

APOGEE CAPITAL MANAGEMENT · COMPANY PROFILE 2026

S/4HANA CLOUD PUBLIC - THE FUTURE

The SAP Financials house for Africa. FICO, FI-CA and S/4HANA — with a clear path on **SAP S/4HANA Cloud Public Edition (GROW)** for mid-market, and Private / RISE where the book demands it. Delivered by one principal Consulting House in Johannesburg.

15+
YEARS IN CORE FINANCE

2+
S/4HANA — ON-PREMISE + CLOUD IMPLEMENTATIONS

5+
CORE INDUSTRY DOMAINS



ABOUT

RELIABLE SALES, IMPLEMENTING AND DELIVERY PARTNER

Deep SAP Financials for regulated books — and a clear Public Cloud / GROW practice for African mid-market.

CONSULTING HOUSE

TWO PILLARS. ONE CLOSE DISCIPLINE.

Apogee is registering as an SAP implementation partner focused on **S/4HANA Cloud Public Edition**. We bring FI discipline to Fit-to-Standard programmes so the first close on Public Cloud is still a real close — while keeping the last-mile strength that insurers, utilities and public funds already know us for.

PILLAR 01

PUBLIC CLOUD · GROW

SAP S/4HANA Cloud Public Edition for manufacturers, agribusiness, distributors and growing finance entities.

PILLAR 02

SAP FINANCIALS DEPTH

FICO, FI-CA and S/4HANA for insurers, utilities and public funds — Private / RISE where the book demands it.

AMBITION

BUILT LIKE A SPACEPORT. RUN LIKE A SPACESHIP

Launch discipline for programmes that cannot slip the period: mid-market Public Cloud, utilities, insurance and public funds.

CORE MANDATES

PUBLIC | GROW | PRIVATE | RISE



SOLUTIONS

SAP PUBLIC CLOUD RE-INVENTED

The mid-market no longer needs a five-year private programme to run S/4HANA. SAP S/4HANA Cloud Public Edition — GROW with SAP — puts Fit-to-Standard finance and supply chain on a clean core that moves with the product. Apogee reinvents the journey from discovery to first close for African manufacturers, agri processors and distributors: Activate discipline, fixed-scope packages, and a ledger that reconciles before the period ends.

THREE DEPLOYMENT PATHS

DEPLOYMENT 01

PUBLIC CLOUD · GROW

SAP S/4HANA Cloud Public Edition. Fit-to-Standard workshops, clean core, GROW Fast / fixed-scope Finance and Supply Chain, 8–20 week paths. BTP side-by-side only when needed.

DEPLOYMENT 02

PRIVATE CLOUD · RISE

Regulated insurers, utilities and public funds. Controlled landscapes, conversion where required, a statutory close that still holds locally.

DEPLOYMENT 03

S/4HANA ON-PREMISE

Full-control books on customer DC. ECC conversion, New GL and Asset Accounting readiness, migration templates, period switch-over.

Deployment is a design choice — not a different consulting firm. The same finance discipline travels across Public, Private and on-premise landscapes.

GROW · PUBLIC CLOUD

FIT-TO-STANDARD. LIVE IN WEEKS, NOT YEARS.

GROW with SAP, built to close. Public Cloud for African mid-market — manufacturers, agribusiness, distributors and growing finance entities. Fit-to-Standard. Clean core. A first period close you can trust.

WHO IT IS FOR

MID-MARKET THAT CAN ADOPT STANDARD

Business One graduates, ECC customers willing to greenfield, multi-entity groups standardising across Africa, and carve-outs that need a fast, lower-TCO finance core — not another heavily customised landscape.

WHO IT IS NOT FOR

WHEN WE STEER YOU TO PRIVATE

Deep IS-U / FS-CD / IS-Oil cores, banks, and programmes that insist on heavy Z-code. Apogee will say so. That honesty is part of the mandate.

HOW WE DELIVER

01 · DISCOVER

2–3 day Fit-to-Standard workshop. Scope map, Public vs Private gate, package recommendation.

02 · ACTIVATE

Prepare → Explore → Realise → Deploy on Public Edition. Clean-core governance in writing.

03 · RUN

First closes supported. Hypercare. Optional BTP side-by-side — never custom in the core.

GROW PACKAGES

PACKAGE A

GROW FINANCE STARTER

Finance on Public Edition: ledger, AP, AR, assets, bank, period close. Typical path 8–12 weeks on fixed scope (GROW Fast / MVS where it fits), or 12–20 weeks for fuller finance scope. Clean-core written into the SOW.

PACKAGE B

GROW FINANCE + SUPPLY CHAIN

Package A plus Fit-to-Standard procure-to-pay and order-to-cash. Built for plants, distributors and agri processors moving off Business One or aging ECC.

PROOF POINTS WE USE IN THE ROOM

Peer Public Cloud wins in Southern Africa — including agri and mid-market manufacturing — show the model works when Fit-to-Standard is real. Apogee brings the finance last-mile so the first close on Public Cloud is still a real close.

FINANCE DEPTH · FICO · FI-CA · S/4HANA

THE FINANCE STACK WE ACTUALLY RUN

Deep techno-functional coverage across core finance, industry collections, billing, claims and integration — on S/4HANA on-premise, Private Cloud / RISE and Public Cloud.

FI-CO

New GL, AP, AR, bank and asset accounting, document splitting, parallel ledgers, period close.

FI-CA

Business partner, contract account, main and sub transactions, clearing, instalments, interest, write-off.

FS-CD

Insurance collections, payment plans, lots, DME trees, returns, clarification worklists, cash journal.

