



## Global SAP Rollouts by ORBIS



# ORBIS - Your partner for international SAP rollouts

EA harmonized SAP installation across all subsidiaries or global locations has many benefits in terms of efficiency, transparency and process safety. However, there are challenges when it comes to the implementation.

Our consultants have extensive IT expertise, process and industry know-how and extensive knowledge of the local specifics, gained from numerous international projects.

As a reliable partner, we support our customers in the global rollouts of their ERP solutions and processes and define the ideal procedure together with you.

## Our range of services:

- ◆ Process analysis and optimization of the value chain
- ◆ Process and data harmonization
- ◆ International rollouts of reference solutions
- ◆ Implementation of all SAP ERP components
- ◆ Additions to the SAP Standard with practice-oriented ORBIS add-on solutions
- ◆ Management of Development Projects (PLM)
- ◆ Optimization of Supply Chain Management and manufacturing (APO, PP, MES, SRM)
- ◆ Improvement of warehouse logistics processes, such as centralized / decentralized SAP LES or Extended Warehouse Management (EMW) and integration
- ◆ of mobile data capturing (scanner, RFID, Pick-by-Voice)
- ◆ Linking of foreign systems and subsystems as well as logistics service providers
- ◆ Customer relationship management based on SAP and Microsoft (CRM)
- ◆ Business Intelligence solutions for the planning, control and analysis of your company based on SAP BW and Microsoft OLAP (ORBliControl)
- ◆ Variant management
- ◆ Individual projects based on SAP NetWeaver

**Discover new opportunities and solutions for your company. We at ORBIS are happy to contribute to your business success with our experience and competence.**



# We plan your international SAP rollouts together with you

Convince yourself of our expertise in international consulting projects.

Four good reasons for a rollout with ORBIS:

## 1. Process expertise

- ◆ Over 20 years of SAP project experience
- ◆ Many years of industry experience in the fields of mechanical engineering, series and variant production, automotive and consumer goods industry.
- ◆ Extensive core competency in the fields of:
  - Enterprise Resource Planning (ERP)
  - Supply Chain Management (SCM)
  - Logistics (EWM/LES)
  - Manufacturing Execution Systems (MES)
  - Variant Management
  - Customer Relationship Management (CRM)
  - Business Intelligence (BI)
  - Product Lifecycle Management (PLM)

## 2. International SAP rollout experience

- ◆ Over 15 years of experience in international rollout projects in Europe, North America and Asia
- ◆ Knowledge of country specifics and legal bases
- ◆ Multilingual and internationally experienced team
- ◆ Detailed knowledge of SAP and process experience

## 3. Method

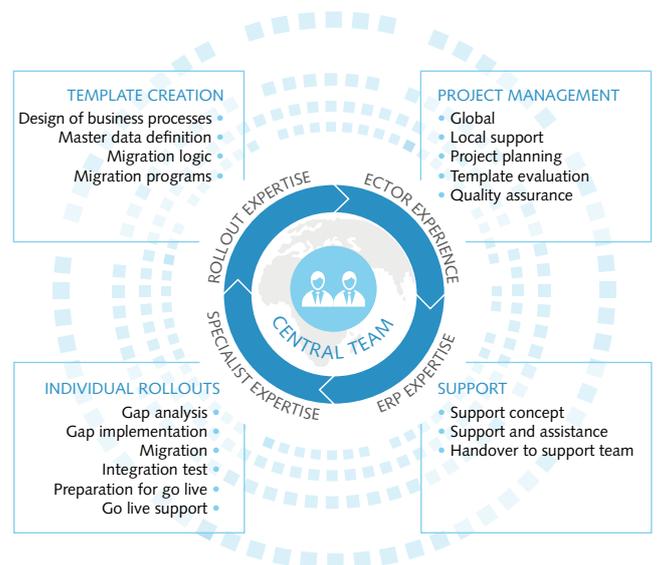
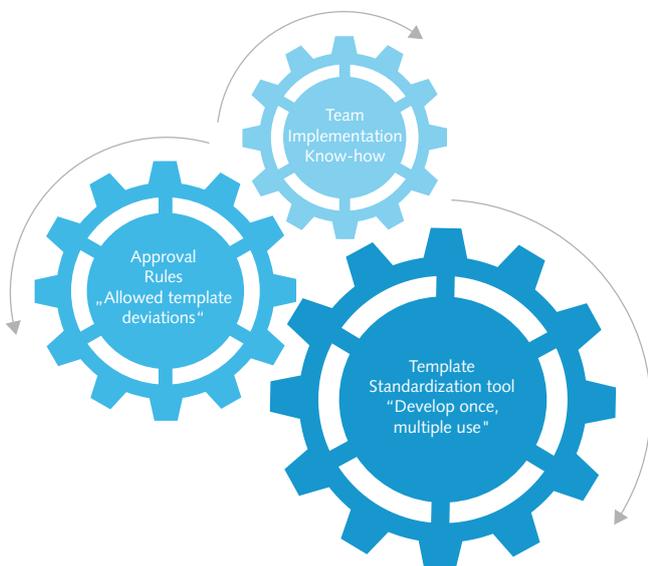
- ◆ Each rollout project only starts once the “organizational readiness” of the branch has been achieved.
- ◆ A professional Gap analysis is crucial for the success of the rollout!
- ◆ The implementation of the template and the approved gaps take place without significant change requests.
- ◆ We plan the data transfer for the start of every rollout and use standardized tools.
- ◆ Together with you, we continually build on the required know-how from key users to end users.

