



Proceed Group

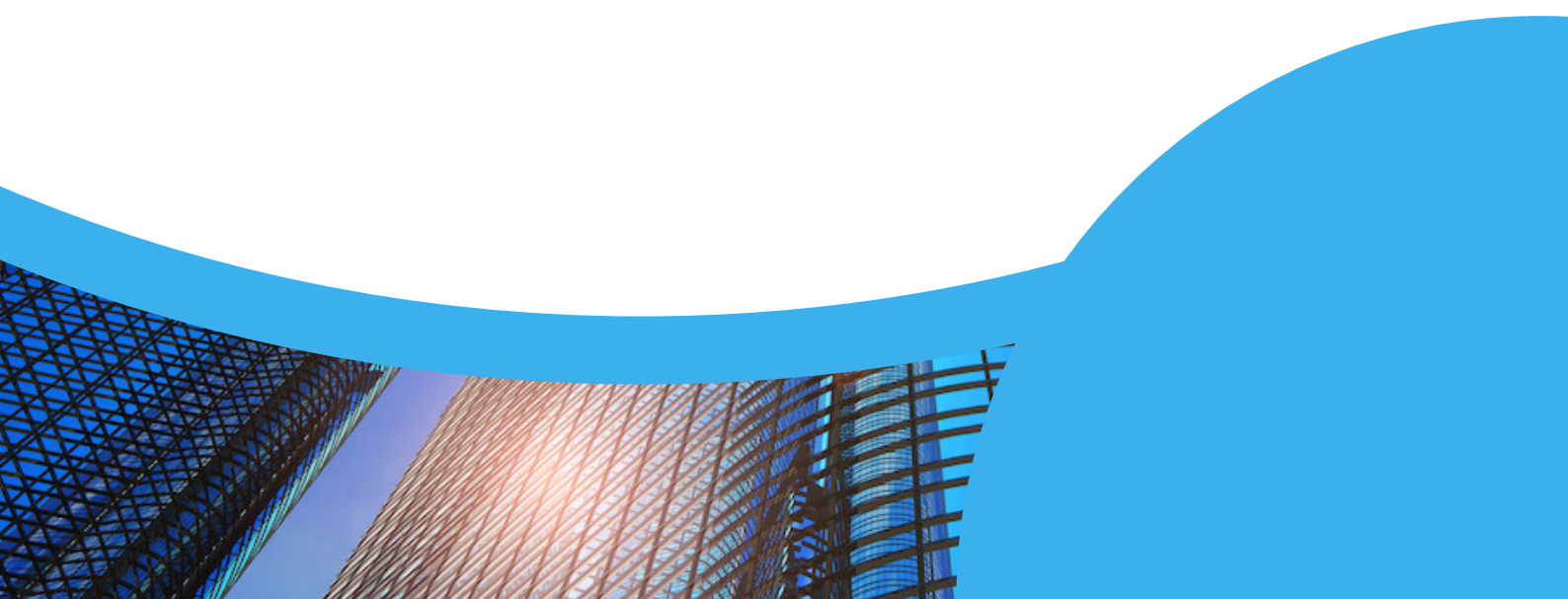
The SAP data and document management specialists





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About us

Who are we

We are widely recognised as experts in SAP archiving, decommissioning and content management of enterprise systems. In our 20 plus year history we have helped over 900 customers with their SAP data management strategies.

By combining cutting-edge technology with our team of experienced consultants, we run successful projects that reduce business risk as well as drive cost savings.



14 
Offices worldwide

900 +
Customer projects worldwide

20 YRS
Experience as leading specialists

Our story so far and beyond

Founded in 2001 by Nick Parkin in response to a direct need identified by SAP, Proceed continues to uphold its status as the market leader in SAP data management.

2003: Launched our SAP data archiving service, hitting 100 customers by 2004.

2008: Completed US expansion, reached 200 customers, became the first to trial SAP ILM, and introduced our Content Management service.

2014: Entered Canada with our first ILM rollout, developed HANA transition tools, grew our team to 51 consultants, and supported over 400 customers worldwide.

2018: Enhanced our SAP ILM development, provided extensive pre-sales support in Europe and the USA, partnered with Azure and AWS for cloud transitions, opened our Belgium office, won a major project with GSK, established our Indian office for offshore services, implemented GDPR-compliant ILM, and opened a South African office.

