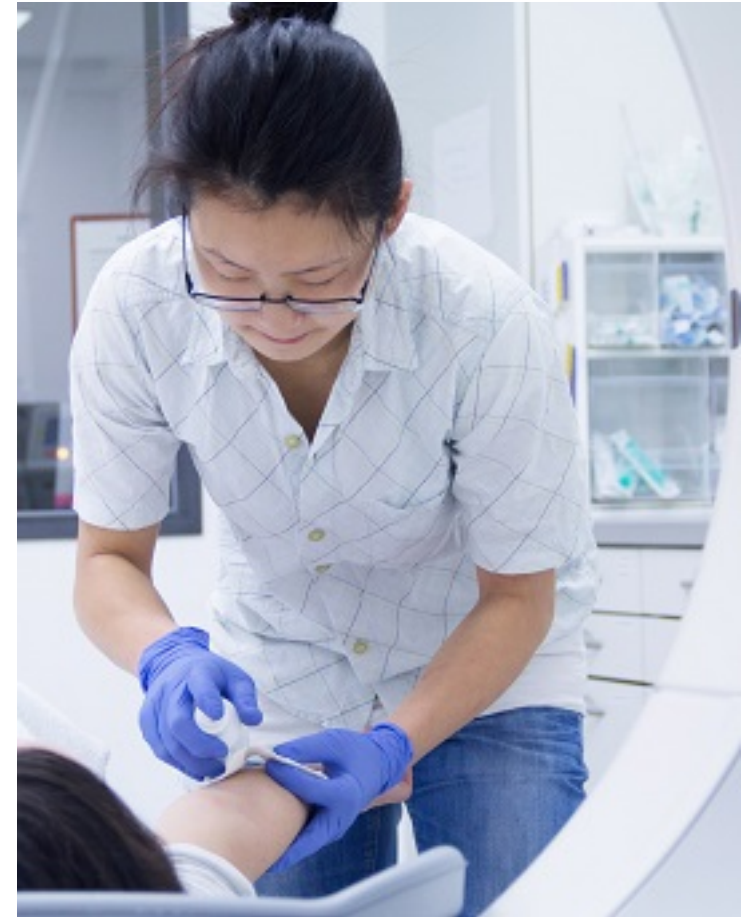


Varian: Speeding Transactions for Better Business Processes with SAP® ERP powered by SAP HANA®

Thousands of cancer patients are treated each day using oncology machines from Varian Medical Systems. Ensuring peak performance of complex medical devices as well as safety for patients and medical staff requires continual and extensive analysis on mountains of data. And a plan to expand to new global markets means even more data to come.

Working with KPIT and using SAP® ERP powered by SAP HANA®, Varian is accelerating transaction processing to enable informed decision making that will help improve business processes. Time card entry and approval apps built with the SAP Fiori® user experience are increasing employee efficiency. All this means that Varian can improve its operational efficiency as well.



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Executive overview

Company

Varian Medical Systems Inc.

Headquarters

Palo Alto, California

Industry

High tech

Products and Services

Medical devices and software

Employees

6,500

Revenue

US\$3 billion

Web Site

www.varian.com

Partner

KPIT

www.kpit.com

BUSINESS TRANSFORMATION

Top objectives

- Accelerate product releases for medical devices with complicated variations and integrations
- Penetrate growing markets, including Brazil, Russia, India, and China
- Lower costs associated with transaction processing and internal operations

Resolution

- Collaborate with partner KPIT for implementation and support
- Rapidly analyze complex data with SAP® ERP powered by SAP HANA®
- Reinvent the user experience (UX) with mobile apps using SAP Fiori® UX
- Plan to transform global financials with the SAP Simple Finance solution

Key benefits

- Faster transaction processing helps the business take immediate remedial action, saving costs and increasing customer satisfaction
- Automated time-card-entry and approval apps built with SAP Fiori UX, cutting costs and increasing employee efficiency
- Foundation for innovations like product costing and predictive maintenance scheduling to ensure optimal patient care
- Real-time financials and material resource planning

TOP BENEFITS ACHIEVED

97.6%

Faster analysis (from 3.5 hours to 5 minutes)

1,500X

Faster transactional processing

>50%

Faster batch job runs

“With SAP ERP powered by SAP HANA, a transaction that took us three-and-a-half hours was completed in five minutes. Such speed gives us the power to implement innovative solutions that improve business processes. And we can create even more value more quickly with unique innovations like SAP Simple Finance and SAP Fiori UX.”

Snehashish Sarkar, Director of Enterprise Applications, Varian Medical Systems Inc.