

BASIC-FIT AND SAP THE JOURNEY SO FAR




ANDRÉ WESTRA






BASIC-FIT

WHO AM I?




Shivani Chanda

-  Basic Fit
-  Applications Consultant
S/4HANA Cloud
-  SAP Finance




Sri Charita Tattikota

-  Basic Fit
-  Applications Consultant
S/4HANA Cloud
-  SAP Finance

Roland Sloetjes

-  McCoy & Partners
-  Business Unit Lead SCM
-  SAP S/4HANA Cloud Solution
Architect

Nick Hurkmans

-  McCoy & Partners
-  SAP S/4HANA Cloud expert
-  Accountmanager

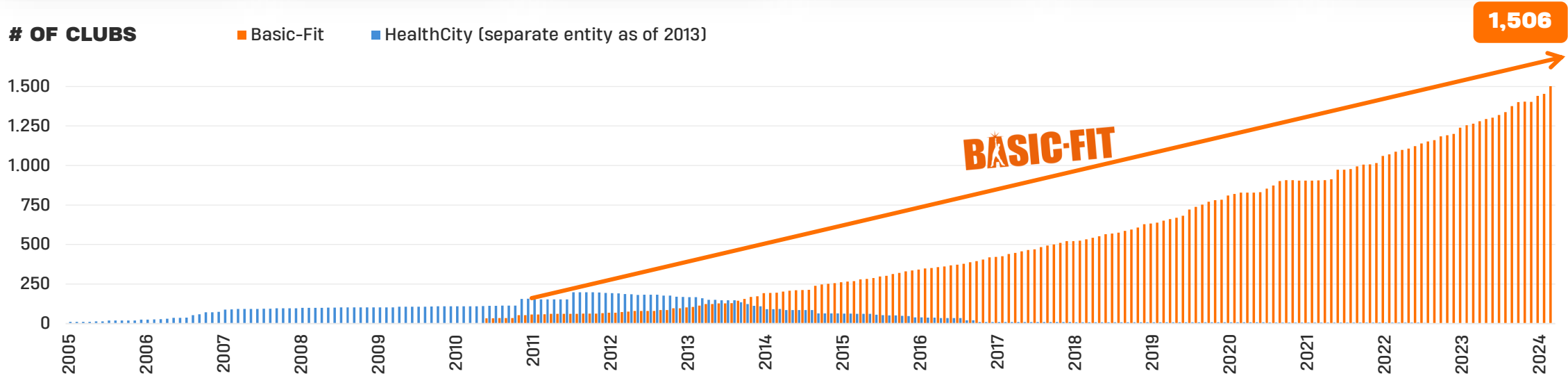
BASIC-FIT

A woman with dark hair tied back, wearing a dark purple sleeveless top and black leggings, is in a gym. She is pulling a thick black rope with both hands, her face showing intense effort with a grimace and sweat. The background is a blurred gym environment with various exercise machines and equipment.

GO FOR IT!

HISTORY OF BASIC-FIT

A LONG TRACK RECORD OF GROWTH IN THE FITNESS SPACE





LARGE WHITE SPACE POTENTIAL

3,000-3,500 CLUBS POTENTIAL BY INCREASING THE FITNESS PENETRATION AND MARKET SHARE GAINS

03/2024	GOAL	HOW
 240 clubs	300-350 clubs	Clusters
  234 clubs	300 clubs	Regional clubs
 814 clubs	1200 clubs	Big cities / Paris / idf / regional clubs
 199 clubs	450-700 clubs	Focus on urban areas
 19 clubs	650-900 clubs	Larger cities first

