

The 1st Chinese-setup Solar PV
Modules Manufacturer
Enlisted on NASDAQ

Run SAP on Alibaba Cloud

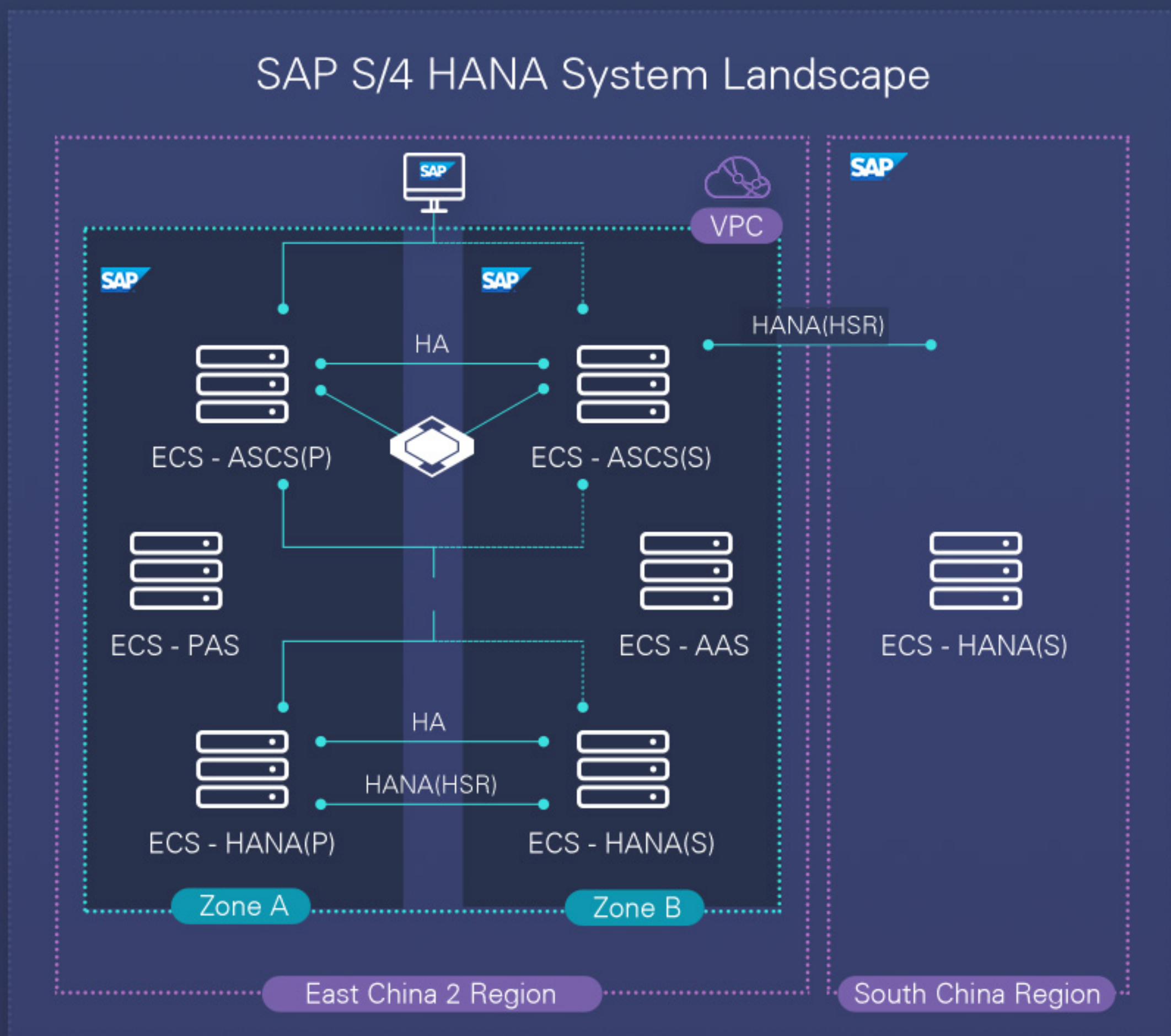
Reduce IT TCO and
Management Complexity

Founded in 2001 in Canada, Canadian Solar (NASDAQ: CSIQ) operates as a global energy provider with successful business subsidiaries in 20 countries on 6 continents.

SAP S/4 HANA go live in November 2017.

Challenges

- Limited budget for IT department and SAP project.
- Limited IT professionals within the company.
- 24/7 availability of SAP System for end users.



Benefits

- Shortened SAP implementation cycle by rapid deployment of SAP system on Alibaba Cloud.
- Lowered total cost of IT ownership.
- Reduced IT management complexity.

