

## Case Study – Revenue Recognition

**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. The company uses all modules relevant to sales, engineering, manufacturing, and distribution and financials and more.

The company manufactures major electrical equipment which are often custom built. The billing follows a milestone billing process. The customer was found not to be complying with US GAAP for revenue recognition and had implemented a manual revenue recognition process. They knew the process could be automated using SAP.

### QS&S Solution

QS&S consultants investigated the clients as is process and business requirements and mapped this to SAP best practices. A solution was developed which made use of standard SAP functionality. QS&S consultants made use of their extensive knowledge of the SAP standard functionality to expedite the Revenue Recognition activation process by SAP America.

### Benefits

- One of the most successful initiatives – on time within budget
- Significant savings on the time and cost of the project.
- Majority of the system conversion using standard tools and techniques; rather than custom development.

### Technology

- SAP ECC 5.0
- SAP Application Modules – SD, MM, PP, FI,CO
- Tools: LSMW, eCATT, MASS, ABAP

### Methodology

- Understand the holistic view of the business initiative
- Review and Analyze the Business Processes for System consolidation
- Focus on standard SAP functionality

- Execute go-live with 3 tests (1 unit test and 2 integration tests) prior to cutover in the production system

### **Why QS&S?**

- Provided a project plan at significantly reduced price to the customer
- Acknowledged SAP Experts in the industry
- 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.