COMPELLING CONSUMER PROPOSITION

WE MAKE AFFORDABLE FITNESS AVAILABLE FOR ALL

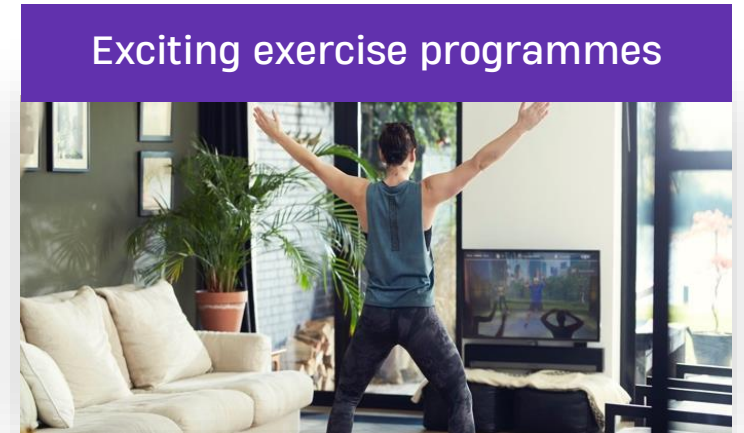
High quality estate



State of the art equipment



Exciting exercise programmes



YIELD MANAGEMENT & OTHER REVENUE

4%* OF TOTAL REVENUE, HIGHLY PROFITABLE

ADD-ONS / YIELD

SPORTS WATER

- Available in all Basic-Fit clubs
- Ca.20% membership penetration


 **Sports Water**
Sugar free water fortified with vitamins
€5 per four weeks



BASIC-FIT MEDIA

- DOOH advertising and partner product sales



 **In club narrow casting and online product sales**

DAY PASS

- For one-time visits
- Sold at kiosks at the clubs

 **Day pass**
€9.99

VENDING

- Broad and high quality selection of relevant products

 **Vending**
Sports nutrition



OTHER REVENUE

PT & PHYSIO

- 978 clubs with personal trainers
- 267 clubs with physio
- Physiotherapists and PTs pay rent fees to Basic-Fit
- PT intro session

 **Personal Trainer**
Local entrepreneurs renting space inside Basic-Fit clubs
€500 - €1,500 p/m licence fee

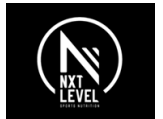


PERSONAL ONLINE COACH

- Coaching from a certified personal trainer via the app
 - Tailor-made training schedule
- €60 for 12 weeks**

NXT Level

- Basic-Fit's sports nutrition brand
- Vending & Webshop
Sports nutrition



* Based on 2022 Group revenue.

A woman in a gym, pulling a rope with intense effort, representing the challenge of SAP implementation.

SAP IMPLEMENTATION

GO FOR IT!

CHOOSING S4HANA PUBLIC CLOUD

BASIC-FIT



- ✂ Fast growing company, but using an ERP that could not scale
- ✂ Not a complicated business model using basic processes
- ✂ With Finance centralized in the Netherlands, looking for efficient tools for Finance processes

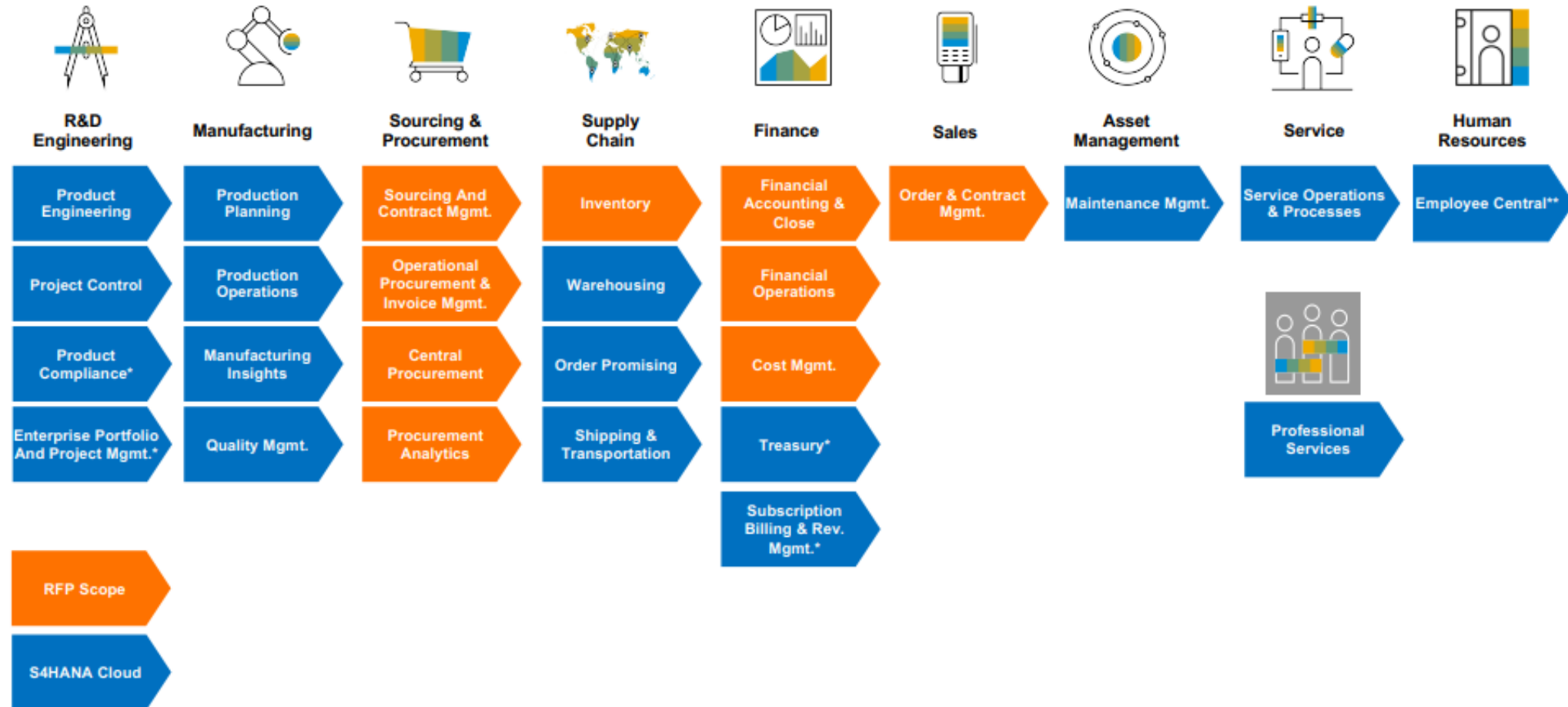
- ✂ Scalable cloud solution
- ✂ Fit-to-standard
- ✂ Advanced financial processes