The second largest
photovoltaic glass manufacturer
in the world

Run SAP on Alibaba Cloud

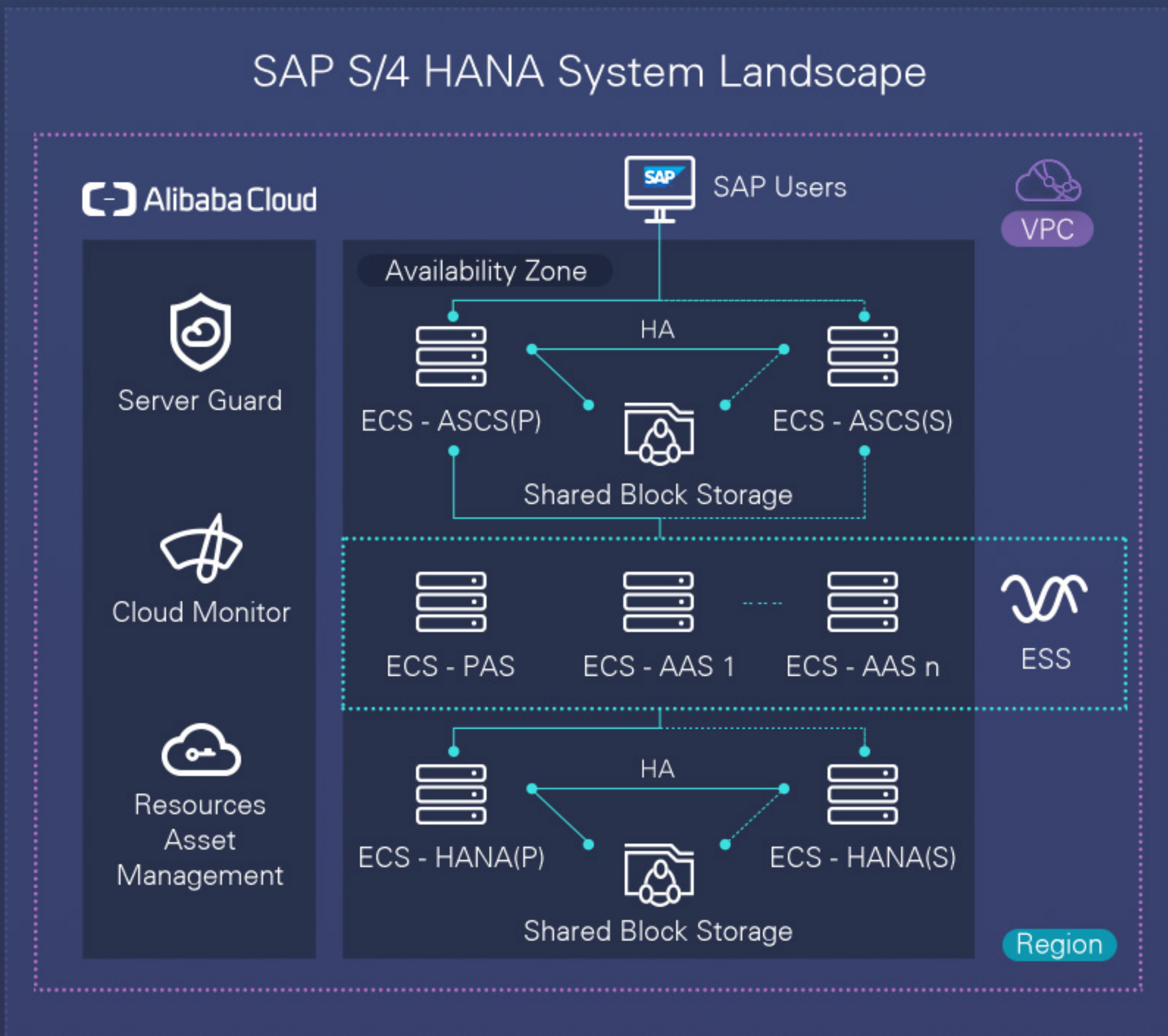
Optimize IT organization
Improve productivity
and efficiency

A comprehensive large and medium-sized enterprise with an integration of research and development, manufacturing, processing and sales of glass, founded in 1998.

S/4HANA,PO go live in Mar 2017.

Challenges

- To ensure low-cost, fast deployment of the SAP system.
- High investment in IDC infrastructure.



Benefits

- Shortened SAP implementation cycle.
- Reduced IT investment.
- High security guarantee on Alibaba Cloud.

