

Project

SAP Upgrade and Business Process Optimization

Industry

High Tech Electronics

CLIENT OVERVIEW

The client is currently one of today's top three PC companies and one of the most successful new computer brands in the industry. In March of 2004 the client was acquired, but still remains a stand-alone brand that is sold through leading retailers, catalogs and online merchandisers in the United States and selected markets abroad.

BUSINESS CHALLENGE

As part of a company strategic objective to enable business process optimization, in the fall of 2003, the client planned to upgrade from SAP 4.0b to 4.7 Enterprise. The client engaged RJT to implement the technical SAP upgrade and to identify and recommend business process optimization opportunities. Supported by an older version of SAP's ERP system, which was getting close to the end of standard maintenance, the client wanted to take advantage of standard functionality available in the new version of SAP. The client then decided it was time to upgrade their SAP ERP system.

The primary objective of the project was to perform a successful SAP upgrade while minimizing the risk of business disturbance. In addition, the company wanted to identify ways of optimizing its supply chain and financial related business process. The client's overall objective was to enable growth of revenue faster than cost, while in the process increase the company's overall strategic positioning to ensure continued competitiveness.

SOLUTION

RJT Compuquest was engaged as the strategic implementation partner to work with the client and apply an accelerated SAP upgrade methodology to bring the company to the new SAP version in 3 months.

During the course of the SAP upgrade, the RJT team was able to review, prioritize, and recommend process optimization opportunities while minimizing risk to the business and upgrade objectives. RJT exceeded expectations by implementing additional SAP functionality and scope within the upgrade project timeline and budget.

About RJT Compuquest

RJT Compuquest Inc. provides ERP management consulting services to companies with a local, national and global presence. RJT is capable of working across all technology platforms, operating systems and infrastructures.

Founded in 1996 and headquartered in Torrance, California, RJT Compuquest serves clients across the U.S. from offices in Costa Mesa, Chicago, Milwaukee and Dallas. Built on long-term, trusted client and employee relationships, RJT strives to consistently and cost-effectively plan, execute and deliver high-quality services and results.

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CLIENT BENEFITS

The improvement opportunities identified and implemented was targeted at improving shareholder value either by enabling accelerated growth of revenue, or reducing operating cost.

All implemented process optimization opportunities were supported by standard functionality in SAP Enterprise.

- Business Process optimization evaluation and recommendations
 - Cost planning visibility and cost control
 - Accurate Cash Projection
 - Process Efficiency for A/P, A/R, Pricing, Invoicing
 - Release Strategy and Work Flow
 - Web portal for vendors to enter bids - EBP
- Cost avoidance of more costly “obsolete” system support
- More user acceptable “enjoy” business transactions
- Improved responsiveness to company requirements for:
 - Information
 - Changes in business processes
 - Improving efficiency