



One TRATON Analytics and Collaboration Platform (oneTRAC) and General BI Services Support

Request for Proposal



NAVISTAR



Agenda

One TRATON Analytics and Collaboration Platform (oneTRAC) and General BI Services Support



Company summary



Management summary



Functional requirements and scope



Roles and effort estimation

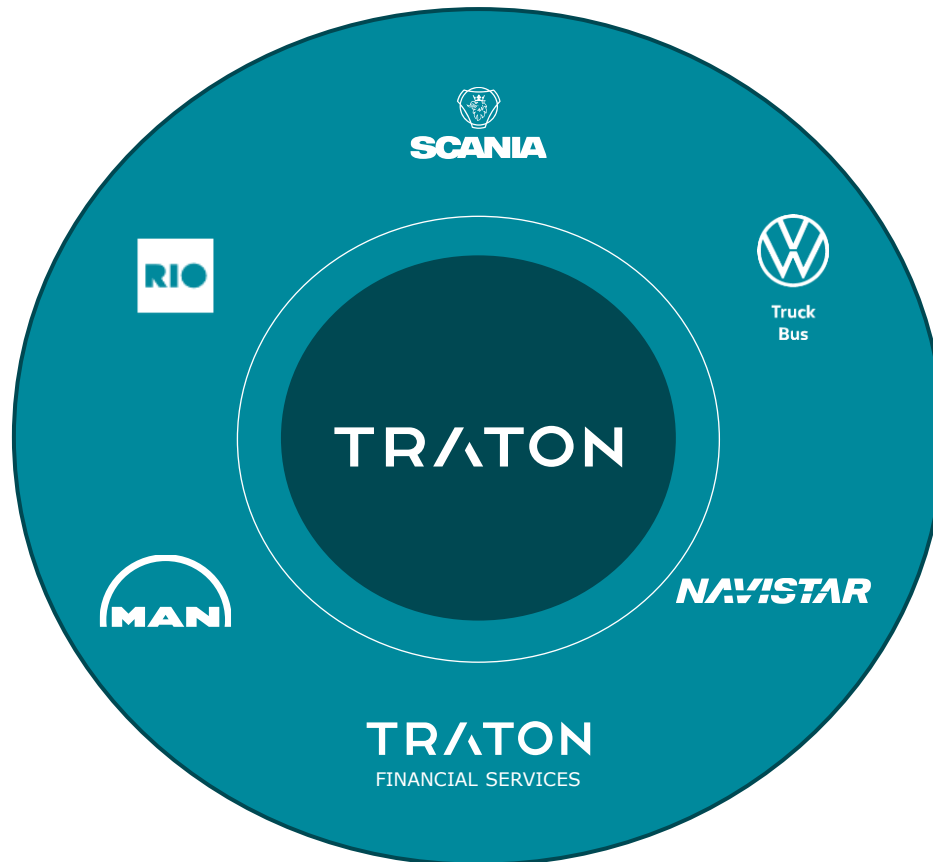
Overview TRATON GROUP



Note: Data based on Full Year 2022 results 1 As of December 31, 2022

Company Structure

Group Overview



Company Description

- The TRATON GROUP is striving to become a Global Champion of the truck and transport services industry
- TRATON builds upon its strong base by further expanding its brands' presence and utilizing its strong network of strategic partners to access all major profit pools
- With its MAN, Scania, Navistar and Volkswagen Truck & Bus brands, and its central TRATON Holding, the TRATON GROUP is one of the leading manufacturers of commercial vehicles worldwide
- TRATON Financial Services is a global multi-brand captive finance provider. Services include financing for customers, dealers, and distributors as well as insurance solutions and additional services
- The RIO brand provides a growing portfolio of digital services and solutions