Greenfield implementation



PROJECT SCOPE



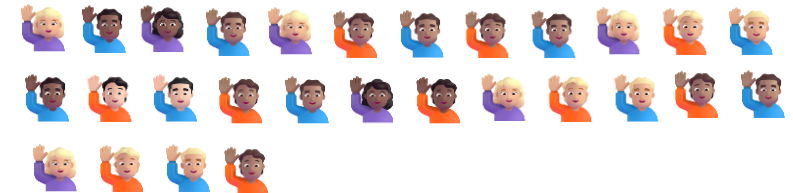
IMPLEMENTATION TEAM

🔑 Core team:

- Project sponsor 🦉
- Functional lead 🧑
- Project Manager 🧑
- Test Manager 🧑
- Data Migration Lead 🧑
- Integration Lead 🧑
- Cutover Manager 🧑

🔑 Operational team

- 28 SME's + testers



- 5 change managers



🔑 SAP team

- 17 core people



- Often extra people added with different specialisms



Start implementation: 1-1-2021

GO-LIVE AFTER FEW DELAYS

Bottlenecks



Procurement
Supplier invoices



Fixed Assets /
Bulk processing



Tax settings

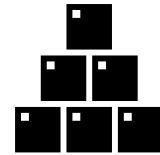


Quality
tenant

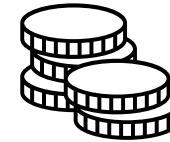


Production
tenant

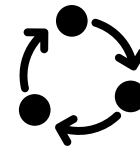
Successes



Stock
processing

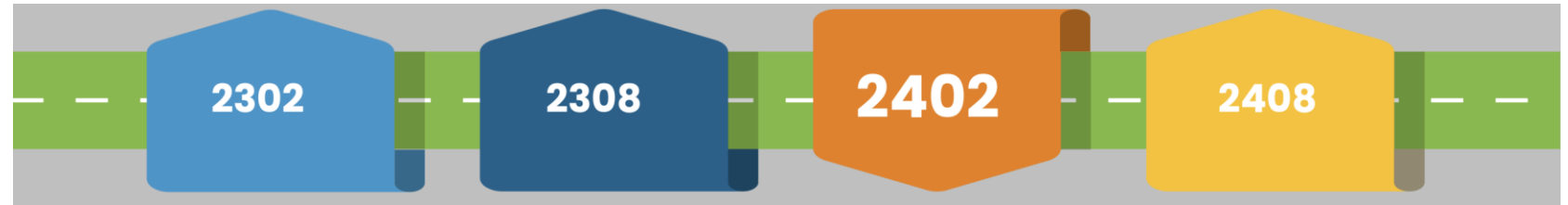


Revenue
processing



Process
scaling

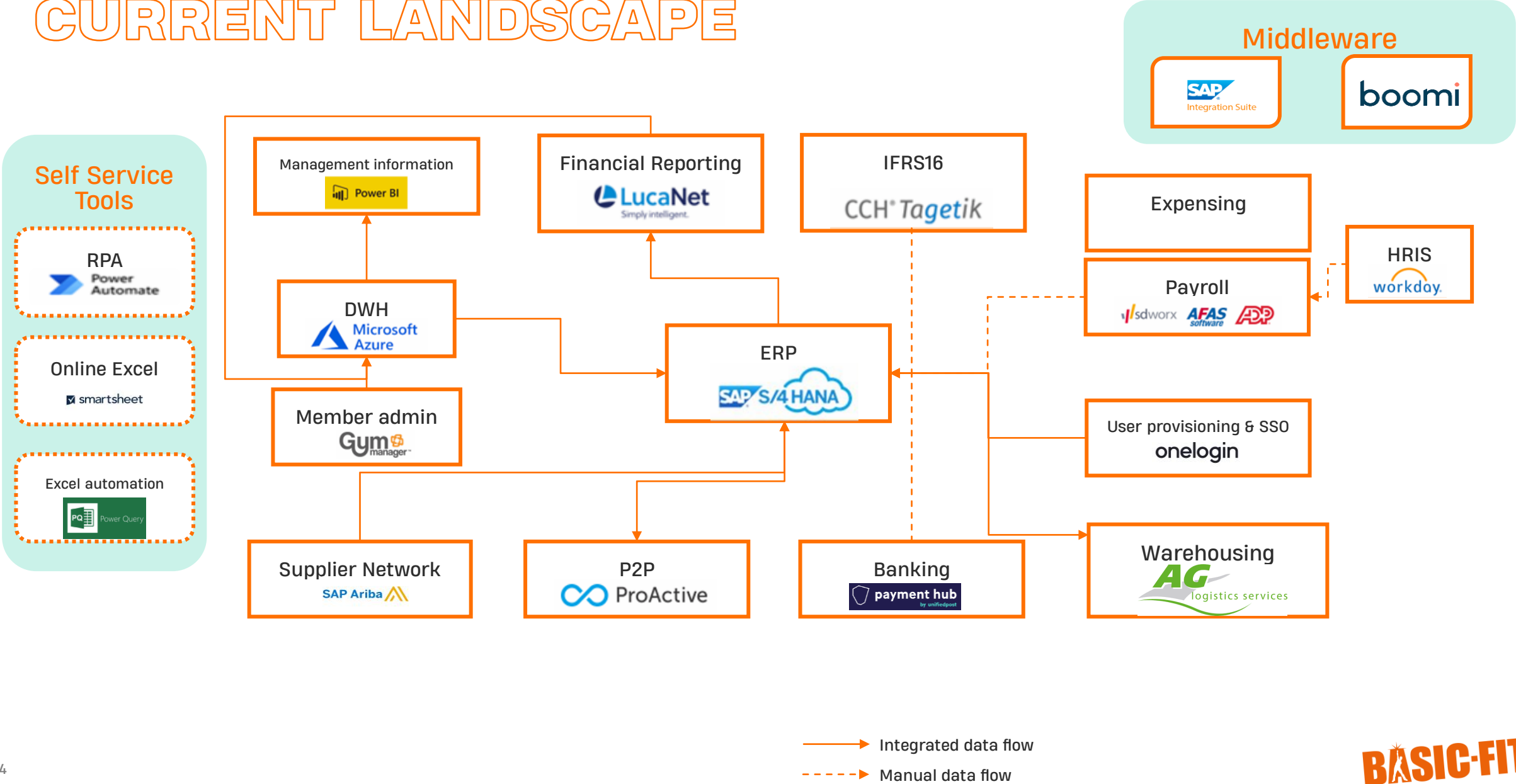
RELEASE MANAGEMENT



- 🔗 Half-yearly release cycle
- 🔗 Two week testing window for regression testing
- 🔗 Key users per process identified
- 🔗 Overview of apps used per process, based on scope items
- 🔗 Manual testing
- 🔗 New features: McCoy analysis
- 🔗 Improvements:
 - Automated testing with test automation tool



