

## Case Study – CO-PA Implementation

**Customer**      **Major Sports Company**  
**Industry**      **Recreational Products Manufacturing**

### About Customer

The company is a leading company in designing and manufacturing Golf products such as drivers, fairway woods, hybrids, irons, wedges, putters and golf balls. It operates and has sales worldwide which includes United States, Canada, Europe, Australia, China, Korea, Japan, Thailand and Malaysia. In addition to the main product line the company also sells golf accessories such as Golf bags, gloves, footwear, apparel, headwear and eyewear etc. The main manufacturing is based in US and transported to its subsidiaries. The company's main customers are golf retailers (on-course and off-course), sporting goods retail shops and mass merchants. It also has an online store which sells brand new and pre-owned clubs. Recently, the company has acquired another unit, which manufactures GPS unit used as golf rangefinder.

### Business Challenge

The company has been using custom in-house built solution designed way back with the original SAP Implementation. The customized solution provided the reporting tools for internal managerial reports. With the changes in the business process and with increase in the functional requirements, it was difficult for the custom design (P&L cube) to fulfill the requirements. In addition to that, the customized solution had limitations with regards to flexibility to adapt to current and future reporting needs. Maintenance and support for this system utilized more resources and was time-consuming as it was not a standard SAP delivered solution for reporting.

The Business as well as the IT groups felt the desperate need to look for new flexible and standard SAP solution. The company, after detailed analysis, decided to implement SAP's standard solution – to implement CO-PA module to track and analyze profitability.

### QS&S Solution

With in-depth analysis of the design and functionality of the existing legacy system and understanding the further requirements of the organization, QS&S was able to provide a much flexible and integrated design of CO-PA module which delivers high traceability and less maintenance. Both account-based and cost based CO-PA was configured from scratch as CO-PA was never setup in the current system.

QS&S also provided global design and solution approach, with detailed analysis on sub projects such as product hierarchy re-alignment to have reports based of it and in-transit account determination to have FI and CO-PA reconciled. User defined characteristics and complex derivation rules have been configured to meet all the company specific requirements such as full allocated P&L by strategic customer and non-geographic regions etc with out compromising on system performance. QS&S designed the system to meet the user requirements such as to allocate manual revenue postings from a cost center (not standard SAP) to CO-PA characteristics.

Multiple and regressive testing phases were conducted to test the integration between SD and CO-PA as pricing procedures were completely redesigned to feed CO-PA value fields appropriately and to validate company’s complex sales scenarios such as 3rd party inter-company drop ships, vendor sales etc. In order to meet more robust reporting needs, solution was designed with integration of CO-PA and BI, with dynamic data transfer from CO-PA to BW cubes. Standard precautionary measures were adopted to have a parallel run to make sure the standard CO-PA solution meets the requirements, prior to de-commissioning the legacy solution.

### Benefits

- Fully allocated P&L by business segments
- Flexible and adaptive to current and future reporting needs
- Highly integrated with SD and FI and better traceability.
- Designed ‘Dual’ CO-PA (both account-based and cost-based CO-PA).
- Designed to meet all company specific reporting requirements.
- CO-PA reports with impressive performance and robust analytical functionality

### Technology

- SAP Enterprise - version ECC 6.0
- SAP Application Modules – CO-PA, SD, FI, CO, PP

### Methodology

- The project was implemented using the customer-specific project methodology
- Initial prototype was developed and presented to the users.
- Regressive testing was done to validate flow of values from SD to CO-PA
- User Acceptance testing was performed.

### Why QS&S?

- Acknowledged CO-PA Experts in the industry
- Managed, handled many of the most complex CO-PA projects
- Most qualified team with Business, Functional and Technical Skills
- Deep knowledge and understanding of SAP processes, procedures and functions

### About QS&S

Quality Systems & Software (QS&S) is a Business & Technology consulting firm with special focus on maximizing ERP investment. QS&S offers full-scale SAP services including – [Global Roll-outs](#), [New G/L](#), [GRC](#), [GTS](#), [Fresh implementations](#), [Upgrades](#), IT Support, Remote Consulting, Offshore Development and more. Our experienced team is ready to take on new initiatives and projects up to \$10 million. For more information, please visit us at <http://www.QSandS.com> to review our offerings and services.