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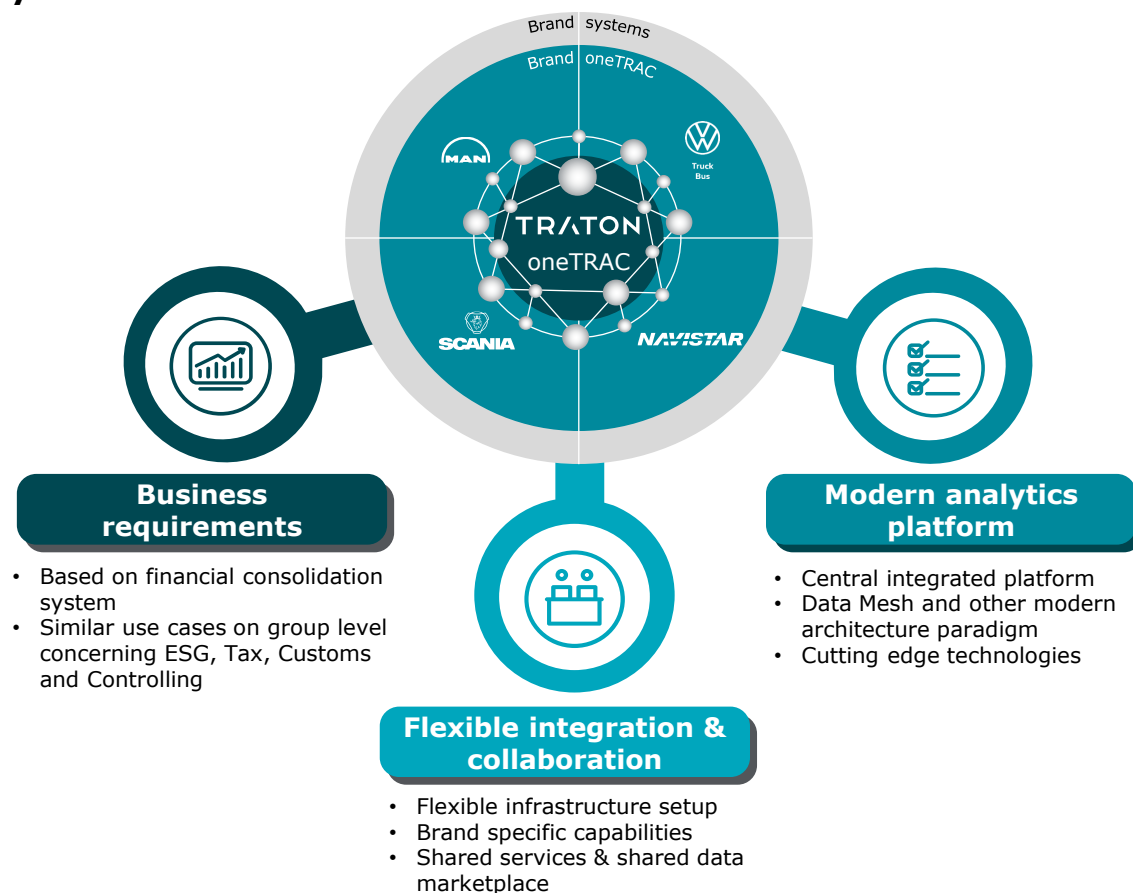
Management Summary

Strategic Partnership for Analytics

- **Partnership Objective:** Seeking a strategic partner to support us in the field of Analytics and Data for the next 3 years
- **Project Scope:** The partnership will encompass both known projects such as the oneTRAC Program (which will be presented in more detail in the subsequent slides) and future projects that are yet to be identified across all Business Domains
- **Key Focus - Data Fabric:** A significant area of focus will be **Data Fabric**, an innovative approach to data management that integrates data from various sources, providing a unified, consistent data view. This will be crucial in our efforts to harness the full potential of our data assets.
- **Additional Focus Areas:** Other areas of focus will include Artificial Intelligence (AI) and developing a data culture / strategy to enable concepts such as Datamesh
- **Overall Aim:** This collaboration aims to leverage analytics to drive our business forward, ensuring we stay competitive and innovative in our market