## 4. Template experience

We develop the ideal rollout scenario together with you, based on your requirements:

- ◆ Rollout of an existing template
- ◆ Rollout of a jointly developed template
- ◆ Rollout with standardized practice-oriented template by ORBIS
- ◆ ERP reintroduction in each location

MANAGEMENT SUPPORT ↔ GUARANTEE OF TEMPLATE INTRODUCTION



# Global rollouts with ORBIS

CANADA

USA

MEXICO

EUROPE

BRAZIL

„We have been working closely with ORBIS for our global projects since 1986. And with good reason: The proximity to the university guarantees innovative solutions that can be implemented in practice. It used to be unconceivable that our decentralized company structure including the manufacturing could be represented in an SAP environment so optimally. From the very first project, ORBIS convinced us with its competence and practice-oriented project management“

Otmar P. Schön, Founder & Partner,  
HYDAC INTERNATIONAL GmbH

**HYDAC**



Countries in which ORBIS has implemented rollout projects



INDIA

CHINA

*"ZF has been working closely with ORBIS for a very long time, both nationally and internationally. When introducing the SAP R/2, we jointly took a rather unusual path, due to our operational requirements, by starting with the logistics side of things. The successful implementation required a great deal of commitment, flexibility and mutual trust. ORBIS never disappointed. Also not in the many follow-up projects, such as the migration to R/3 or the implementation in our foreign subsidiaries."*

Dr. Otmar Welzel, CEO,  
ZF Getriebe GmbH and Group Vice President  
of the Car Transmission Group of ZF



*"The ORBIS consultants have convinced us in many ways, e.g. in our German-American projects: With their competence and proven experience in the SCM field, with their multilingualism, and not least with their high commitment with which they completed projects promptly. Based on our long-standing successful cooperation, we rely on the well-founded industry experience and the special expertise in the consumer goods industry and logistics."*

Thomas Ochs, Head of IT/CIO,  
Villeroy & Boch AG



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# Some of our international SAP rollout references



# Customer statements



*With the introduction of SAP in China, we have taken a further step in the consolidation of our IT landscape and standardization of business processes across our plants. And it continues: Currently, the SAP functions in China are being expanded together with ORBIS, with the implementation of the batch management and the Warehouse Management (WM). In addition, we are also planning an SAP rollout in India. Management is also considering adding the SAP CRM and a Business Intelligence solution from SAP to the central SAP ERP platform."*

**Jürgen Nothof, Head of IT, SUSPA GmbH**

- ◆ Rollout in China
- ◆ Implementation of an SAP ERP template
- ◆ Installation of SAP functions for the materials management, production, sales and shipping as well as for the financial accounting and controlling
- ◆ Integration of the Golden tax system in the SAP software
- ◆ Duration of the SAP rollout was only 6 months



*"We appreciate the expertise and experience of ORBIS in the Franco-German SAP projects. ORBIS has experienced multilingual teams with excellent SAP and industry expertise. By using German and French consultants, ORBIS is perfectly acquainted with national characteristics ensuring that neither cultural nor communicative barriers were an issue in the projects."*

