

SAP Customer Success Story Engineering, Construction, and Operations – Ship Building and Repair



“SAP Best Practices Baseline Package has given our small business a solid enterprise-class IT infrastructure at an affordable price while ensuring flexibility and scalability for future growth.”

Ingrid Szabóová, CEO, Slovenská Dunajská Konštrukčná a.s.

AT A GLANCE

Summary

Slovenská Dunajská Konštrukčná a.s. (SDK), based in Komarno, Slovakia, has 10 employees and annual revenues of €8 million. SDK chose the SAP® Best Practices Baseline Package offering, tailored for Slovakia, to provide it with enterprise-class functionality at a small-business price.

Key Challenges

- Streamline core processes and cut operating costs
- Gain real-time business visibility
- Improve analytical capability

Project Objectives

- Implement integrated, automated set of business processes tailored to the needs of small organizations
- Gain access to technical support and consultancy
- Ensure scalability to add functionality as needed

Solution and Services

- SAP Best Practices Baseline Package
- SAP Consulting
- SAP Project Management service
- SAP ASAP Focus methodology

Why SAP Solution

- SAP Best Practices Baseline Package provides a complete solution, including implementation, at an affordable price.
- The offering is scalable to support growth and complies with Slovak corporate-reporting requirements.

Implementation Highlights

- Implementation was completed in 4 months by SAP partner INFORMA a.s.
- SAP Consulting and SAP Project Management provide support and assistance.
- Training and user manuals ensure rapid adoption by staff.

Key Benefits

- SAP Best Practices Baseline Package costs 50% less than the full mySAP™ ERP application.
- Automation improves staff productivity and reduces process cycle times.
- Integrated reporting functionality improves performance tracking.
- Scalability enables SDK to roll solutions out to subsidiary companies.
- SDK is on track to gain ROI within 12 months.

Implementation Partner

INFORMA

Existing Environment

Manual processes

Database

Oracle

Hardware

IBM

Operating System

Microsoft Windows NT

SLOVENSKÁ DUNAJSKÁ KONŠTRUKČNÁ

SAP® Best Practices Baseline Package Puts SDK on the Fast Track to Solving Critical Business Challenges

How does a small business with only 10 staff members get the world-class enterprise resource planning (ERP) software it needs? Slovenská Dunajská Konštrukčná a.s. (SDK), based in Komarno, Slovakia, cut 50% of the cost of purchasing and implementing SAP® software by using the SAP Best Practices Baseline Package offering, tailored for Slovakia.

SDK provides administrative, financial, brokerage, and vessel renovation services to ship operators and their agents. SAP Best Practices Baseline Package provides the organization with pre-defined business solutions containing all the functionality needed to run a small business. The software also complies with Slovak legal requirements for corporate financial management and statutory reporting.

Using SAP Best Practices Baseline Package, SDK has streamlined its business with automated, end-to-end integrated business processes for financial, purchasing, and sales management. Staff members adapted quickly to the intuitive, user-friendly software that has helped cut monthly close times and reduce errors while enabling them to manage a rapidly growing workload more efficiently.



SAP Best Practices Baseline Package comes at a fixed-cost including implementation, training, and support services. Using SAP ASAP Focus methodology developed by SAP Consulting, SAP partner INFORMA a.s. implemented the offering in four months. SAP Consulting helped train INFORMA in best-practice

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implementation while the SAP Project Management service provided an on-site project manager. SDK is confident that the business improvements generated by SAP Best Practices Baseline Package will allow it to recoup its investment within 12 months.

Affordable Solutions to Business Challenges

Following an expansion in SDK's business activities and customer base in 2005, the slow, labor-intensive, paper-based processes used to run the company began to affect its performance. “We needed to speed up core processes, gain real-time visibility of costs, improve our analytical capability, and cut the cost of doing business,” says Ingrid Fekete, economist at SDK. “Customers expect the highest levels of service and best-value prices, even from small companies. We needed big-business functionality at an affordable price to enhance our competitive advantage.”

SDK wanted an integrated Web-enabled platform, a single repository of information, and preconfigured applications that could be implemented rapidly and without risk. Scalability and flexibility were also important to support the company's ambitious plans to increase the scope of its own business activities still further and expand those of its two subsidiary companies. SDK had no in-house IT resources and needed access to technical expertise and consultancy at every stage from project preparation through realization, go-live, and beyond.

Solid Foundation for Business Expansion

SDK chose SAP software because of SAP's leadership in the ERP market and the availability of SAP resources and partners in Slovakia. “Some team members had excellent previous experience of using SAP software and were keen to find a solution within the SAP domain,” says Fekete, “We wanted INFORMA to be our implementation partner because they had provided us with high-quality services and support for several years.”

SAP Best Practices Baseline Package combines the benefits of SAP software, tailored to the needs of small businesses, with proven methodology and back-up services from SAP Consulting to ensure a rapid, risk-free implementation. Based on the function-

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ality of the mySAP™ ERP application, the offering supports preconfigured scenarios for key processes together with full documentation, training materials, and technical assistance. Additional software from mySAP ERP can be interfaced seamlessly at a later date to accommodate the needs of a growing business. “SAP Best Practices Baseline Package gives us a solid technology platform and a complete set of solutions that we can build on to add functionality as we grow,” says Ingrid Szabóová, CEO at SDK.

Teamwork Delivers Four-Month Implementation

SAP Consulting trained INFORMA to use templates, tools, and accelerators in SAP ASAP Focus to streamline project preparation, development, and realization. A project manager from SAP Project Management remained on-site during the implementation to ensure successful data migration, develop a quality management plan, ensure testing at every stage, develop a cutover plan, and deliver a smooth go-live. End-user training was carried out by INFORMA, and manuals were provided by SAP Consulting as part of the package, helping SDK's team become conversant in the new systems quickly.

“Teamwork between SAP Consulting and INFORMA enabled us to complete the project and be up and running with the new software in only four months,” says Szabóová. “INFORMA ensured that assistance was available after the implementation to solve minor faults or problems that arose. We continue to retain INFORMA's services for first-line support, and its experts are highly responsive to all our requests.”

ROI Within 12 Months

Using the software has enabled SDK to streamline financial management and cut monthly close time. Automation has cut the time taken to create invoices and receive customer payments, thereby improving cash flow. The Microsoft Excel spreadsheets previously used for analysis and reporting have been replaced by advanced reporting functionality from SAP software that provides a real-time picture of sales, outgoing payments, and profitability. SDK can now track progress against key performance indicators in real time. The flexibility of the SAP software enables SDK to create different trading terms for different services and customers, in line with its increasingly diverse business offerings.

The software has also enabled SDK to improve asset management. Before the implementation, data had to be transferred to Excel spreadsheets so that figures could be recalculated. With limited functionality, the company could not easily manage depreciation and other essential processes.

“SAP Best Practices Baseline Package enables us to complete all key processes faster and with fewer resources while ensuring that we comply with Slovak company law,” says Fekete. “We have seen significant improvements to all functional areas after just six months and anticipate a 100% return on our investment within the first year.”

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SDK is now rolling out the SAP Best Practices Baseline Package to its two subsidiary organizations to drive their expansion with an integrated platform and advanced applications. “SAP Best Practices Baseline Package helps us manage our operations efficiently and cost-effectively to stay profitable and remain competitive,” says Szabóová.

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