Management Summary oneTRAC Program

Key characteristics of oneTRAC



Program motivation and status quo

- The creation of a one TRATON Analytics and Collaboration Platform aims at supporting the **strategic goal of becoming a data-driven company**. This shall be achieved by integrating the heterogenous existing brand landscapes, utilizing the idea of a **data fabric**
- The TRATON Group has a **heterogenous systems landscape** with no integration except for file based interfaces
- IT brands now work in **silos** with their own set of processes and tools, rendering cross-brand collaboration difficult due to **lack of system harmonization** and access and **security restrictions**
- Such a landscape does not reflect the current Group structure of a **matrix organization** and does not facilitate business needs of common systems for group-level processes, such as financial consolidation
- Moreover, it does not support the Group in the **compliance of legal requirements** of mandatory reporting, such as for ESG reporting

High level business requirements for known potential future projects as part of the oneTRAC program – only Analytics and Planning in scope



New consolidation system

- Central **consolidation** and **management reporting system** based on SAP
- Central data **mapping** via harmonization layer
- **Backwards integration** of tax data and consolidated controlling data
- oneTRAC data hub for group reporting **and provision of consolidated data**



Controlling

- R&D and allocation: collect **planning and actuals data** and map to controlling logic
- Procurement: purchasing cross brands, **harmonize system landscape** and derive material costs for projects



ESG

- External **CSRD** and **CDP** (carbon disclosure project) **reporting**
- **Dashboarding, document management** workflow functionalities for ESG reporting
- **Management steering** in context of ESG



Tax & Customs

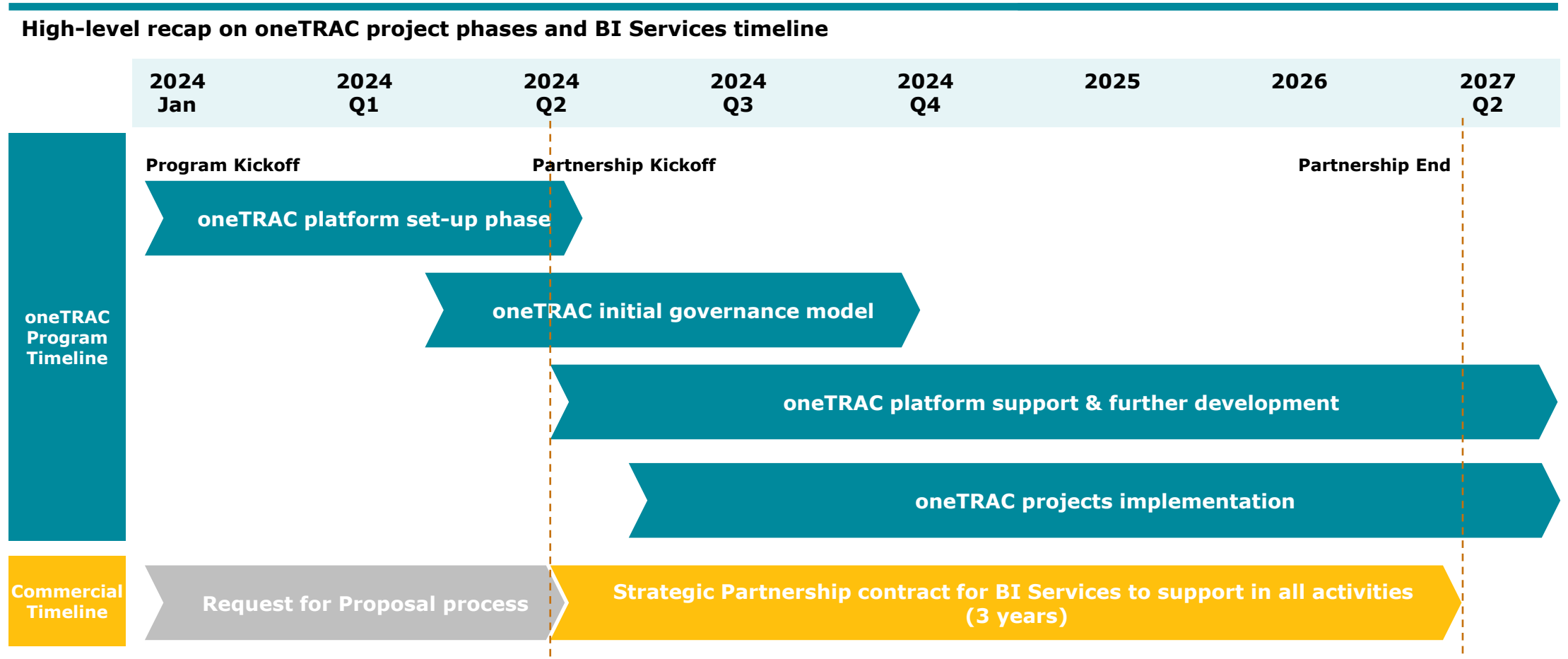
- Transparency along **transfer pricing** process and common product development
- Data provision for **tax accounting**
- **New regulatory requirements** like ViDA (VAT in the digital age) and eInvoicing