**Ulrich Holzer, Rektor Corporate Controlling und Informationstechnologie Hager Group**

- ◆ Conversion of some 40 branches in twelve countries to a unified SAP system
- ◆ Migration to SAP ERP 2005 with Unicode
- ◆ Global harmonization of master data and complete data migration of all data existing in the legacy systems
- ◆ Creation of a template for financial accounting and controlling, SCM, logistics, production, sales and master data maintenance
- ◆ Implementation of CRM and BW
- ◆ Rollouts in Germany, France, Switzerland, Belgium, Netherlands, Ireland, Great Britain, Italy, Spain, Poland and China.



*"The combination of many years of experience in the implementation of SAP in the automotive industry and already implemented rollout concepts convinced us. In addition, the experienced team of consultants acts as one contact for all international locations. That was important to us; to make such an extensive transition as smooth as possible."*

**Michael Rönneper, Director of Information Technology Europe, Trelleborg Automotive Europe**

- ◆ Introduction of an SAP template with standardized processes across Europe in the modules of sales processing, finance, controlling, production planning, material management and warehouse management in the respective languages
- ◆ Project duration per location 3-5 months, partially parallel processing
- ◆ Rollouts in Turkey, France, Spain, Poland, Romania, the Czech Republic, Slovakia



*"We have been working successfully with ORBIS for over 10 years. Following the implementation of SAP R/3 at our German sites and international rollouts in Europe and the USA, we took the leap to China with support of ORBIS. The decisive factor was the know-how of the ORBIS employees and the Rittal specific processes as well as ORBIS' project experience in China."*

**Friedhelm Rücker, IT Director, Friedhelm Loh Group**

- ◆ Development and implementation of a template on the basis of SAP ERP
- ◆ National rollouts in production sites and other companies and locations of the Friedhelm Loh Group in Burbach, Dillenburg, Haiger Rennerod, Hof, Rittershausen and Wissenbach
- ◆ Also other companies and locations of the Loh Group were incorporated e.g. Stahlo, Aluminal, Ritto and Lampertz
- ◆ Gradual roll-outs in the 19 high-tech production sites on four continents
- ◆ Rollouts in USA, UK, China and India

# Locations and country experience

## Facts & Figures Europe

- ◆ 1986 Foundation ORBIS AG
- ◆ More than 200 international projects since 1995, of which 70 were in France
- ◆ Branches in Germany, France and Switzerland
- ◆ Portfolio: Rollouts of all ERP modules, BI, LES, MES, SCM, CRM
- ◆ International consultancy team with language skills in German, English, French, Spanish, Polish, Italian and Chinese
- ◆ We are specialized on French SAP projects. Our team for these projects consists of French and German members, who are excellent at communicating with both nationalities

## Facts & Figures America

- ◆ 1997 Foundation ORBIS America Inc.
- ◆ SAP consulting since 1999, SAP partner for America since 2002
- ◆ German-American SAP consulting team, know-how across all modules
- ◆ Experience with country specifics in the USA, Canada, Brazil and Mexico
- ◆ Portfolio: Rollouts including Germany and America, support and troubleshooting, training, software implementation of all ERP modules, SAP BI and SAP SCM
- ◆ U.S. Checkup and coaching: Support for internal company rollouts, i.e. we present country specifics to you and offer options how to incorporate these in SAP
- ◆ Lean introduction concept for supporting smaller subsidiaries

## Facts & Figures Asia (Shanghai and Beijing)

- ◆ 2007 Foundation ORBIS Consulting Shanghai Co., Ltd., SAP partner for China since 2012
- ◆ German management in China
- ◆ German and Chinese consultants on site
- ◆ Rollout projects in China, India and other Asian countries
- ◆ SAP implementation and project management mainly in the fields of accounting, logistics and master data management
- ◆ Training systems and training, outsourcing
- ◆ 1st and 2nd level support in the same time zone
- ◆ General contracting for all IT matters for new plant constructions, translation service; intercultural training and seminars
- ◆ Portfolio: Rollout of all ERP modules, CRM, BI, LES, MES, SCM, HCM, Mobile Warehouse Solutions

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