



Project Title

SAP Rollout and CIN Implementation at New manufacturing Entity in Pune, India.

Company Overview

Founded in Switzerland in 1874, the Schindler Group is a leading global provider of elevators, escalators and related services. Its innovative and environmentally friendly access and transit-management systems make an important contribution to mobility in urban societies. Behind the company's success are over 48,000 employees in more than 100 countries.

Before the start of this project requirements Schindler India was more like a trading arm fulfilling the India requirements by importing lifts. SAP was already operational for India as trading entity.

Project Overview

- Rollout of SCM template for New manufacturing plant at Pune India for SAP SD, MM, FICO, MM modules in single SAP Instance across globe.
- Implement CIN (India Compliance and taxation) module
- Generate compliance registers/reports from SAP

Issues/Pains

- Schindler India New manufacturing entity to be mapped in-line with SCM template in Single Instance environment across globe.
- Schindler India was already operational on SAP since last 7 years biggest challenge was to map new manufacturing entity without affecting existing business processes of trading entity.
- Tax procedure TAXINN was common across two company codes, mean same Tax procedure need to configured for both Trading and New manufacturing entity.

Solution

- Single Instance single client multi country rollout project
- Rollout of SCM template for SD, PP, MM and FICO modules
- New Company code and Plant was created to map new manufacturing entity at chakan, Pune
- Implementation of complete SAP CIN
- Existing Tax procedure TAXINN was retrofitted to meet compliance needs of both Company code (Trading and Manufacturing entity)
- All tax compliance registers were mapped in SAP

Benefits

- All Compliance registers were mapped in SAP
- SCM Template was rolled out for Indian operations thus standardizing its operation across the globe
- Utilization of Excise and Service SAP is done automatically through SAP, thus saving 50 man-days of efforts per annum.

Project: Mobile App for Daily Visit report (DVR) for Sales Employees leveraging SAP Fiori Technology

Company Overview

Finolex Cables Ltd, the flagship company of the Finolex Group was established in 1958 in Pune. Today, it is India's largest and leading manufacturer of electrical and telecommunication cables with a turnover in excess of Rs.16 Billion (about US \$ 320 million)

Project Overview

- Existing manual process of Capturing Visits Reports to be replaced by mobile app driven process with backend integration with SAP
- Dashboard to facilitate employee to plan his day efficiently on launchpad
- Accurate system driven distance calculations through mobile GPS.
- Appropriate approval workflow based on reporting structure of DVR.
- Mapping company policies towards reimbursements in SAP.
- Integration with SAP FICO and automated payments on reimbursements to employees
- Team Size: 6 / Duration: 3 months

Issues/Pains

- Analytical dashboard to provide info on Customer outstanding, C Forms liability, Oldest open overdue invoice, Year to date sales target etc.
- Minimal data entry for Sales employees since they are on field and need more time with customer than filling details on DVR application.
- Aggressive timelines of 3 months on project completion since the launch was planned during all India Sales conference meet.
- Sales employee should get accurate location address through GPS
- Application need to be integrated with Google maps to calculate shortest distance between routes.

Solution

- Mobile app for creating Daily Visit report leveraging SAP Fiori technology
- Hybrid solution on top of SAP Fiori to authenticate SAP User ID, Mobile # and Unique Mobile identification #
- System get accurate location address through mobile GPS
- Dashboard depicting valuable information including unattended tasks till date to help Sales guys to plan their day efficiently
- Real time integration with Google maps to provide accurate distance between two routes
- Workflow management with email notifications
- Approved Daily Visit Reports are auto posted in Finance at the end of the month and payment is initiated to employee in SAP.

Benefits

- Daily travel was strictly filled in per norms stipulated by company thus increasing the visibility and exercising better control on sales staff
- Summary page Dashboard depicting Customer outstanding, Oldest Over due, C Form Liability, Target achievements open tasks to unable sales guys to plan his day efficiently
- Reporting suite to measure performance of Sales staff (Spend Vs New customer appointed, Spend Vs Collections, Spend Vs. C Forms collected etc.)