CURRENT LANDSCAPE



BUILD YOUR OWN BREAKTHROUGHS



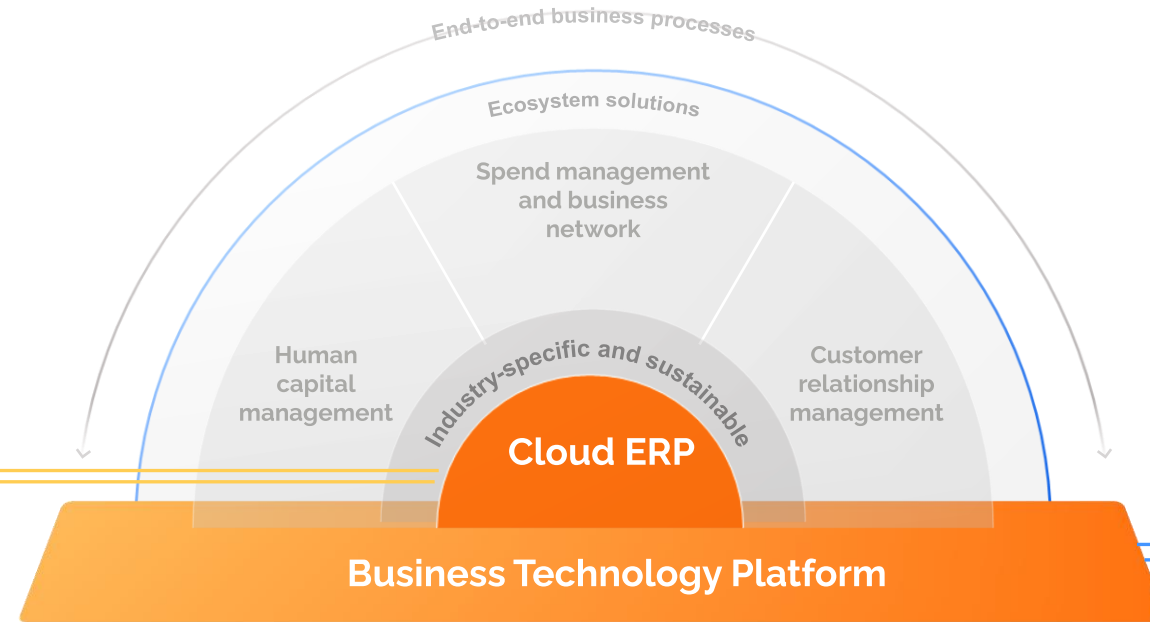
Key User Extensibility

- Custom fields, UI layout, forms and templates
- Custom analytics
- Custom Business Objects
- Create custom business logic (simple)



Developer Extensibility

- Develop custom business logic (advanced)
- Extend SAP S/4HANA Cloud
- Partner extensions
- Directly on SAP S/4HANA stack



Keep core clean and deliver breakthrough extensibility

Low Code Extensibility



Low-code/No-code development by business users / non-developers

- Low code development
- Low code process automation
- Low code portals and collaboration hubs

Pro Code Extensibility



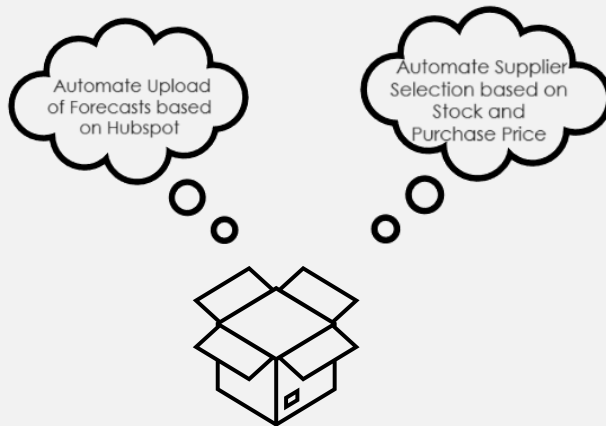
Powerful tools for developers

- AI business services
- Data science and intelligence
- IoT and big data
- Develop full SaaS applications
- Create data marts + x-app analytics