A Dedicated Company on
Industrial Chain of Food
Safety in China

Run SAP on Alibaba Cloud

Accelerate Business Innovation
by Cloud Computing

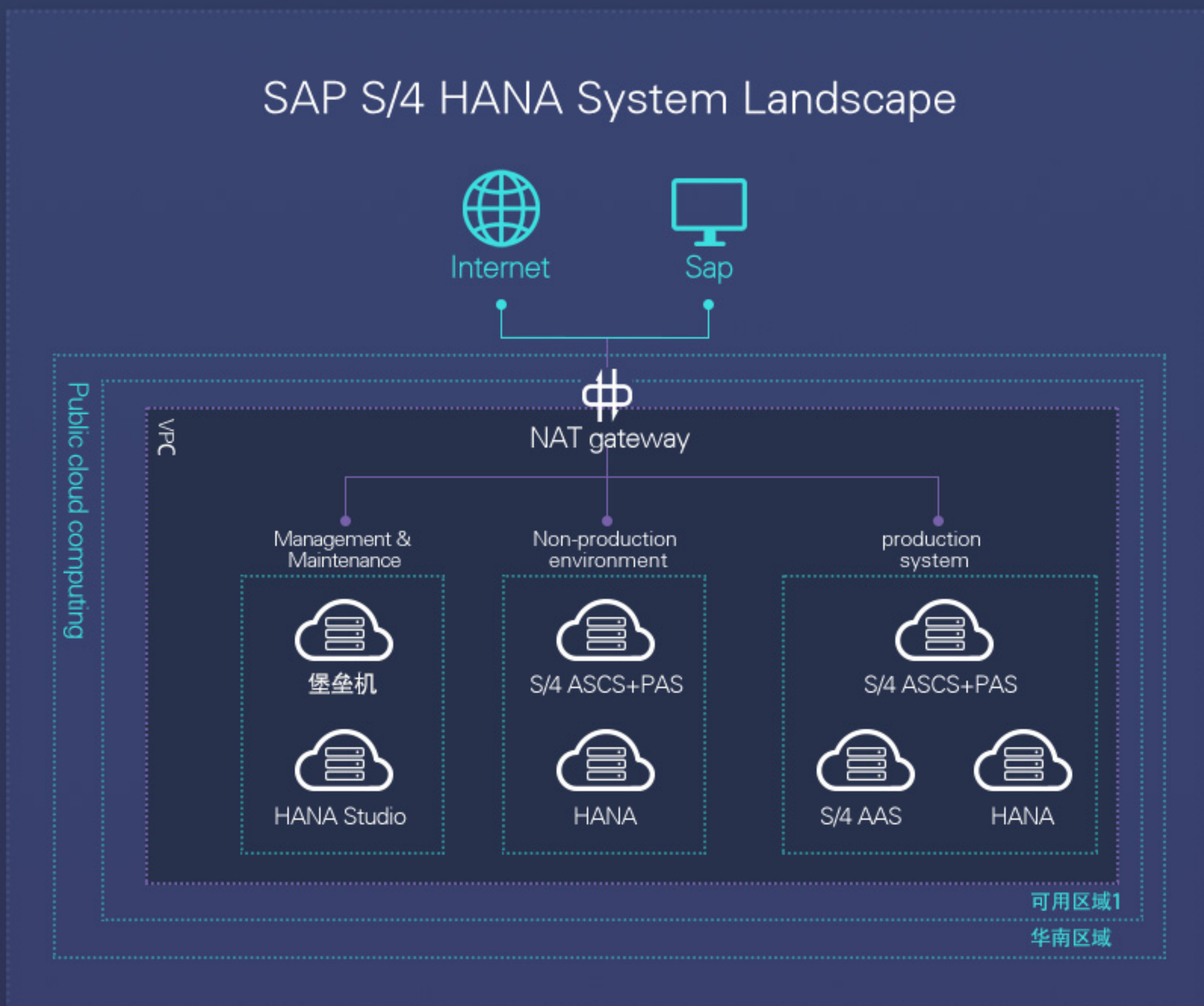


Tincere provides creative solution(s) to solve food safety problems. Established in 2013, Tincere holds more than 90% in market share in the food industry in China.

S/4HANA go live on Alibaba Cloud January 2018.

Challenges

- Limited time for customer to conduct SAP implementation, while all sales channel and business models are ready.
- Control expenditure for pursue creative endeavors.
- Lack of professional IT resources.



Benefits

- Reliable and flexible cloud computing infrastructure and platform services.
- Certified for SAP Business Applications and SAP HANA.
- Out Of The Box solution.