Treasury

- Rolling forecasts for **liquidity planning**
- Integration of treasury management systems (FIS "Quantum") with new consolidation systems
- Treasury functionality: liquidity planning and K3, K4 reporting for Bundesbank

High-level roadmap for oneTRAC project and BI services



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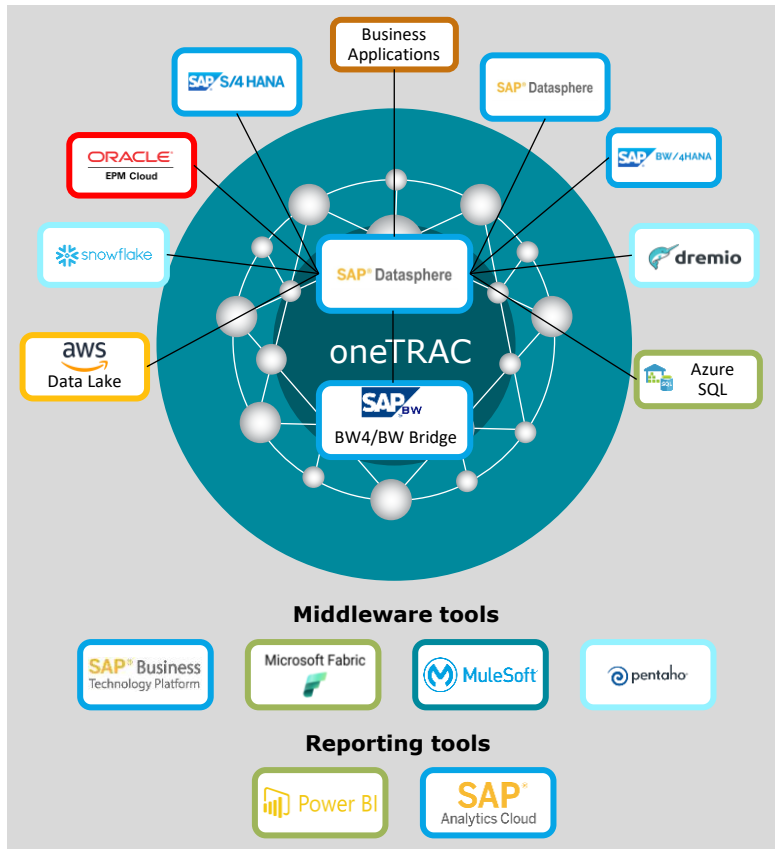
Management summary

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TRATON group systems overview to be integrated in oneTRAC as data fabric

