

# SAP EDI Implementation

## Client

World's leading construction and mining equipment, diesel and natural gas engines, industrial turbines and diesel-electric locomotives manufacturer.

## Business challenge

The client recognized piece part integration as a strategic initiative, which allowed dealers to efficiently serve the existing field unit population, although there were some obstacles to the process:

- Lack of infrastructure and framework as supply chain organization could do business with the factories only through their EDI framework
- Lack of business processes understanding across multiple internal organizations
- Lack of common SAP template across plants

## Approach

Provided strategic consulting and EDI implementation services to define and institute EDI across the client's mining businesses:

- Defined and managed the procedural and infrastructure changes to enable EDI
- Identified the scope for organizational change and supported change management
- Implemented EDI across mining factories, per the clients' standards
- Utilized the clients' specific technology and processes, enabling complete integration
- Provided metrics guided parts conversion activities

## Results

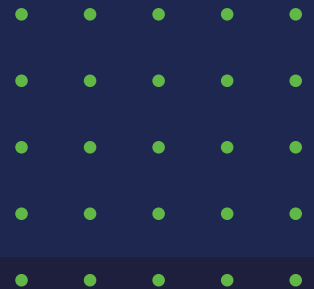
EDI implementation served to efficiently and effectively integrate the parts into the clients' supply chain network, enabling servicing legacy parts through dealerships:

- Successfully implemented EDI across the client's USA, Europe, Mexico, and Australian mining factories
- Achieved \$17.96 million annual transaction value through EDI
- Enabled parts worth \$13.4 million to be sold through dealerships in first implementation year
- Removed parts conversion roadblocks, revenue creation was accelerated and supported

## Business benefits

- Increased business efficiencies, cost reduction, and increased productivity
- Transparency and traceability in transactions
- Enabled standards-based integration of inter-company processes





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