

From: Santosh Choubey <santosh@saharasystems.co.za>
Subject: Fwd: FW: SAP HANA UDD
Date: 17 October 2014 at 6:15 AM
To: Salim Essa

Sir - FYI - Supporting for HANA from SAP

Regards,

----- Forwarded message -----

From: Kandaswami, Lawrence <lawrence.kandaswami@sap.com>
Date: Fri, Oct 17, 2014 at 7:56 AM
Subject: FW: SAP HANA UDD
To: "santosh@saharasystems.co.za" <santosh@saharasystems.co.za>

This is to prompt movement on the opportunity.

From: Kandaswami, Lawrence
Sent: 16 October 2014 08:08 PM
To: Mantsika Matoane Transnet Corporate JHB
Cc: Barnabas Masekwameng Transnet JHB
Subject: SAP HANA UDD

Dear Mantsika,

Thank you for affording us the time to present the financial benefits of the addition of HANA to the UDD agreement.

The presentation was a result of various requirements and requests from Transnet ODs. This included initiatives like moving ECC to HANA,

Predictive Maintenance, BW on HANA, TVCC for which SAP is investing R6.1m and Maritime Intelligence.

Attached is a presentation that includes our commercial proposal with the associated financial benefits of this model. I will send the POV document in a separate mail due to attachment size.

Internally we have secured SAP board approval for this until the 15 Dec 2014.

I will await Transnet guidance on how we take this forward.

Thanking you,

Lawrence Kandaswami

Global Account Director | Transnet

SAP South Africa, 1 Woodmead Drive | Woodmead | Johannesburg 2148 | South Africa

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SAPs Commercial
Proposal fo...NA v1.pptx