 Alibaba Cloud

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The Pioneer of Gas Equipment
R&D and Manufacture Industry

Run SAP on Alibaba Cloud

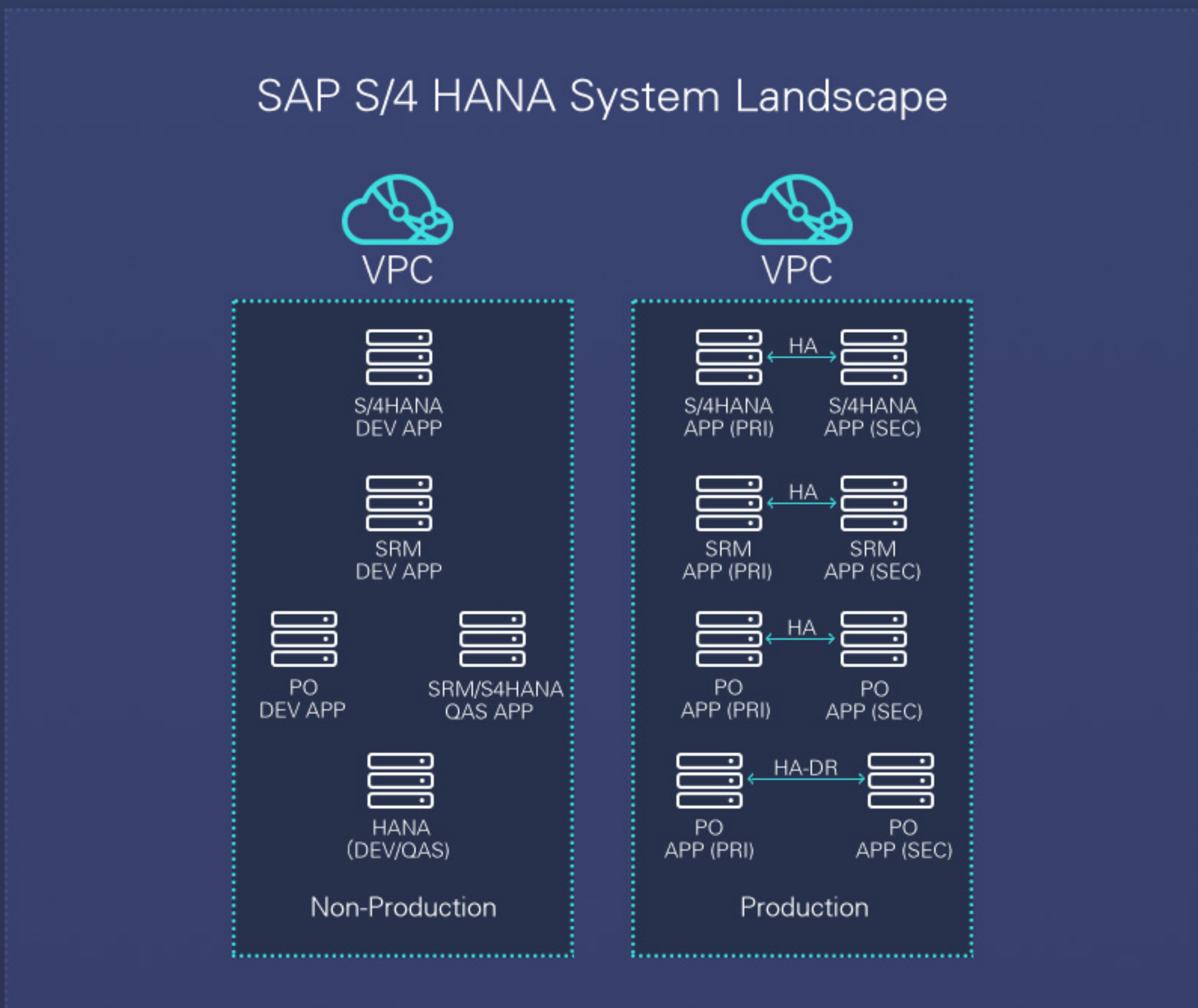
Empower Customer to Extend
Its Market Margin

Founded in 1999, Xinguangjin Gas Equipment Research Institute is a specialized gas regulator manufacturer engaged in product research, design, production, sales, and services.

Integration from SAP system to IOT platform.

Challenges

- Cost saving is the main concern in Xinguangjin's selection of cloud products. They chose Alibaba Cloud because it reduces the IT O&M costs.
- Require presents an integrated solution within a short time, and provides PAAS-level supports for the commercial gas operation management platforms of Beijing Xinguangjin's clients.
- Lack for IT resources.



Benefits

- One platform service to provide SAP IAAS infrastructure and IOT services, easy deployment and development.
- Leverage customer to extend its business market margin.
- Reduce IT management complexity.