

SAP GROW FAST · SAP QUALIFIED PARTNER-PACKAGED SOLUTION

In2IT Converged Momentum

SAP Cloud ERP built for how professional services firms actually make money — project delivery, billing and financial close in one S/4HANA Cloud environment, live in 16 weeks or less.

“The same system that runs your finance also runs your client engagements.”

IN2IT CONVERGED MOMENTUM, SOLUTION OVERVIEW

SAP Cloud ERP + Professional Services

Finance · Order-to-Cash · Procure-to-Pay

SAP Joule and Embedded SAP Business AI features active from Day 1

WHY CONVERGED MOMENTUM

Professional services firms — consulting, engineering, architecture, IT services, agencies — sell time and delivery capacity, not stock. Yet many still run project delivery in one system, billing in a spreadsheet, and finance in a third. Converged Momentum puts project planning, staffing, execution, billing and financial close on one S/4HANA Cloud backbone, so profitability stops staying invisible until month-end.

16 Weeks

Average time-to-go-live for Wave 1 — Minimum Viable Scope, one entity, one country.

Day 1

SAP's Joule AI copilot is active from go-live, not bolted on afterward.

BUSINESS CHALLENGES ADDRESSED

WHERE IT HURTS TODAY	WHAT CONVERGED MOMENTUM DOES
Project profitability is invisible until month-end	→ Real-time margin and billing visibility throughout the project lifecycle.
Resourcing decisions made on gut feel or spreadsheets	→ AI-assisted skill matching surfaces the right available resource, when it's needed.
Revenue recognition lags actual delivery, distorting reporting	→ Event-based revenue recognition tied to project and service milestones, aligned to IFRS or US GAAP.
Billing errors and disputes slow down cash collection	→ Structured project billing with note corrections and credit/debit memo handling built in.

SOLUTION OVERVIEW

Project Delivery

Customer & internal project management, sales order processing for project-based services, resource management for projects.

Time, Expense & Procurement

Time recording for project-based services, service and material procurement, purchase contracts.

Billing & Revenue

Project billing, event-based revenue recognition (IFRS / US GAAP variants), solution order management, subscription billing.

Service Management

Service quotation, order management & monitoring, contract management, recurring services, monitoring & analytics.

SAP BUSINESS AI · JOULE

SAP Joule, *active from Day 1*

SAP Joule Base and Embedded Business AI features run across the SAP Cloud ERP from Day 1. The Professional Services demo package showcases Advanced Skill Match: AI-assisted matching of available, qualified resources to open project roles. Joule's real strength here is speed, and that's what this package is built around.

DIFFERENTIATORS

01

An SAP-qualified partner-packaged solution for Professional Services under SAP GROW Fast.

02

A dedicated GROW Fast practice with fixed-scope, fixed-price delivery as an operating model — not an exception we make for one deal.

03

Delivery discipline from Day 1: RACI-defined roles, SAP Cloud ALM-tracked quality gates, and a formal scope-freeze checkpoint.

04

Converged Intelligence: the same AI-first, delivery-disciplined approach across Finance and Professional Services — never a bolt-on.

IMPLEMENTATION APPROACH

Land in 16 weeks, *expand in 10 more*

WAVE 1 · LAND

Five SAP Activate phases, 16 weeks or less — 1 entity / 1 country



WAVE 2 · EXPAND

≤ **10 weeks**

Customizable as per discovery findings

IDEAL FOR

Scaling Professional Services organizations driving international expansion.

SAP SCOPE

1 country / 1 entity rollout of the Wave 1 template — same processes, same fit-to-standard design.

PARTNER INCLUSIONS

Time tracking integration with HRMS.

EXPECTED BUSINESS OUTCOMES

75%

Faster deployment — months to weeks, vs. a full consulting engagement.

40–60%

Lower implementation cost via fixed-price delivery.

Min.

Business disruption, with rapid stabilization post go-live.

- Accelerated project delivery and reduced operational cost per engagement.
- Better-informed staffing and delivery decisions from AI-driven resourcing insight.

PRICING

WAVE 1 INVESTMENT

Starting at

INR 7.5 M*

- * Fixed-scope, fixed-price Wave 1 implementation services — one company entity, one country.
- * Includes SAP license fees for minimum 15 users on SAP Cloud ERP.
- * Wave 2 investment starting at INR 2.35 M including SAP BTP services.
- * Final price is confirmed after a discovery completion.

READY TO GROW FAST?

Talk to In2IT EBS about which *GROW Fast* package fits your business.

In2IT Converged Momentum for SAP GROW Fast is delivered as a fixed-scope, fixed-price, SAP-qualified partner-packaged solution — built on the same 16-week Wave 1 discipline as every GROW Fast package we deliver.

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CONVERGED INTELLIGENCE