CUSTOMIZATION

Communication Scenarios

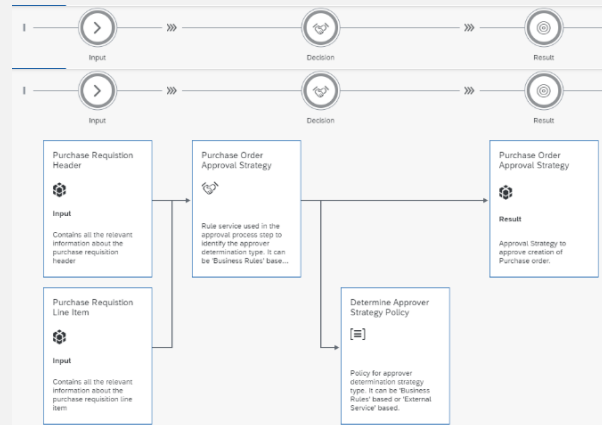
Out of the box integrations
(including documentation)



Based on available APIs

Workflows

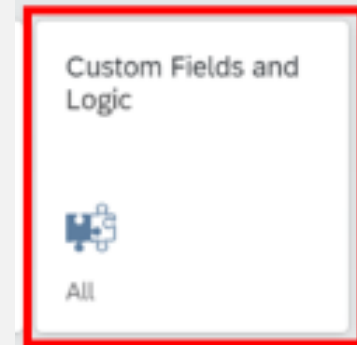
Create and automate a
custom process



Configure workflows, manage
decisions, and gain end-to-end
visibility

Custom Field & Logic

Customize and adapt to
your business needs



The extensibility app helps you
customize applications and their
UIs, reports, email templates, and
form templates

MAINTAINING OUTPUT FORMS

SAP Output Management Form Template Test BQ2/100

YY1_SDBIL_BF_CM_STANDARD_ALLBF Save as T

Credit Memo Form (All Countries)

Details

Form Template Name: * YY1_SDBIL_BF_CM_STANDARD_ALLBF

Description: Credit Memo Form (All Countries)

Data Source: * FDP_V3_BD_STANDARD_LO_GLO_GEN_SRV

Form Type: * Content

Embed Fonts in PDF: ☐

Mirror Layout in RTL languages: ☐

Available Countries / Regions: Belgium x Spain x Netherlands x Luxembourg x France x Germany x

Versions: Display (23)

Created by: CB9980000102

Created on: 12/10/2021, 8:59:08 AM

Changed by: CB9980000726

Changed on: 6/2/2023, 6:37:43 AM

Original Language: EN

Original Language: [Upload](#) [Download](#)

Available Translations

[+ New Translation](#) [Delete Translation](#)

Language	Current Processor	
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<input type="radio"/> French		Merge from Template Download Edit Translation
<input type="radio"/> German		Merge from Template Download Edit Translation
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MAINTAINING OUTPUT FORMS

Adobe LiveCycle Designer - [YY1_SDBIL_BF_CM_STANDARD_ALLBF_E]

File Edit View Insert Table Layout Tools Window Help

133% Arial 8

Design View

Hierarchy

Form Title

Fullfillment Date:

Payment Terms:

Total Net Amount

Retención 19%

Total

Clearable Down Payments:

Open Total Amount

VAT (%)	Not Deferred/Deferred	Taxable Base	VAT Amount
Reference Number:			

Down Payments paid at time of invoice creation:

Number	Date	Net Amount	Tax Amount	Total Amount
Total				

Object Accessibility

Field Value Binding

Name: txtReferenceNumber 0

Data Binding (Open, Save, Submit):

- Use name (txtReferenceNumber)
- Use global data
- Use "DataConnection"
- No data binding

import/export settings (execute wso):

ALL AT YOUR DISPOSAL

Documentation

API Hub / FIORI app Library /
SAP Help / Scope Items /
SAP Community



Multiple documentation
services for every challenge

Technical Support

SAP4Me

Popular Support Tasks

Knowledge Base

Search a variety of support repositories including knowledge base articles, SAP Notes, product documentation, forums and other support information.

Get Support

If you are unable to find a solution using search, use one of these channels to get help: Schedule an Expert, Expert Chat, Ask an Expert Peer, and case creation.

Software Downloads

Find information about topics such as installations, upgrades, support packages, patches, databases, address directories, reference data and SAP Download Manager.

Users & Authorizations

Add and remove users, find your important contacts, and control which applications are accessible to your company's existing user base.

Systems & Installations

An installation contains systems which represent the computers on which you installed your SAP product, or a tenant that SAP manages for your business in the cloud.

Keys

When working with SAP software, keys may be needed such as license keys, migration keys, developer and object (SSCR) keys, plus your own namespaces to modify it.

