



# HFS Hot Vendor: Pillir

Coverage initiated: Q3 2021

# Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

Authors: Joel Martin, Martin Gabriel

Pillir is a US-based, low-code, cloud-native, SaaS provider specializing in helping ERP customers create resilient applications that can be rapidly developed and deployed, natively integrated, and self-managed to expand their core ERP solutions using low-code tools.

Pillir's EdgeReady Cloud (ERC) platform is designed for SAP-centric enterprises and is hosted on AWS. Customers tell us the ERC platform enables the development of complex applications faster and more straightforwardly than in SAP's ABAP or when using solutions such as SAP's Fiori or third-party solutions such as Winshuttle. Alternative solutions considered by Pillir customers include low-code solutions from Mendix, Appian, and OutSystems.

Pillir's ERC is hosted as a SaaS application and leverages low-code to allow for quick design and development. In addition, the solution comes with a unique option, the debt discovery dashboard. The dashboard provides a graphical chart explaining technical debts and the maintenance and running costs for the following years. The dashboard allows enterprises to identify the applications and objects carrying the greatest technical debt and cost. What excites HFS is how customers can leverage Pillir's platform to modernize, build, test, and run customized SAP business systems in weeks without creating custom ABAP or other code.

Pillir provides a unique capability to convert existing ABAP applications automatically and easily with its modernizer and application templates. Its SAP ABAP modernizer helps by using automation to mine and decode custom objects, logic, transaction codes, small applications written in SAP's ABAP, catalogs, and across most custom components an enterprise may have developed and deployed. The ABAP modernizer automatically regenerates the custom layers and rearchitects, replatforms, rebuilds, and refactors them as low-code objects in the cloud. The application development teams can optimize and publish these new low-code objects to further enhance the business process.

Pillir offers clients project management and development teams based in the USA and India. Clients cite the professionalism and speed with which these teams develop a proof of concept and live solutions. In addition, Pillir's ERC architecture makes it easy for both the client and its SAP software integration partner to share development environments and co-create solutions for business users.

Pillir's platform allows enterprise teams to build low-code-based objects, workflows, and automated testing. Their value proposition is more than application development; it includes integration. Pillir's ERC can consume and connect with multiple objects within the source application. The tools then allow teams to publish updates with rolling application and authorization oversight.

Uniquely, Pillir's ERC allows online or offline access to the SAP applications or workloads. ERC also works independently of SAP upgrades and can work with SAP ECC or S4/Hana environments.

In addition to SAP, Pillir's ERC platform has pre-built integrations with various ERPs such as Oracle and Microsoft Dynamics. Pillir provides solutions for systems integration, reducing manual data input procedures, and modernizing legacy application processes. All the adapters, ABAP conversions, and various applications are at no extra charge. ERC offers a consumption-based pricing model with no lock-in period.

Pillir says its ERC platform has grown 100% year-on-year since its inception roughly eight years ago. With 55 associates, Pillir is headquartered in the US with development and support teams in India. Pillir currently works with leading implementation partners such as Rackspace, Lemongrass, and Navisite; it has partnerships with SAP, Capgemini, Lumen, and many smaller implementation firms.

Pillir's customers indicated they prefer strengths of the ERC platform were its agility, speed, and quality over SAP's own Fiori, especially when leveraging data from multiple databases or working across SAP modules. Using ERC, they created mobile and desktop applications that easily interface with SAP without taking on additional encumbrances of third-party applications—SaaS or otherwise.

Pillir's solution offered many things that SAP's Fiori doesn't. One example offered by a Pillar customer was that with SAP's Fiori apps, if you want to change or copy them and make your own, it's a lot of work, and it's not cheap. With ERC they could use existing resources rather than engaging a third party for projects. ERC can also benefit companies with non-SAP databases, which may have multiple business departments seeking data points or workflows that are in or touch their SAP implementation. ERC can also help quickly spool up mobile solutions for users across device platforms.

Mobilizing SAP data across delivery platforms in an agile, sustainable manner was often cited as a core reason customers chose Pillir.

## HFS' take

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HFS designated Pillir an HFS OneOffice Hot Vendor for building an impactful and no-nonsense solution that adds much-requested functionality to workflows and mobile solutions for those companies heavily invested in SAP.

Pillir's ERC solution supports many organizations with complex IT systems with their legacy ERPs. Their low-code solution for converting SAP's legacy ABAP custom code increases speed to market, empowers citizen developers, and allows business and technology teams to collaborate and innovate more easily.

Combining AWS, low-code, and automation, Pillir is a trusted partner with its customers and shows a willingness to both co-innovate and turn away projects outside of its areas of expertise.

A big part of delivering the HFS OneOffice is the journey to cloud-native and the adoption, development, and management of web-based applications and data. With strong capabilities with SAP ECC and S4/Hana, Pillir is well-positioned to bring significant value to users of these platforms across the front, middle, and back offices.

## Vendor factsheet

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- **Founded:** 2013 as AppsFreedom; rebranded as Pillir in 2019
- **Key executives:** Vaidya Aiyer (CEO), Vikas Gupta (VP Engineering), JR Butler (CRO)
- **Headquartered:** Chandler, AZ
- **Funding source(s):** Audeo Capital, Grayhawk Capital, VDream Ventures
- **Notable clients:** Dole International, Par Pacific, Villara Building Systems, Nabors, Archean Group, Brown Forman, Payless (formerly Payless ShoeSource)

**Solution portfolio:** EdgeReady Cloud, professional services

**Industry coverage:** CPG, energy and utilities, manufacturing, logistics and transportation

**Partnerships:** SAP, AWS, Capgemini, Lumen, Lemongrass, Navisite, Cancom, Birchman Group, Converge Technology, Protera, TCS



# About HFS

## Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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