

## Case Study – System Conversion

**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 bought a Mexico company and required an IT initiative of system consolidation. The challenge was to have a system conversion and merge the Mexico Non-SAP system into the global instance of SAP. A business challenge was to migrate the Non-SAP system operations into the global SAP instance of SAP. In addition to transitioning the business processes to SAP, large amount of work involved converting the system data, including Master records such as Customer Master, Vendor Master, Material Master and business transactions like Sales Orders, Purchase Orders, Inventory, Financials and more. The initial quote given by competitive consulting firm involved developing large number of custom ABAP programs to migrate data. The data conversion quote was too cost prohibitive, especially considering that custom conversion programs developed were mostly for one-time use only.

### QS&S Solution

The data conversion strategy provided by QS&S offered predominantly utilizing the standard SAP tools and techniques. Competitive data conversion strategy involved 100% of custom programs. Compared to competitive plans, QS&S strategy offered utilizing most of the standard tools and technologies. Utilizing the standard tools offered multiple savings – reduced timeline, reduced costs, increased data consistency and flexibility. Also, the strategy offered re-usable conversion objects providing significant savings with fast-track system conversion. Overall, it proved one of the most successful (on-time, within budget) initiatives.

### 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.
- Utilized standard tools/techniques for 80% of the data conversion

### **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
- Identify the Business objects and corresponding Conversion Objects
- Prioritize the conversion objects as business criticality, technical complexity, conversion technique, sequencing, pre-requisites and more.
- Execute system data conversion 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
- Successfully executed the system conversion within time, budget utilizing the standard tools
- 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.