2024: Developed our decommissioning tool, Proceed Cella with T-Systems, marking a milestone of 100 ILM installations, expanded with new offices in Canada and Denmark, grew our team to 91 consultants—the largest ILM expert pool globally. Also, we launched the Proceed Archiving Service, opened a Spanish office, welcomed new MD Robert Reuben, and reached 900 customers.

What the future holds

“Firstly, I am extremely proud of what we’ve achieved so far. And this has only been possible with the support of our customers, the commitment of our employees and our partner relationships.

Our vision is clear for the future...

We strive to be...

- the go-to worldwide partner for SAP Archiving, Decommissioning and Content Management
- to be seen not only as a consultancy but as a software developer, with 60% of our revenue coming from software by 2025
- to become an education and training centre for SAP Archiving and Decommissioning where we will not only train our own people but our customers and partners as well
- to build the next generation archiving product for SAP systems

And the most important thing is to keep enjoying what we do and supporting our customers in their business goals.”

Nick Parkin, CEO

Our partnership network



opentext™ | Partner Services Silver

Proceed and SAP

Proceed Group has a long-standing partnership with SAP. We are an SAP Gold Partner and have a global SAP master services agreement in place.

We regularly deliver pre-sales as well as services for SAP customers. In our alignment with SAP we have taken 140+ customers over to SAP HANA. On their journey to SAP HANA we have saved customers over £180M so far.

Content solution and service providers



Cloud



System integrators



Data solutions providers



Memberships





How we help our customers

Behind any of our projects there is always a main business driver or a scenario that instigate a collaboration with us. Some of the key scenarios we help our customers with include:

Moving to a hyperscaler

To get the most out of your hyperscaler or hybrid environment move, it is important to understand the cost implications. Only moving what is needed and keeping your data volumes in check to prevent escalating costs is one area where we can help.

System performance

The more data that you keep in your active SAP system, the more exposed you are to system performance issues. Your situation might be critical or you want to be proactive – either way we can assist you.

Regulatory compliance

Ensuring that your SAP data is in accordance to the Global Data Protection Regulations, is a business priority. Where to start and how to automate this, is where Proceed Group can help you.

Divestment

Ensuring the most cost effective and structured way to divide information between the different parties is essential. We will work with you to get a plan in place to ensure you achieve success with this.

Migrating to S/4HANA or SAP HANA

Rightsizing in readiness for your move reduces the amount of data you migrate. This will not only ensure that it is done in the most cost effective way, but can also decrease migration times significantly.

Mergers and acquisitions

Mergers and acquisitions brings with them many integration challenges, including the crucial IT landscape. Whether it has just happened or you are a few years in looking at your SAP data and system consolidation brings value.

Information lifecycle management

Managing your data within SAP in a structured, automated way, not only drives cost savings, it also allows for innovation. Do you know where to start and do this in the most effective way – we will help you no matter where you are in your data management cycle.

Who are our customers

Our customer base includes a variety of industries and typically consist of international and multinational enterprises.

Industries we've worked in

- Retail
- Manufacturing
- Food and Drink
- Finance
- ICT & Telecoms
- Energy & Utilities
- Pharmaceuticals
- Aerospace and Aviation
- Automotive
- Electronics
- Media

"Migrating our SAP ECC6 system on Oracle to Business Suite on HANA was challenging because of the high operational cost of running a 3.4TB database size in memory. Reducing the database size to below 0.5TB in less than 3 months paid for the archiving project with an ROI of below 2 years. We have enjoyed working with Proceed Group - they were key in delivering this project and their ongoing support is very valuable."

Paul Knoester,
Group IT Operations Director

CRODA



How we drive success



People

Our team doesn't just have the technical know-how, they also have a deep understanding of our customers' business domains. This allows us to better plan and execute projects.

We have more SAP ILM consultants than any other entity in the world – making us the trusted experts.



Process

Through 20 plus years working in this space we have developed a tried and tested process to deliver successful projects and ensuring value for our customers.

Our experience is not just limited to a certain sector – we pride ourselves in having a diverse portfolio of successful customer projects. We have worked in all sectors globally.



