



Press Information

To all members of the media,

March 23, 2023
SAP Japan Corporation
Focus Systems Corporation

AIN Holdings adopts SaaS SAP S/4HANA® Cloud across dispensing pharmacy, cosmetics and drugstore operations

SAP Japan (based in Chiyoda, Tokyo; President Hirofumi Suzuki) is pleased to announce that AIN Holdings (based in Sapporo, Hokkaido; President Kiichi Otani) has decided to adopt the cloud offering RISE with SAP incorporating the next-generation cloud ERP solution, SAP S/4HANA® Cloud.

The system will be installed by Focus Systems Corporation (based in Shinagawa, Tokyo; President Keiichi Mori), a company with considerable experience in supplying SAP S/4HANA® Cloud to clients in Japan.

AIN Holdings operates dispensing pharmacies as well as cosmetics retailers and drugstores throughout Japan, and works closely with local medical facilities and other organizations to promote the health and well-being of local communities.

In recent years, AIN Holdings has been buffeted by a range of adverse developments including rising demand for low-cost medical treatment and competition from rivals in other industries. Recognizing the urgency of introducing DX to the organization, AIN Holdings has been working to strengthen and consolidate the backbone systems that represent the core of their operations.

They have elected to adopt the public edition of SAP S/4HANA® Cloud, the global de facto standard, which is delivered as SaaS and is designed to accommodate and adapt flexibly to future changes. SAP S/4HANA Cloud supports the Fit to Standard approach, which allows clients to implement fundamental changes to their operations in a rapid and cost-effective manner while also providing access to the latest technology via quarterly updates.

The new system will promote streamlining and efficiency improvements through automation of routine administrative procedures and in turn boost productivity levels. It will also help AIN Holdings to open new outlets in line with expansion plans, pursue ongoing M&A activity and drive post-M&A business integration, as well as providing the foundations for more agile decision-making.

About SAP Japan Co., Ltd.

SAP Japan, established in 1992 as the Japanese subsidiary of SAP SE, is dedicated to helping all companies become intelligent enterprises. SAP is an acknowledged leader in the enterprise application software market, having assisted enterprises both large and small in a wide range of industries to achieve lasting success. Currently some 87% of all commercial trade worldwide is generated by SAP clients. SAP technology offerings in machine learning, IoT and advanced analytics can be used to transform any business into an intelligent enterprise. In addition, SAP can help both individuals and organizations to gain deeper insights to inform good decision-making and promote collaborative approaches to generating competitive advantage. Simplified SAP technology enables clients to maximize the benefits and advantages of software while avoiding constraints and bottlenecks. SAP's end-to-end application suite and services are used by enterprise and utility customers in 25 industries around the world to boost profitability, adapt to ongoing change, and effectively differentiate themselves in the marketplace. Through its global network of customers, partners, employees, and thought leaders, SAP helps make the world a better place and improve lives. (www.sap.com/japan)

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About Focus Systems

Established in 1977, Focus Systems provides systems development and operation services to government, communications and other public-sector clients as well as supplying advanced IoT, cloud and AI solutions to future-focused clients in the private sector. SAP has been supplying ERP systems to a wide variety of clients for over 20 years. In December 2020, Focus Systems was engaged by SAP as a dedicated retail partner in a bid to broaden the client base still further. In December 2021, Focus Systems was promoted to Gold Partner status in recognition of outstanding sales of SAP S/4HANA Cloud. Our impressive growth has continued since then. We support a wide variety of clients in a wide range of industries, with a particular focus on improving business processes prior to system installation, which is vital to the success of DX. We are dedicated to helping clients achieve lasting success with DX using our comprehensive packages centered around RISE with SAP, drawing on years of experience and expertise in implementation of ERP systems as well as integration with other cloud solutions.

(<https://www.focus-s.com/>)

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