



SMA Solar Technology: Leading the renewable energy change from the cloud

SMA Solar Technology AG is a leading global specialist in photovoltaic system technology. For 40 years, the company has been setting technological trends and driving the development of renewable energies. Its innovative solutions for photovoltaic applications offer people and companies worldwide greater independence to meet their energy needs.

Focused on setting the standards for the decentralized and renewable energy supply of tomorrow, SMA Solar Technology sought to modernize its operations by initiating a transition from legacy on-premises ERP systems to the cloud. Not only would this move enhance operational efficiency, but it would also give the company a robust foundation on which to drive a continuous improvement cycle to sustainably optimize the performance of core business processes.





Supporting its passion for change with SAP S/4HANA Cloud Private Edition and SAP Cloud Application Services offerings

Before: Challenges and opportunities

- Modernization of its aging on-premises landscape, with a focus on realizing new efficiencies across supply chain, manufacturing, HR, and finance operations
- Adoption of modern process management capabilities and enterprise architecture as a proactive management practice

Why SAP

- Deep and proven business capabilities in SAP S/4HANA Cloud Private Edition and many public cloud solutions, including SAP SuccessFactors solutions and SAP Business Technology Platform (SAP BTP)
- Integrated toolchain, with SAP LeanIX, SAP Signavio, SAP Cloud ALM, and WalkMe solutions
- Trust in SAP Services and Support, using SAP Cloud Application Services and premium engagement offerings, professional consulting services, and an enterprise architect for the RISE with SAP journey
- Direct access to expertise for process management combined with a critical capability for reviewing existing processes for optimization potential and implementation of new innovations

After: Value-driven results

- Established a streamlined digital foundation to support business growth and market evolution
- Automated processes, achieving efficiency gains across manufacturing, supply chain, and HR operations
- Digitalized finance processes and regulatory compliance workflows, enabling real-time visibility
- Set up a global process governance framework, with a center of excellence service helping ensure that processes are designed, executed, measured, and improved consistently

“The use of private and public cloud solutions from SAP, as well as SAP Cloud Application Services, enables SMA Solar to focus on the further development of its core business and digital transformation. By relieving our team of routine tasks and with access to experts from SAP, the company can **implement innovations faster** and respond flexibly to market changes. A trustworthy partnership and clear governance structures are decisive success factors.”

Heiko Kehm, Head of Digital Supply Chain, SMA Solar Technology AG

10%

Expected boost in transformation initiative effectiveness

360-degree

View of supply chain, manufacturing, HR, and finance operations

SMA Solar Technology AG
Niestetal, Germany
www.sma.de (German)

Industry
Industrial manufacturing

Products and services
Solar inverters and energy storage

Employees
>3,500

Revenue
€1.5 billion

Featured solutions and services
SAP S/4HANA Cloud Private Edition, SAP Cloud Application Services, SAP LeanIX, SAP Signavio, SAP Cloud ALM, WalkMe solutions, and SAP Services and Support

Want to know more?
[SMA Solar as a Frontrunner in Process Optimization and Process AI \(SAP Customer Video\)](#)