission calculation process.

Keytree also introduced a BRF Plus application containing business logic to clean and enhance sales data, classify sales data according to revenue type, calculate commission percentages, manage complex commission rules and perform commission calculations.

RISE WITH SAP

- Business Process Intelligence ✓
- SAP Business Network
- SAP Business Technology Platform
- Tools and Services ✓
- SAP S/4HANA® Cloud
- Cloud infrastructure by choice

SAP TECHNOLOGIES LEVERAGED

- SAP Analytics
- SAP Business Warehouse

THE IMPACT

- Improved reporting including self-service analytics
- By using SAP Analytics, TUI can access flexible reports from which it can pull data in a variety of ways to produce the required insights
- ProvesOR is now fully integrated with the TUI SAP ECC system
- Via self-service capabilities, users can access data and insights previously unavailable without IT department support
- Significant reduction time needed to execute commission calculations
- Business logic is contained in one place (BRFPlus) and can be easily updated
- Business logic can be shared with TUI by sending the decision tables used in the commission calculation to the business for amendment and verification
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