Products

As a result of always aiming to deliver value for our customers, we have developed a range of state-of-the-art products and software utilities.

Through these products we optimise our archiving, decommissioning and content management efforts, making these projects more efficient and affordable.

"Excellent partner used three times on SAP Archiving. Consultants with the esoteric knowledge required to set up archiving correctly. Used three times as each time we increased the objects that we archived. Sensible pricing of services. One of my all-time favourite partners."

Richard Symes,
Head of ERP Services,
British Council



Our approach

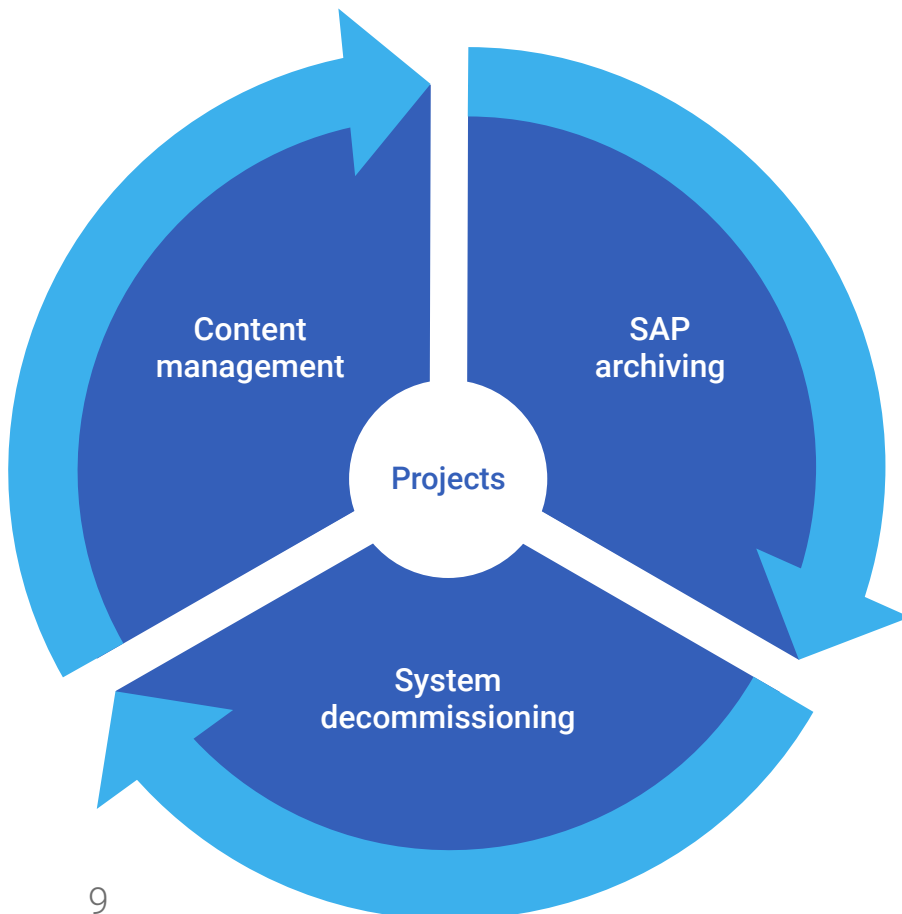
Through our people, process and products we address the data and document needs of our customers.

We always start with an assessment to understand the objectives and challenges.

We pride ourselves in working with customers to create a compelling business case and detailed project plan. This includes all the required products and services, either through SAP, our partners or our own internal software or utilities.

Our project realisation is based on our years of experience and our deep know-how of SAP. We focus on ensuring timely and effective delivery every time.

Proceed services and products



Products



proceed
cella



proceed
automate

Support services

Proceed archiving services

Data protection services

Archiving for SAP

Maximise the value of SAP through efficient data volume management

Archiving data from your SAP system is the only way to efficiently manage data volumes in a fully compliant way, whilst retaining full access to the data, it is a logical step in your data strategy.

Archiving tools and services

SAP information lifecycle management

SAP Information Lifecycle Management (SAP ILM) component allows SAP customers to manage the full lifecycle of data in a structured, automated and compliant way. We are recognised experts in SAP ILM and use it extensively to deliver successful archiving, decommissioning and GDPR projects.

