

# Keeping a Workforce Safe and Connected with SAP® Solutions



## Before: Challenges and Opportunities

- Dedication to employee retention and continued business operations despite a worldwide pandemic
- A newly remote workforce that needs the right technology to stay on task and efficient
- A government-mandated pause of all sales operations for 30 days to ensure employee safety

## Why SAP

- SAP® SuccessFactors® solutions to measure KPIs on employees' health status and productivity
- SAP S/4HANA® to help employees successfully work from home with only a VPN
- SAP Concur® solutions to enable the safe and contactless flow of cash

## After: Value-Driven Results

- Retained each employee without any reductions in salary, benefits, or hours
- Created a strategy for business success that empowered all teams to remain productive and support sales operations at the end of the 30-day sales pause
- Delivered care packages to employees using SAP Concur solutions and Uber to prevent the exchange of physical money
- Supported customers through their challenges related to inventory as Ecuador's economy reopened
- Surpassed anticipated May revenue figures by US\$700,000 and anticipated business operations by 10%

“SAP solutions helped us remain steadfast in our resolve to **keep our workforce employed** throughout the COVID-19 pandemic. Today, we're working safely and successfully from home – and seeing great business results.”

Miguel Sotomayor, Technology Manager, Productos Metalúrgicos S.A.

**\$2.7 million**

In revenue for the month of May (\$700,000 greater than anticipated)

**40%**

Resumption of business operations in May (10% greater than anticipated)

SAP SuccessFactors 

**Productos Metalúrgicos S.A. (Promesa)**  
Guayaquil, Ecuador  
[www.promesa.com](http://www.promesa.com)  
(Spanish)

**Industry**  
Automotive and consumer products

**Products and Services**  
Automotive and hardware products

**Employees**  
367

**Revenue**  
US\$81.84 million

**Featured Solutions**  
SAP S/4HANA and SAP SuccessFactors and SAP Concur solution

**THE BEST RUN**

