

SAP EDI Implementation

Client

World's leading construction and mining equipment, diesel and natural gas engines, industrial turbines and diesel-electric locomotives manufacturer.

Business challenge

The client recognized piece part integration as a strategic initiative, which allowed dealers to efficiently serve the existing field unit population, although there were some obstacles to the process:

- Lack of infrastructure and framework as supply chain organization could do business with the factories only through their EDI framework
- Lack of business processes understanding across multiple internal organizations
- Lack of common SAP template across plants

Approach

Provided strategic consulting and EDI implementation services to define and institute EDI across the client's mining businesses:

- Defined and managed the procedural and infrastructure changes to enable EDI
- Identified the scope for organizational change and supported change management
- Implemented EDI across mining factories, per the clients' standards
- Utilized the clients' specific technology and processes, enabling complete integration
- Provided metrics guided parts conversion activities

Results

EDI implementation served to efficiently and effectively integrate the parts into the clients' supply chain network, enabling servicing legacy parts through dealerships:

- Successfully implemented EDI across the client's USA, Europe, Mexico, and Australian mining factories
- Achieved \$17.96 million annual transaction value through EDI
- Enabled parts worth \$13.4 million to be sold through dealerships in first implementation year
- Removed parts conversion roadblocks, revenue creation was accelerated and supported

Business benefits

- Increased business efficiencies, cost reduction, and increased productivity
- Transparency and traceability in transactions
- Enabled standards-based integration of inter-company processes

ThoughtFocus is a US based, privately held consulting, software engineering and business process management firm with offices in the US, India and the Philippines. We help clients in avionics, education, financial and insurance services, manufacturing, payment and loyalty solutions industries with their key business and technology challenges.

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