



A Global Paper Manufacturer Uses SAP S/4HANA & SAP BI For Business Transformation

Learn How Birlasoft Helped A Global Paper Manufacturer to Migrate From SAP ECC to SAP S/4HANA And Enabled Real-Time Reporting And Analytics Using SAP BI.

About the Customer

The client is one of the largest paper manufacturers in the world with more than USD1.5 billion of revenue and more than 4,000 employees.

At a glance

Goal

Enterprise wide digital transformation, by building a platform for automated and real-time reporting and analytics to make data-driven decisions

Strategy

Migration from SAP ECC to SAP S/4HANA and integrate all third-party systems for quick reporting and analytics

Why Birlasoft?

- Deep domain expertise – Strategic thinkers and consultative approach
- Strong and responsive team of SAP experts
- Successful history of providing result-oriented delivery
- Industry-recognized partner with strong global presence

Business Objectives

The company intended to move strategic changes to its enterprise business processes

- Streamline business processes across multiple business units to improve operational efficiency
- Get real-time insights into sales effort and align sales goals with organizational objectives
- Build a unified Business Intelligence (BI) Framework across all Business Units
- Offer quick reporting and real-time dashboards to leaders to make data-driven decisions
- Reduce support hours for managing business processes, reporting and analytics so employees can focus on core business areas
- Develop a flexible and scalable BI platform to respond quickly to market dynamics

Outcome

- **Standardized Business Processes:** 90% Best Practices
- **Better tracking and follow-ups for leads and opportunities:** 3% improvement in sales as a result of better information tracking
- **Template approach:** Close to 100 % replication of the Birlasoft developed business process templates, led to build a location-agnostic solution, which the customer was able to easily leverage across all countries that it was operating in.

Methodology

The customer needed to transform SAP ECC its business processes to increase productivity, As a result the company's Enterprise Transformation Journey began with a Greenfield SAP S/4HANA 1610 implementation, using SAP's Activate method with 90% standard best practice.

Birlasoft planned, executed and implemented a 14-month project to accelerate production speed and inventory insights in the customer organization, with embedded analytics and MES integration with S/4HANA. Additionally, global templates of business processes were developed across U.S., Canada, and Germany to support increased mergers and

acquisitions (M&A) activities and improve integration speed. Furthermore, Our client needed to simplify global compliance and accounting standardization (GAAP, IFRS, etc. with multiple ledger/currency), and optimize user adoption with 150+ SAP Fiori apps to replace legacy GUI and manual processes for PO approvals and invoicing.

In the first phase, Birlasoft successfully implemented S/4HANA solution at the client site. In the second phase, we integrated the customer's third-party systems with SAP BW/4HANA, which provided a single source of truth for all organizational data. Also, SAP business object was leveraged to extract real-time reports and build intuitive dashboards.

Outcomes

- **Improved Value Chain Efficiency:** Increased collaboration and efficiency with customers and suppliers
- **Empowered data-driven decisions:** Integration of third party systems with SAP BW/4HANA provided real-time reports, thus empowering organization leaders to make data-driven decisions
- **Improved M&A activity and integration speed:** Simplified global compliance and accounting standardization (GAAP, IFRS, with multiple ledger/currency).
- **Improved sales effectiveness:** Real-time Pipeline information allowed prioritization of opportunities and improved leaders' decision making for judgments related to expending sales resources.
- **Reduced Support Hours:** Synthesizing organization wide data on a single platform and automated reporting and analytics, improved business productivity and reduced support hours.



RESOURCES

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Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion-dollar diversified The CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 157-year heritage of building sustainable communities.