FS-CM

Claims finance, insurance objects, policy-admin transfer rules, correspondence and dunning.

IS-U

Unmetered and collective billing, device management, meter validation, unbilled revenue, print workbench.

RE-FX

Contracts and conditions, sales-based and service-charge settlement, FI-RE-CO integration.

JVA

Operated accounting, cutbacks, month-end and joint-venture billing for venture structures.

CO-PA / ML

Costing-based PA, product costing, material ledger, internal orders, WIP and variance.

S/4HANA

ECC to S/4HANA conversion, S4i and Private Cloud / RISE patterns treated as one architecture.

INTEGRATION FI · MM · SD · RE · TV · PM · FI-GL / Treasury / CO / CO-PA · IS-U invoicing · Banks & DMEE

FINANCE · AI

ARTIFICIAL INTELLIGENCE DRIVEN APPROACH

Models sit on a book that reconciles. Apogee builds the finance core first — on Public Cloud or Private — then the signal.





INDUSTRIES

CAPTAINS OF INDUSTRY'S PREFERRED PARTNER OF CHOICE

Public Cloud mid-market and regulated finance cores. Same last-mile discipline — different deployment path.

PUBLIC CLOUD FOCUS · SECTORS WE TAKE TO GROW

Manufacturing & distribution

Public Cloud finance + supply chain for mid-market plants and dealers. Clean core, Fit-to-Standard P2P / O2C.

Agribusiness & processing

Sugar, nuts, FMCG processors — peer Public Cloud path in Southern Africa. Lower TCO without losing the close.

Business One graduates

Outgrown B1. Ready for S/4HANA Cloud Public Edition without a multi-year custom rebuild.

Group carve-outs & entities

Standardised entity finance on Public Cloud while the group core stays Private / RISE.

CORE MANDATES · OFTEN PUBLIC I GROW I PRIVATE I RISE

INSURANCE

FS-CD · FS-CM · S4I

Collections for the insurance book, claims finance, policy-admin interfaces, agents and reinsurers.

UTILITIES

IS-U · FI-CA · FICO

Regulated tariffs, unmetered and collective billing, device management, unbilled revenue.

PUBLIC SECTOR

FICO · FS-CD · FM

Statutory compensation funds, funds management, national-scale correspondence and dunning.

BANKING & TREASURY

FICO · TRM

Money markets, cash and liquidity, credit and dispute, New GL splitting, parallel ledgers.

REAL ESTATE

RE-FX · FICO

Contracts, sales-based and service-charge settlement, land use, FI-RE-CO.

ENERGY & INDUSTRY

FICO · CO-PA · JVA

Profitability analysis, product costing, joint-venture accounting — Public Cloud only where Fit-to-Standard holds.



ABOUT

OUR JOURNEY

National utilities billing, S/4HANA Insurance landscapes, public-sector compensation funds — and Public Cloud finance cores for African mid-market. Written as Apogee delivery.

DELIVERY EXPERIENCE

NOV 2024 — PRESENT

UTILITIES · SOUTH AFRICA — IS-U / FI-CA

National utilities billing on SAP ECC with an S/4HANA-ready posture: unmetered and collective billing, device management, GIS integration, tariff schema, unbilled revenue and print workbench.

NOV 2022 — OCT 2024

INSURANCE · MEA — FICO & FS-CD ON S/4HANA

ECC EHP 7.5 and S/4HANA Insurance (S4i). GL through collections, ChaRM-governed change, month-end and year-end, ECC to S/4HANA migration templates.

MAY 2021 — OCT 2022

AUTOMOTIVE · GLOBAL FINANCE TEMPLATE

Template governance for a European sales-model programme. Design quality, transport risk, Jira / Confluence / eGRC.

2014 — 2021

PUBLIC SECTOR · INSURANCE & COMPENSATION FUND

FS-CD and Claims on SAP HANA eCOID — correspondence, insurance objects, payment lots, bank virtual cards — and multi-year FS-CD support with SD / IS-U invoicing, Treasury and CO-PA.

2006 — 2014

UTILITIES · POWER & AUTOMATION · REAL ESTATE · BANKING & RAIL

FS-CD / FICO / FS-CM build and print workbench; FICO and CO-PA through profitability reporting; FI/CO/RE-FX for property and retail; Treasury, AR/AP, New GL and Oracle-to-SAP blueprint and go-live support.

LEADERSHIP

RUTENDO HATENDI

CEO · FOUNDING PRINCIPAL

Certified SAP FI/CO consultant with fifteen years of hands-on implementation across ECC 4.6C, ECC 5, ECC 6 and S/4HANA. Honours in Business Management & Information Technology. One accountable lead — from blueprint and configuration to month-end and handover.

OUR PARTNERS

ORGANISATIONS WE HAVE DELIVERED FOR

Utilities, public funds, automotive, technology, retail, real estate and facilities management — SAP finance delivery for organisations that cannot afford a messy ledger.

BCX
Technology

NTT GLOBAL
Technology

BMW SOUTH AFRICA
Automotive

DEPT OF LABOUR · COMPENSATION FUND
Public sector

ABB
Power & automation

ESKOM HOLDINGS
Utilities

EXCELLERATE JHI
Real estate

SHOPRITE CHECKERS
Retail

BIDVEST FACILITIES MANAGEMENT
Facilities management · formerly TFMC

PRASA
Public rail

Logos and names are the trademarks of their respective owners and are shown to identify organisations Apogee has delivered SAP finance work for.

START A MANDATE

PLEASE GET IN TOUCH WITH US

Public Cloud discovery, GROW packages, or a regulated finance last-mile — write to the Consulting House.

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