

Success Story

SAP Modules Implementation for Diversified Group in Saudi Arabia

About the Client: The client is a large Saudi group engaged in diverse business activities like manufacturing of Industrial and Consumer Adhesives, Surface Treatment, Water Treatment, Beverage Packaging, Construction Chemicals, Food Flavours etc.

The client had implemented Core modules of SAP R/3 v 4.2 in house in 2008. The company was looking to implement Planning and Budgeting modules in FI-CO area and had challenges to do it in-house.

Challenges:

- The client was looking for the following:
 - Control through approved quarterly budgets
 - Purchase Order Control and implementing Inventory Ceiling Limits
 - Review of Business Plan Quarterly Forecasts and Allocation of Quarterly Budgets
 - Various Reports required by Top Management
- This required a tight integration of Controlling and Materials Management functions as Budgetary Control and Book Keeping were two most important aspects of the project.
- Customer had a tight timeline requirement and getting visas for Saudi Arabia was a big challenge for sending the team onsite.
- Customer had a shoe string budget in which the team had to finish onsite project and return to India to provide offshore support for 3 months after Go Live.
- Initial visas were received for only one month – the team had to return to India and only after wasting one more month to obtain fresh visas could return to Saudi Arabia.
- The solution was to be rolled out to 10 group companies and training to be provide to a team assembled from Saudi Arabia, UAE, Egypt and Turkey

Solution:

- We sent a team of the following consultants onsite for a period of 4 months to implement the Planning and Budgeting modules – Functional Consultants for FI-CO and MM modules each and an ABAP consultant for Development. Offshore support was provided by the SAP Practice Head and Basis support was received from the client end.
- Following the methodology of Plan & Define – Realization – Transport to Quality & UAT – Training – Go-live – Post Go-live Support, the team spent a lot of time in Requirement Study and Business Blue Print phases to chart out the project well before starting the development.
- A lot of offshore support was provided after the go-live was completed.

Result:

- The team completed the project within the given timeline as well as within budget.
- The client was very happy with the consultants' SAP knowledge and efficient as well as cooperative style of work.
- The client gave an excellent feedback and is prepared to discuss more business in SAP.