

# DOLPHIN ENTERPRISE SOLUTIONS CORPORATION OVERVIEW

Dolphin Enterprise Solutions Corporation (Dolphin) leads the way in business performance improvement for companies running SAP solutions.

## SAP BUSINESS PERFORMANCE IMPROVEMENT EXPERTS

Dolphin takes an integrated approach to maximizing enterprise-wide performance, helping organizations manage both the data that fuels the business and the processes that run it. We offer a unique combination of SAP add-on software solutions and business consulting services for **data volume management** and **business process optimization**.

**FOUNDED**  
1995

### MANAGEMENT TEAM

Dr. Werner Hopf  
Art Smithson  
Vishal Awasthi  
Cindy Dobson  
Brian Shannon  
Philippe André

### LOCATIONS

Malvern, PA  
Morgan Hill, CA  
Toronto ON



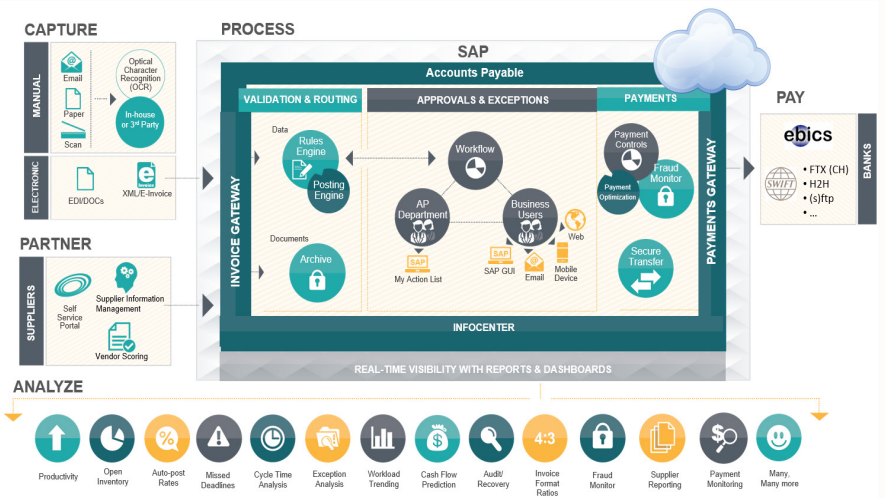
Dolphin Business Performance Improvement Areas

Our SAP-centric and SAP-certified solutions help increase performance, reduce risk, and lower the total cost of ownership of SAP systems. Our experienced team can provide you with best practices and solutions that maximize the business performance of your SAP systems. One-third of all Fortune 100™ companies that run SAP® are Dolphin customers.

## BUSINESS PROCESS OPTIMIZATION SOLUTIONS

Dolphin's SAP-centric business process optimization solutions streamline your Accounts Payable, Accounts Receivable, Order Management, and Human Resource processes.

**One-third of Fortune 100™ companies that run SAP systems are Dolphin customers**



Dolphin Process Tracking System for Accounts Payable

Inefficient, manual processes in SAP systems slow down operations and are costly to maintain. By helping organizations centralize and standardize procure-to-pay and order-to-cash processes, Dolphin enables organizations to improve cash flow, increase productivity, and improve controls.



A member of the Hanse Orga Group

Dolphin has implemented solutions for the following industries:

- Aerospace and Defense
- Automotive
- Banking and Finance
- Chemical
- Construction and Real Estate
- Consumer Packaged Goods
- Electronics
- Energy
- Food and Beverage
- Healthcare and Medical Equipment
- Manufacturing
- Media and Entertainment
- Oil and Gas
- Pharmaceutical
- Retail
- Technology
- Telecommunications
- Transportation
- Water and Utilities

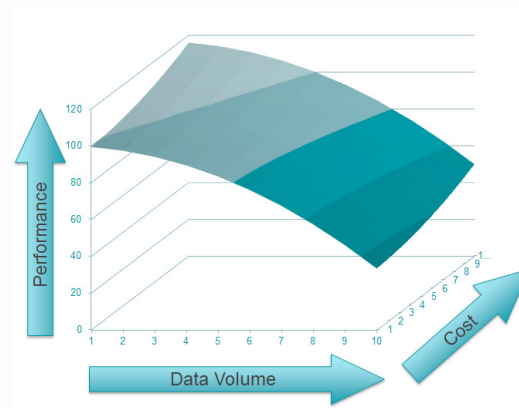
Dolphin solutions provide real-time, 360-degree visibility into and control over business processes, from initial data capture through processing, regardless of transaction status or delivery channel. Key capabilities include:

- Faster, more accurate information capture with Scanning and OCR integration
- Flexible processing with centralized, configurable business rules
- Standardized, SAP-based workflows for Accounts Payable, Accounts Receivable, Order Management, and HR
- Faster processing with SAP-based email, web, and mobile approvals and exception handling
- Reminders and notifications to ensure timely completion of transactions
- A centralized InfoCenter and self-service Vendor Portal for greater transparency
- Dynamic discounting to take advantage of early payment opportunities and increase cash flow
- Built-in reporting & analytics to support continuous process improvement
- Flexible and efficient document storage to lower overall transaction costs

Dolphin's business process optimization solutions are fully integrated and work seamlessly with SAP systems, reducing system integration, compatibility, and upgrade issues. Flexibility is built-into our solutions, so they can be tailored to unique business requirements. Our solutions enable organizations to leverage their significant investment in SAP systems and optimize all aspects of their business processes, so they can meet strategic business goals, support new business models, and improve profitability.

### DATA VOLUME MANAGEMENT SOLUTIONS

Data is the fuel that powers your business and how you manage your data can determine your competitive and financial performance. As data volume grows, performance degrades and costs increase.



Data Volume Growth, Performance & Costs

For organizations that run large ERP systems such as SAP, big data can quickly become a big problem. Dolphin helps solve that problem with a simple equation:

$$\text{Less Data} = \text{Faster Performance} + \text{Cost Savings}$$

With almost 20 years of data volume management experience, we help organizations develop a data volume management strategy that keeps the cost of managing data in line with its real business value. Our solutions include:

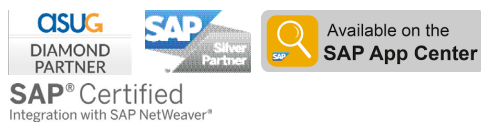
- Data Archiving (ERP/BW)
- Data and Document Retention
- Data Volume Management
- Audit Security Compliance
- Legacy Decommissioning and Business Carve Out

Organizations that run SAP systems trust Dolphin to provide data volume management solutions that align the cost and complexity of their SAP infrastructure with their business objectives and plans for future growth.



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Integration with SAP NetWeaver®