

Greenskies: Delivering Clean Solar Energy to Commercial, Utility and Public Sector Companies

Solar energy developer Greenskies Clean Focus offers a unique and efficient energy solution to its more than 270 customers – supplying cutting-edge solar power solutions in an innovative way. The company **strives for quality and operational excellence** while planning for the long-term future of solar energy.

Historically, the company leaned on a traditional ERP system. But rapid growth meant it would need a more robust cloud approach — one that could adapt to growing customer demands and the evolving solar sector. To secure its future and provide savings for customers, Greenskies looked to a new solution. This is their story.



Saving Energy and Cutting Costs in the Solar Sector with SAP® S/4HANA



Before: Challenges and Opportunities

- Errors, missed handoffs, and project delays as a result of legacy systems
- Limitations of an on-premise data management system and its prohibitively expensive upgrade process
- Need for an efficient system able to track information smoothly across disparate teams
- Opportunity for nationwide growth in clean energy and cheaper electricity for commercial and municipal clients

Why SAP

- SAP S/4HANA running on Amazon Web Services for back-office functions such as inventory management, customer invoicing, and procurement
- SAP HANA® as a stand-alone platform to store and manage apps built internally to manage the unique needs of commercial solar
- Quick adaption to and customizations for the constantly changing solar energy sector
- Integrated environment and stable, reliable core for finance and accounting

After: Value-Driven Results

- Built a project management process on a stand-alone system, creating a cohesive environment which provides support across processes
- Enabled efficient closing of books, improved compliance, and greater control
- Greater efficiency enabled Greenskies to hire fewer employees than anticipated to keep up with growth

“It’s important to **embrace the upgrades** in SAP S/4HANA. The way to get the most out of your investment is to continue leveraging the innovative features that you have already paid for.”

Eric Zenner, VP of Process and Technology, Greenskies Clean Focus

6x

More data running through SAP S/4HANA Cloud, versus previous system

15%

Achieved savings from corrected overbilling due to improved visibility

Greenskies Clean Focus
North Haven, Connecticut
www.greenskies.com

Industry
Oil, gas, and energy

Products and Services
Solar power energy

Employees
85

Featured Solution
SAP S/4HANA

THE BEST RUN 

Creating a Foundation for Future Growth in a Quickly Changing Industry

Since 2009, Greenskies Clean Energy has provided significant energy savings for commercial, utility and public sector companies. To boost value for its clients and support the push for renewable energy, Greenskies recently implemented SAP S/4HANA.

SAP S/4HANA empowered the solar power company to build a cloud foundation for clean energy procurement and efficient financing. They also implemented SAP HANA to help manage custom solar applications. SAP stood out because there is a gap in the industry for a commercial solar offering that could meet unique industry needs.

Since implementing SAP S/4HANA, Greenskies has experienced a 600% increase in throughput, as well as overall growth in its number of solar projects — all while the company’s workforce has only doubled. And it wouldn’t have been possible without SAP S/4HANA and the custom SAP HANA application landscape.

“The only constant in solar is change. SAP S/4HANA provides a holistic data source and single, integrated system so that we can react in a nimbler way — and **differentiate ourselves** from the competition.”

Eric Zenner, VP of Process and Technology, Greenskies Clean Focus

80%

Greater cost savings related to system upgrades

60%

Less time spent on system upgrades