oneTRAC Target Picture



Tools and methodologies descriptions

- **SAP Datasphere** has been chosen as central TRATON Holding data warehousing tool, due to its ease of integration with the pre-existing **BW on HANA** (with which it will be implemented in a hybrid mode) and **S4 HANA** systems and its data mesh functionalities. In addition to the SAP Datasphere, in the Holding **Azure SQL** are used and either need to be integrated or replaced
- The **SAP Analytics Cloud** and **Power BI** for planning and reporting purposes
- Furthermore, within the group additional Datasphere tenants and other tools, such as **Snowflake**, **Dremio**, **Oracle EPM & HFM** and **Azure SQL (Microsoft Fabric)**, are being used as warehousing and modelling tools and will need to be integrated with the Datasphere environment of the TRATON Holding
- **Collibra** needs to be integrated for data catalog scenarios
- Additionally, the SAP Datasphere system will need to be integrated with multiple cloud and on-prem systems and brand ERP sources such as **SAP S/4 HANA**, **Microsoft Dynamics** and **Oracle EBS**
- Various middleware tools are to be considered in the integration process are, from the TRATON holding perspective **SAP BTP**, **Hitachi Pentaho** and **Microsoft Fabric**, and from the brand perspective **MuleSoft**. More middleware tools might need consideration at a later stage as the full picture is not yet known
- Some of the brands have already started applying concepts of **data mesh** and data fabric or of "**Hub and spoke**" in their architecture which needs to be streamlined
- No **AI tools** have been chosen yet, but most likely Azure / OpenAI services and SAP AI offerings will play a role as critical components for successfully establishing a data fabric

General Scope 1/2



Timeline 3 years



Working on previously described projects and on future not yet known projects within the defined roles



Flexibility and Scalability: The partner adapts their services to our growing or changing business requirements



Technologies to be customized and developed for: SAP Datasphere, SAP SAC, SAP BTP, SAP BW, Microsoft Fabric incl. Power BI and Azure SQL



Technologies to be integrated known so far: Dremio, Snowflake, Oracle EPM, S/4 HANA, AWS Data Lake, Mulesoft, Hitachi Pentaho



Cross brand collaboration with our brands across the globe considering the time zones* (North America UTC -6, Brazil UTC – 3, India UTC + 5:30)



Support with AI Integration (Azure / OpenAI & SAP AI)



Experience with concepts such as Data Mesh / Hub & Spoke with ideally already successful track record (please provide references)

*Main project schedule is assumed to be UTC +1, occasional workshops may occur within the other listed time zones

General Scope 2/2



Documentation Obligations: The partner documents and updates all relevant information. This includes technical documentation, user manuals, change logs, and troubleshooting guides



Use of Ticket Tools: The partner uses the ticket tool provided by TRATON



Training and Education: The partner provides training and education for the TRATON team to ensure they are familiar with the latest technologies and best practices



Communication and Reporting: The partner provides regular status reports and maintains open communication with our TRATON team



Compliance with Standards and Best Practices: The partner complies with industry standards (TISAX or ISO 27001) and best practices



In the event of termination of the service, a smooth transition including handover to the successor supplier including tracking, status reporting and acceptance is guaranteed



Replacement Clause: The company may replace a role if they fail to meet the outlined role requirements. This decision is at the company's discretion



The default project and documentation language is English, except for specific roles where German is required (see role definitions for details)

Service Delivery

In the service delivery, it is required to seamlessly integrate consulting services and project orders

- Consulting services based on a time and material basis
- Project orders based on service description, acceptance criteria, and target dates
 - Time and Material: Detailed expenditure with or without an upper expense limit
 - Fixed Price: Agreed-upon fixed cost

The coordination and alignment of the service delivery with TRATON and creation of offers for projects are not part of the service contract therefore costs must be covered by the vendor.

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Role profiles

- The following roles are the currently expected needs of the strategic partnership but are not limited to those, additional roles might be required in the future
- The complete requirements for a role (except Project Manager and Data Architect) need not be fulfilled by an individual alone; they can be met collectively by a team
- For the skill levels mentioned in the subsequent slides the following years of experience in the respective fields are expected
 - A2 / B2 / C2 – at least 7 years
 - A3 / B3 / C3 – at least 5 years
 - B4 / C4 – at least 2 years
- Remote work can be either onshore (Germany), nearshore or offshore

Role: Project Manager

Description & Responsibilities

- Overseeing projects and ensuring their completion within time, budget and quality
- Coordinating the external team and internal stakeholders to ensure that the project is aligned with the business goals and objectives
- Managing project scopes, deliverables, risks, issues, and changes
- Communicating project status, progress, and issues to stakeholders
- Ensuring that project documentation is complete, accurate, and up-to-date

