A Life Sciences major transforms its global business operations with SAP S4 HANA

Executive Overview

The client faced challenges in getting a consolidated view of their business with the growing size and complexity of the business and certain departments using multiple ERP systems. The client's vision was to bring its entire business on a single platform by replacing its legacy systems operating on Navision, JD Edwards, Infor, etc., and integrate their independent associate companies (IACs). They had also been looking for an enterprise resource planning (ERP) system to incorporate all vendor applications into one system.

It engaged YASH Technologies, one of the leading SAP Partners with a proven track record of successfully delivering complex SAP engagements with elan. YASH needed to revamp the core ERP system to add value for the client's operations and increase profitability.

Industry
Life Sciences

Headquarter
Germany

Key technologies
S4 HANA 1909

Solution

This was a complex transformation project encompassing multiple countries. The YASH Technologies team assisted in field testing the new ERP system in various countries to stabilize critical applications before roll-out across the globe. Since most critical systems for the organization were operating autonomously within separate divisions, our approach was comprehensive. We leveraged our extensive knowledge base by developing appropriate strategies to protect and secure data while ensuring alignment with the client's requirements.

YASH is well-versed with SAP implementation across geographies and experienced in developing Global templates and rolling them out to different countries, addressing local requirements.

The goal was to deliver a new ERP solution in one project. A multiphase program was established, with the phased implementation of SAP using the SAP Multi-Country Customer model (MCC). This approach would enable any region to leverage SAP features in its respective country while maintaining a consistent, unified look and feel throughout the organization. YASH's strategy involved the deployment of:

- R2R (Record to Report for strategic, financial, and operational feedback on the performance of the organization)
- O2C (Order to Cash)
- P2P (Procure to Pay)
- Greenfield implementation, leveraging SAP Multicounty Model approach

Solution Details

It is worth mentioning that on the client's behalf, there was a significant effort in defining the project goals before finalizing the contract. This immensely helped clarify the project requirements, expectations, and deliverables. YASH provided complete assistance in preparing data collection templates and familiarization sessions on SAP Activate Methodology, which helped make it a success. Next, our team generated ideas for new models based on improvements to existing ones or solutions that our client could implement in-house. YASH's Pre-Discovery phase approach was followed by Global Template Design and Pilot implementation for France, Spain, Portugal, and other service entities.

The Pre-Discovery Phase included:

- Preparatory phase for starting the project with adequate preparation of the client's team so that the Scoping phase is successful
- Deep-dive sessions and discussions on SAP Processes and organization structure
- Preparing and discussing data collection templates and familiarizing markets
- Providing any documentation or process flows or templates or demos or know-how
- Deep Dive session on providing an understanding of SAP Activate Methodology

Global Template Scoping Phase included:

- Discovery - Discussions with Markets on processes (Lean as is)
- Standard Processes in Finance (R2R), O2C, and P2P discussions and demonstration
- Global Template processes (BPML definition excluding localizations)
- Template processed build in S4HANA against one entity (Fit to Standard) and extended to other countries during Pilot implementation with a focus on localization
- Playbacks with Process flow slides
- Feedback, review, and Sign off Template

Pilot Implementation Phase included: (Wave 1 – France, Spain, Portugal, and Service Entities)

- Explore phase for the markets involved
- Gathering of localization and interface requirements, data migration workshops
- Playbacks with Fit-to-One-ERP template approach
- Build the solution, localization, extend template reports, forms, interfaces, and testing
- Training, data migration, UAT for the entities and markets
- GO-Live and PGLS

Business Benefits

The client's SAP S4 transformation has been instrumental in helping the organization evolve from paper-based processes to digital. The project covered all the core modules of SAP S4, allowing YASH to lay a solid base for future growth.

With an understanding of the client's requirements and environment, YASH could provide high-quality solutions while leveraging our expertise in agile development and modern business processes. This resulted in a well-structured transformation project with rapid implementation and roll-out that delivered widespread impact and value right from phase 1. YASH was able to meet the goal of developing a systematic approach that finally resulted in designing and developing a comprehensive, single, unified and consistent ERP. The areas impacted by this approach included:

- Phase 1: 9 Company Code covering three commercial entities from Spain, Portugal, France, MITS, MINTS, MRL, and MITO
- Phases 2 & 3 went live with the remaining Company Codes covering Canada, ANZ, and APAC regions

For more information contact YASH today at **info@yash.com** or visit **www.yash.com**