Manage Remote Connections

Set up remote access so that SAP Support can quickly diagnose and solve cases you report, without needing to be at your desk or on the phone.

Cloud Availability

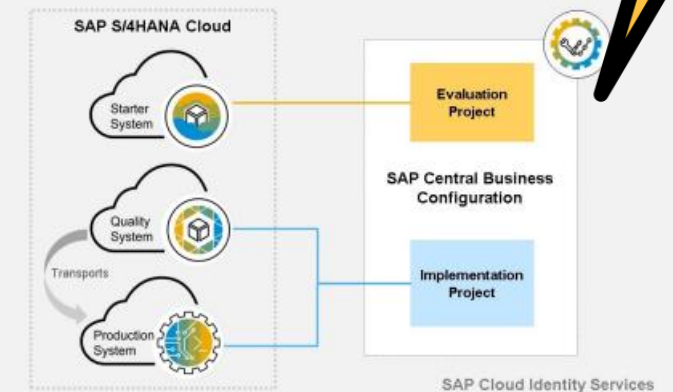
SAP for Me offers a customizable dashboard view of the status of your SAP Cloud services, providing real-time information on incidents, scheduled maintenance and upgrade events occurring with your products.

Reporting

The Customer Insights dashboard is a reporting application that provides a holistic, customizable overview of SAP Solutions across all support contracts and deployment types.

Get support for your SAP products
through SAP for Me in one central
place

System Landscape
Starter System, 3 system
landscape, Business
Technology Platform



- 1) Development/Customizing
- 2) Quality
- 3) Production



SYSTEM RELIABILITY

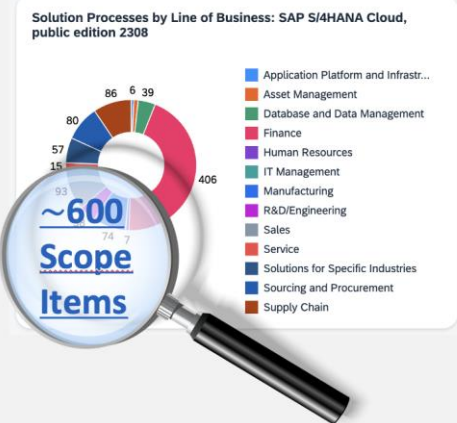
Cloud Systems Availability		Display Availability Percentages		Service Threshold 99.5%		Last 12 Months		All Data Centers		Availability Documentation for Cloud Services					
System No.	System Name	2023 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Jan	Feb	Mar		
▼ SAP S/4HANA Cloud															
	my.s4hana.ondemand.com		99.74%				99.99%			99.90%					

KEY TAKEAWAYS

Run with Industry Best Practices

>600 Standard Best Practice scope items

SAP S/4HANA Cloud Public Edition



One Integrated System for all departments. Ready to run, out of the box.

Adjust solution to Basic Fit needs

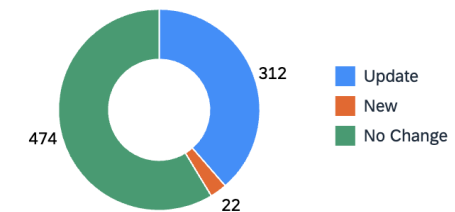
Configuration Activities

Title	Status	Go-Live Relevan...	Documentation	ID	Short Description
> Sales	119 in total				
> Procurement	119 in total				
> Demand and Supply	40 in total				
> Manufacturing	28 in total				
> Manufacturing Master Data	19 in total				
> Common Settings for Work Center and Resource	4 in total				
Define Task List Usage for Work Centers	Open	Optional	Open Documentation	302973	Specify the tasks lists in which a work center is...
Define Parameters	Open	Optional	Open Documentation	302242	Define parameters, which you then assign to st...
Define Capacity Category *	Open	Mandatory	Open Documentation	302984	Assign several capacities belonging to different...
Determine Person Responsible *	Open	Mandatory	Open Documentation	302985	Determine a person or group of people respon...
> Work Centers	2 in total				
> Routings	6 in total				
> Master Recipes	2 in total				
> Production Versions	2 in total				

Build Your Own Breakthroughs!
With differentiating extensions,
automations and intelligence

Continuous Innovations 2 automatic upgrades each year

Solution Processes by Change Category SAP S/4HANA Cloud, public edition 2308



New functionality delivered
according to customer
influence

THANK YOU
FOR YOUR
ATTENTION



BASIC-FIT