**18,000TB
DATA SAVED**
so far through archiving

Why archive your data?

Improve system performance - minimise database size and growth to drive performance improvements

Reduce costs - dramatically reduce hardware, software and maintenance cost by archiving data to compressed archive storage

Simplify Migration - Reducing your data footprint in preparation can reduce costs and simplify migrations

Meet regulatory compliance - Ensure availability and authenticity of archived data in accordance with regulatory and business requirements

"We've been delighted with our experience of working with Proceed Group, their depth of expertise and support they offer through every stage of the process has been excellent."

Nick Lewis,
Business Services Technical Lead,
Gloucestershire County Council



Proceed archiving service

With Proceed archiving service, we can either run your archiving on your behalf or support your in-house archiving activities.

This comprehensive service includes...

Archiving support

We have a helpdesk to support archiving related queries including doing a regular archiving health check

Day-to-day archiving

We run your archiving service on an ongoing basis ensuring that all agreed archiving objectives are met

Growth management

We pro-actively work on a data growth and volume management strategy and execution

Reporting

We support reporting from your archives for regulatory and business purposes

**ACHIEVE
0% GROWTH**
vs. standard 15% - 20%

Proceed has provided excellent support for all our current and new archiving, as well as engaging with consultants for issues and to provide knowledge transfer. The team has been responsive and very reliable.

**David Greggs, Head of SAP systems,
Maple Leaf Foods**



Decommissioning

SAP and non-SAP legacy systems decommissioning simplified

A strategic approach for systematically retiring outdated and costly legacy applications without compromising business needs or compliance requirements and ensuring ongoing access to critical business data.

Decommissioning tools and services

Proceed Cella

Proceed Cella enables you to decommission multiple SAP and non-SAP legacy systems, while retaining full access to your business data. End-users benefit from an intuitive product interface to access data, so responding to business, audit or legal requests has never been easier. Proceed Cella is completely complementary to SAP ILM.



UP TO 80%
TCO savings through decommissioning

Why decommission systems?

Save money – by retiring legacy systems, you can make savings of up to 80% on your total cost of ownership

Drive sustainability – reduce environmental impact of running old hardware

Reduce business risk – older hardware and unsupported software can put your business at risk of non-compliance

Minimise opportunity costs – Focus IT staff on strategic business priorities

As a trusted partner for many SAP customers, Proceed have consistently delivered successful client engagements, delighted their customers and enabled them to modernise their SAP landscapes. We welcome their new decommissioning solution, Proceed Cella.

**Dr. Mark Darbyshire, CTO,
Platform & Technologies, SAP UKI**



Content solutions

A clear and structured approach to SAP content management delivering ongoing benefits

Documents should play a key part of your overall data strategy and it is often forgotten. A structured approach to document storage can prevent unnecessary costs and drive overall business efficiency.

Content solution services

We offer a range of services to support content management challenges.

- Vendor Invoice Management by OpenText
- Extended ECM by OpenText for SAP
- SAP Content Migration
- SAP integration with SharePoint

It was critical for this project that we worked with a knowledgeable team, archiving data in preparation for migration was a key component of this project. Proceed has valuable experience in this area, so we were happy to hand over the key elements of this to them.

Dan Rabbitt, Infrastructure Specialist



**UP TO
50% DATA
REDUCTION**
in stored documents

Why manage content more efficiently?

Simplify business processes - through optimised workflow structures and effective storage of documents

Reduce costs - by only retaining what is needed and effectively storing the rest

Increase efficiency - by linking key documents to SAP business transactions and getting a 360-degree view of content in context

Ensure regulatory compliance - by implementing a retention management strategy for all documents

Data protection services

Meeting regulatory requirements with confidence

The abundance of information, combined with technological advances, means that data laws have to become more stringent to protect individuals and promote confidence in how data is being used by businesses. Data regulation compliance is an integral part of this.

We assist customers on a regular basis to ensure that their data is compliant to regulations such as GDPR and POPIA. By using SAP ILM, other SAP best practice tools and our in-house complimentary products, we assist with meeting regulations. Proceed is proud of our in-house experienced SAP data and document management experts who can help your organisation navigate the transition to compliance.

