

## Case Study – Implement Country Version

**Customer**      **Electric Manufacturing Company**  
**Industry**       **Industrial Electric**

### About Customer

A major player in the Industrial electric field, based in Arkansas, is Marketer, designer, manufacturer of industrial electric motors, drives, and generators. Head-quartered in the US, it has multiple manufacturing plants in US and UK and has Sales and distribution in US, Canada, Mexico, Australia, Switzerland, Germany, UK, India, Singapore, Japan and more.

### Business Challenge

The company has been using SAP since 1997 and single instance of SAP based on ECC 5.0. Company uses all modules relevant to sales, engineering, manufacturing, and distribution and financials and more.

As a part of strategic business initiative, the company wants to setup business operations in India. The project initiative was to implement SAP functions for Indian operations. One of the toughest challenges was to implement IT systems which are in compliance with ever-changing and dynamic compliance and regulatory rules.

### QS&S Solution

QS&S offered vast knowledge and deep understanding of business operations in Indian sub-continent. The project plan focused on implementing Country Version for India (CIN) to meet the specific requirements. Even the standard application module offered by SAP did not meet many of the business requirements, due to the most recent changes mandated by the corporate laws introduced. Unlike typical other team structure, QS&S planned a team consisting of SAP consultants supported by functional domain experts. The domain experts provided the expertise to interpret the laws and convert into simple business jargon and the SAP consultants configured the system to support the rules and requirements. The solution not only offered the current requirements, but, also flexibility to adapt to the dynamic tax structures.

### Benefits

- Strategically aligned to benefit from expanding Indian marketplace
- Business processes and IT systems are in place to meet the compliance and regulatory requirements
- The System solutions provided flexibility to meet the dynamic and changing compliance requirements

### Technology

- SAP ECC 5.0, Country Version India (CIN)
- SAP Application Modules – SD, MM, FI,CO

## Methodology

- Baseline plan based on Accelerated SAP (ASAP) project methodology
- Specific requirements to cover the regulatory and compliance requirements
- Understand and interpret the compliance requirements and convert to the business terminology
- Configure the SAP processes to support the legal requirements in the existing SAP environment
- Exhaustive testing covering not only the processes for local requirements, but, also the integration tests to make sure the global processes are not adversely impacted.

## Why QS&S?

- Acknowledged SAP Experts in the industry
- Deep knowledge and understanding of SAP processes, procedures and functions
- Specialized domain expertise of Business, Functional and Technical knowledge of operations in Indian sub-continent

## 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.