Required skills

- **Technical skills:**
 - Proficiency in project management tools and techniques including agile such as Scrum
 - Familiarity with data management and data governance concepts and tools
 - Experience with analytics projects at global companies
- **Soft skills:**
 - Communication skills, both written and verbal, to communicate effectively with the project team and stakeholders
 - Leadership skills, to guide and motivate the project team
 - Problem-solving skills, to identify and resolve project issues and risks
 - Time management skills, to ensure that the project is completed within the given time frame
 - Ability to work under pressure and meet tight deadlines
 - Fluent in German and English

Skill Levels and working location

- A2 - 20% onsite | 80% Onshore
- A5 - 20% onsite | 80% Onshore

Working Conditions

- Occasional on-site workshops and meetings
- Direct interaction and support for our brands across the globe which could also include travelling to our brands

Role: Data Architect

Description & Responsibilities

- Designing, maintaining and further developing the oneTRAC architecture including data fabric and data mesh concepts
- Supporting in project work and application management service
- Using tools such as SAP Datasphere, SAP BW and Microsoft Fabric to create and manage data warehouses, data lakes and data pipelines across different platforms and systems
- Defining data models, schemas, standards and policies for data products

Required skills

- **Technical skills:**
 - Proficiency in data modeling, data integration, data quality and data governance tools and techniques
 - Knowledge of data fabric and data mesh concepts and their best practices
 - Familiarity with SAP Datasphere, SAP BW, SAP BTP, Collibra, Microsoft Fabric and other data governance and data management tools and frameworks
 - Experience with cloud computing, big data and distributed systems
- **Soft skills:**
 - Communication skills, both written and verbal, to communicate effectively with data producers, data consumers and other data stakeholders
 - Leadership skills, to guide data engineers and data stewards in the data fabric and data mesh projects
 - Strategic thinking, to align the data architecture with the business goals and objectives
 - Knowledge sharing to key users and TRATON internal IT Teams

Skill Levels

- A3 - 20% onsite | 80% Onshore

Working Conditions

- Occasional on-site workshops and meetings
- Direct interaction and support for our brands across the globe which could also include travelling to our brands

Role: Data Engineer

Description & Responsibilities

- Implementing and operating the data fabric and data mesh components, such as data pipelines, data lakes, data warehouses, data integration and data quality tools
- Ensuring that the data products are accessible, secure and scalable for the data consumers
- Building and deploying data solutions across different platforms and systems

Required skills

- **Technical skills:**
 - Proficiency in one or more programming languages such as Java, Java Script, SQL, ABAP, Python etc.
 - Knowledge of data engineering principles and best practices , such as ETL, ELT, data ingestion, data transformation, data loading, data modeling etc.
 - Experience with SAP Datasphere, SAP BW, SAP BTP, Collibra, Microsoft Fabric and other data governance and data management tools and frameworks
- **Soft skills:**
 - Communication skills, both written and verbal, to communicate effectively with data producers, data consumers and other data stakeholders
 - Problem-solving skills, to analyze, debug and troubleshoot data issues
 - Collaboration skills, to work with data architects, data analysts, data scientists and data stewards in the data fabric and data mesh projects
 - Knowledge sharing to key users and TRATON internal IT Teams

Skill Levels

- C2 - 20% onsite | 80% Onshore
- C3 - Remote
- C4 - Remote

Working Conditions

- Occasional on-site workshops
- Direct interaction and support for our brands across the globe which could also include travelling to our brands

Role: Data Analyst

Description & Responsibilities

- Collect and align business requirements for reports, dashboards and planning solutions
- Model Data using tools such as Power BI and SAP Analytics Cloud and SAP Datasphere and create interactive dashboards, reports and planning solutions
- Providing insights and recommendations to the business stakeholders and data consumers based on the data analysis