Data compliance tools and services

Proceed Automate

Proceed Automate offers a cost-efficient alternative to tailor SAP systems for GDPR and other legal compliances, sidestepping the need for expensive bespoke development. It accelerates the compliance process from years to months and is designed to operate within both production and non-production settings. The solution features a user-friendly interface for managing data privacy tasks, from redaction to deletion, and ensures robust data protection by segregating sensitive data into secure areas, minimising dependence on IT resources.





Our customer success

CRODA

Croda International

In conjunction with SAP, Proceed Group worked with Croda international to help reduce the size of their Oracle database to enable a migration to Business Suite on HANA. This project included archiving using SAP ILM, resulting a reducing their database size by 2.9TB.

Maple Leaf Foods



Maple Leaf Foods were faced with a number of challenges moving from their SAP ECC system to SAP S/4HANA. Proceed helped rightsize their data allowing for the successful removal of approximately 4.5TB of data, which ensured a much more efficient transition to the new system. Proceed continues working with Maple Leaf Food on their day-to-day archiving needs.

Gloucestershire County Council



With SAP ECC being replaced by S/4HANA by 2027, organisations like Gloucestershire County Council, are making early strides to prepare for the move and reviewing the data that sits within their systems to ensure a most efficient transition that is both cost-effective and space efficient. Proceed Group successfully reduced their data volume by 64%.

Premier Foods



Ahead of a migration from on-prem to new AWS cloud servers, Premier Foods needed to streamline their data landscape without losing access to crucial historical data or impacting their end users. To manage database size and future growth, Proceed Group installed OpenText Data Archiving for SAP Solutions and successfully archived 14.7m documents, achieving significant ongoing savings and IT efficiencies.

Sunflag Steel



Working with another vendor, Sunflag Steel hit some roadblocks and the archiving project was shelved mid project. This left the business with a number of issues, including some documents that were supposed to be archived, that were still not. Proceed Group helped Sunflag steel successfully reduce their data volume by 26% and help get database growth under control.

Contact us

Please get in touch, we look forward to hearing from you



✉ info@proceedgroup.com 🌐 proceedgroup.com ☎ + 44 (0) 121 729 5058

Our local offices

UK - Birmingham (HQ)	+44 (0) 121 729 5058	Regus House Fort Dunlop, Fort Parkway Birmingham, B24 9FE
UK - Letchworth Garden City	+44 (0) 121 729 5058	The Nexus Building, Broadway, Letchworth Garden City SG6 9BL
USA - Philadelphia	+1 610 862 0167	630 Freedom Business Center 3rd Floor, King Of Prussia Pennsylvania, 19406, United States of America
Canada - Montreal	+1 819 432 7963	1200 McGill College Avenue, Montreal, Quebec, H3B 4G7, Canada
Belgium - Brussels	+32 (0)474 943 449	Proceed ILM Solutions Pegasuslaan 51831 Diegem, Brussels, Belgium
Ireland - Cork	+353 (21) 234 8190	36 Gardiners Walk Rushbrook Links Cobh, Co. Cork P24 E406, Ireland
Germany - Düsseldorf	+ 44 (0) 121 729 5058	Speditionstr 15a, 40221, Düsseldorf, North Rhine-Westphalia, Germany
France - La Chapelle-Sous-Audenas	+44 (0) 121 729 5058	555 Chemin Des Traverses, 07200 La Chapelle-Sous-Aubenas, France
The Netherlands - Amsterdam	+31 20 808 0236	Herengracht 282, 1016 BX, Amsterdam North Holland, Netherlands
Denmark - Copenhagen	+45 89 88 47 52	Østerfælled Torv 3 2100 København Ø, Copenhagen, Denmark
South Africa - Centurion	+27 (0) 11 568 3043	BGF03, Block B, Southdowns Office Park, 22 Karee Street, Irene, Centurion 0157
India - Telangana	+91 9390 795 193	101/B, 1st Floor, Krishe Block, Krishe Sapphire, Madhapur, Hyderabad, Telangana – 500081, India
Argentina - Vicente López	+54 11 6385 9012	Juan Díaz De Solís 1860, Office 501, Vicente López Provincia De Buenos Aires, Argentina
Spain - Málaga		Plaza Villa de Castelldefels 4, Picasso Business Center,, Oficina ABU, 29006 Málaga, Spain