Project: Network Partner Registration Process

Company Overview

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Project Overview

- Finolex has large dealer distributor network. Market reach totally relies on having Finolex Cables products on the shelf of Electrical retail outlets of very nook and corner of city. This can be achieved by hunting new dealers and distributors and appointing them as quick as possible.
- Existing manual process towards Network partner registration is to be replaced by system.
- Process need to have workflow with email triggers
- Integration with SAP Customer Master Data
- Team Size: 4 / Duration: 3 months

Issues/Pains

- Non-standard Network partner registration form across various types of partners (CPD, Dealer, FARO, DFARO etc.)
- Cumbersome company policy to allocation of city wise / product wise commercial targets
- End to end process had 6 levels of approvals
- Expectation to have electronic MOU printed from SAP once it is approved by Director Finance
- Once a network partner is approved at every level it should result in SAP Customer master data

Solution

- SAP Driven electronic Network partner registration process
- SAP System controls all qualifying parameters in-line with company policy thus avoiding malfunctions while appointing network partner
- Vital info on Network partner like warehouse area, staff, competitors products etc is captured to help key leadership team to take faster decisions
- Complete automated workflow at any stage of approval email is send to initiator and immediate next person for approval. Any rejection of process email is send to initiator and guys who have approved the case so far with cc to Sales Head.
- Provision to upload legal documents of network partner
- Automated program to take relevant details from Network Partner Registration process and create SAP Customer Master Data

Benefits

- Network partner Process is completed within 12 days as against 40 days earlier, marketability of customer is advanced by 28 days.
- All necessary checks are controls in-line with company policy is mapped in SAP thus reducing malpractices. Management is able to analyze performance of Sales person through his new appointments
- Feel good factor for Customers as they are getting automated personalized mailers on Birthdays and Marriage Anniversary



Project: Sales Experience leveraging SAP Fiori

Company Overview

Setting new work strategies, innovative product development and market research fundamentals, while keeping the spirit of wonderment intact, Indigo Paints has stood out in a class of its own from its fellow competitors. The ability to innovate and provide surprising results and never-thought-of approaches for deeper understanding of market insights has been the key differentiator.

Project Overview

- Indigo is a paint manufacturing company and engages around 170 Sales force pan India to increase its market presence.
- In current scenario Sales guys on the field do not have info on Stock on hand and debtor position. They often call back to back office of nearest depot to get information needed.
- Through this SAP Fiori Implementation top management have decided to provide vital information Sales guys need on their mobile phone real time.
- Enable Availability check, Sales Order creation, View Customer Invoice and Customer ledger on mobile phone leveraging SAP Fiori
- Team Size: 5 / Duration: 3 months

Issues/Pains

- Existing SAP landscape is SAP ECC 6.0 EHP 0 level. First this needs to be upgraded to SAP ECC 6.0 EHP 7.0.
- Lot of customization is done at SAP Sales order level in ECC. Simulating same on SAP Fiori
- Customer ledger is not a standard app delivered by SAP, complete application need be build from scratch
- User experience plays major role in optimizing number of clicks/navigation and providing just adequate info on mobile phones

Solution

- Sales transaction and Finance information on Mobile phone leveraging SAP Fiori Technology
- Sales user can access following transactions on Mobile phone real time
 - Availability check of products at respective depot
 - Creation of Sales Order
 - View Customer Invoices and Customer Ledger
- Development and customization on SAP Fiori in-line with SAP ECC 6.0 to ensure seamless transactions / information on mobile phone
- All necessary controls are build to ensure only one Sales employee services Customer. Sales employee gets access to only his own data.

Benefits

- Indigo Paints emerged as a company with innovation, the only paint manufacturing company enabling sales transactions on mobile phone.
- Sales employee can check stock online on mobile phone, thus reducing the delivery leadtime. Now they are in a position to almost fulfill impulse need on specific color / shade of paints.
- Sales guys can create the sales order on mobile phone right in front of customer thus increasing customer confidence