Required skills

- **Technical skills:**
 - Proficiency in data modelling, data management, data analysis and data visualization
 - Experience with Microsoft Power BI/Fabric, SAP Analytics Cloud and SAP Datasphere and other data visualization and business intelligence tools and best practices
- **Soft skills:**
 - Communication skills, both written and verbal, to communicate effectively with data producers, data consumers and other data stakeholders
 - Creativity skills, to design and implement data solutions that are user-friendly, engaging and impactful
 - Knowledge sharing to key users and TRATON internal IT Teams
- **Business skills:**
 - Preferably experience in the respective fields of previous mentioned projects on page 9

Skill Levels

- B2 - 20% onsite | 80% Onshore
- B3 - Remote
- B4 - Remote

Working Conditions

- Occasional on-site workshops
- Direct interaction and support for our brands across the globe which could also include travelling to our brands

Role: Data Scientist

Description & Responsibilities

- Developing and deploying advanced analytics and machine learning models on the data products, using various data science and predictive analytics tools
- Monitoring and evaluating the performance and impact of the models on the business
- Using tools such as Power BI and SAP Analytics Cloud to integrate and visualize the models across different platforms and devices

Required skills

- **Technical skills:**
 - Proficiency in data science, ML and predictive analytics tools and techniques
 - Knowledge of data fabric and data mesh concepts and best practices
 - Experience with Power BI, SAP Analytics Cloud and other data science and predictive analytics tools and frameworks.
- **Soft skills:**
 - Communication skills, both written and verbal, to communicate effectively with data producers, data consumers and other data stakeholders
 - Innovation skills, to design and implement data solutions that are novel, effective and scalable
 - Knowledge sharing to key users and TRATON internal IT Teams

Skill Levels

- B2 - Remote

Working Conditions

- Occasional on-site workshops
- Direct interaction and support for our brands across the globe which could also include travelling to our brands

Role: Data Steward

Requirements to be collectively covered by a team of data stewards

Description & Responsibilities

- Support in developing a data culture and data strategy
- Assisting, enabling and training business on governing data in each domain, ensuring that they comply with the data quality, security and privacy standards and regulations
- Collaborating with data architects to establish a federated governance framework
- Using tools such as SAP Datasphere, Colibra and Microsoft Fabric to monitor and audit the data products across different platforms and systems

Required skills

- **Technical skills:**
 - Proficiency in data quality, data security and data privacy tools and techniques
 - Knowledge of data fabric and data mesh concepts and best practices
 - Experience with SAP Datasphere, Microsoft Fabric and other data governance and data management tools and frameworks
 - Experience with data sources, data formats and data policies
 - Compliance knowledge, to ensure that the data products adhere to the data quality, security and privacy standards and regulations
- **Soft skills:**
 - Communication skills, both written and verbal, to communicate effectively with data producers, data consumers and other data stakeholders
 - Organizational skills, to coordinate and document the data governance and data management activities
 - Fluent in German and English

Skill Levels

- B2 - 20% onsite | 80% Onshore

Working Conditions

- Occasional on-site workshops
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Estimated efforts in days (8 hours)

The efforts are an estimate for the next 3 years starting in June 2024 and may vary, there is no obligation to purchase. More details to be found on the price table attachment.

Role	Skill Level	Onsite	Location	Experience in years	Year 1	Year 2	Year 3	Total
Data Architect	A3	20%	Onshore	5+	70	70	70	210
Project Manager	A2	20%	Onshore	7+	100	100	100	300
Project Manager	A5	20%	Onshore	-	100	100	100	300
Data Engineer	C2	20%	Onshore	7+	50	50	50	150
Data Engineer	C3	0%	Remote	5+	60	60	60	180
Data Engineer	C4	0%	Remote	2+	60	60	60	180
Data Analyst	B2	20%	Onshore	7+	50	50	50	150
Data Analyst	B3	0%	Remote	5+	60	60	60	180
Data Analyst	B4	0%	Remote	2+	60	60	60	180
Data Scientist	B2	0%	Remote	7+	30	30	30	90
Data Steward	B2	20%	Onshore	7+	30	30	30	90
TOTAL					670	670	670	2010