

## Case Study - CO-PA Overhaul

**Customer**      **Major Electrical Equipment Company**  
**Industry**       **Electrical Equipment**

### About Customer

The company engages in the design, manufacture, and sale of electrical and electronic products in the United States and internationally. A major electrical equipment company head-quartered in Connecticut, USA operates through multiple manufacturing divisions and subsidiaries located in the United States, Canada, Puerto Rico, Italy, Brazil, Switzerland and the United Kingdom.

It operates in three major segments: Electrical, Power, and Industrial Technology. The Electrical segment offers wiring devices; lighting fixtures and controls; outlet boxes, enclosures, and fittings; holding devices; hazardous location application products; and telecommunications products. The Power segment engages in the design and manufacture of electrical transmission and distribution products; line construction materials, including power-installed foundation systems and earth anchors, and more. The Industrial Technology segment offers high voltage test and measurement equipment, heavy-duty electrical and radio control products, and specialized communications systems.

### Business Challenge

Costing-based CO-PA was implemented as a part of initial SAP implementation. However, the module was never fully utilized by the user community. The reasons for inadequate use were many - improper Profitability design; erroneous integration between SD, FI and COPA; lack of confidence in CO-PA reports due to significant mismatch between CO-PA and the G/L; sluggish CO-PA reporting and more.

Bottom line - the user community had lost the confidence in CO-PA and thus the costing-based CO-PA module was hardly used and required major Overhaul.

### QS&S Solution

The prime reason of user community lacking confidence in CO-PA was inconsistent CO-PA Reporting. A detailed analysis was conducted by the QS&S team to understand the causes of the issues.

After detailed review of the business processes and their integration with CO-PA a systematic solution approach was designed. For each of the processes and sub processes impacting CO-PA, a solution was designed and implemented.

The Operating concern was significantly enhanced with additional characteristics and value fields to meet the changed requirements and also for planned future expansion.

To meet the challenge of sluggish CO-PA Reporting, a detailed profitability reporting requirements and analytics were identified. Performance of CO-PA reports was significantly improved after implementing Performance improvement tools such as Summarization Levels and effectively.

So that the CO-PA is reconciled to G/L, suggested to implement account-based CO-PA - under consideration as the Costing-based CO-PA numbers are very close to the G/L

### Benefits

Significantly improved Costing-based CO-PA module  
Consistent and integrated Costing-based Profitability Analysis.  
Integrated and Consistency between SD, FICO and CO-PA.  
CO-PA reports with impressive performance

### Technology

- SAP Enterprise - version ECC 5.0
- SAP Application Modules – CO-PA, SD, FI, CO, PP

### Methodology

- The project was implemented using the customer-specific project methodology
- Considering the sensitivity, as data being changed in the production system, exhaustive testing was done. Three (3) rounds of testing was conducted prior to performing mass

### 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.