

## Who are we ?

COPROCESS SA was originally a limited company under Luxembourg law that was created in 2000 by the association of three managers – all come from the largest Anglo-Saxon audit and consultancy firms - specialized in banking, project management and change management.

The firm's activities developed rapidly:

project management large systems (2001), SAP © for industry (2003), accountancy and related services (2008) Engineering training and executive coaching (2010), sourcing IT (2011) Screening of CVs (2015)

## The group COPROCESS

The group includes two societies :

**COPROCESS S.A.**  
Management consulting  
Economic Advice  
Professional training organization  
12-14 rue de Strasbourg  
L-2560 LUXEMBOURG  
(Grand Duchy of Luxembourg)

**COGITO SERVICES SARL**  
Accounting expertise  
12-14 rue de Strasbourg  
L-2560 Luxembourg  
(Grand Duchy of Luxembourg)



## Summary

SKTB Aluminium, Business One project **P.2**

ALSTOM BOILER, PowerMax project **P.3**

## Enterprise Resource Planning The world according to SAP

SAP, the undisputed world leader in the field claims 24% of the market, against 12% for Oracle and 6% for Sage (source: Gartner 2014). These figures refer to the sales revenue (the market is estimated at USD 26 billion) and not to the number of implemented systems : how to understand them ?

To maintain its dominance, SAP first multiplied strategic acquisitions : the publisher for example acquired, in 2002, TopManage Financial Systems and immediately renamed it SAP Business One. The sales' revenue threshold which defined the SME was then lowered in 2009 : it passed from 1 billion euros to 500 million.

Now SAP recommends to implement Business One on small structures that will exchange data with the parent company. Gone are the days when they were excluded from SAP's implementation scope !

Business View or just financial logic ?

SAP's external growth accelerated with the acquisition of Business Objects (2008), Sybase (2010),

Success Factors (2011), Ariba (2012), then Hybris, Kxen and Ideal (2013). And the management software package SAP R / 3 then only represented 30% of SAP's sales revenue !

**The era of large ERP deployment projects is definitely over.**

The consulting market must adapt to this new situation : projects with a plethora of young functional consultants trying to adapt the company to the preset ERP operations are over. Welcome to projects where business competence aims to give the customer the control of his system back, with a new typology of consultants : certified civil engineers SAP SCM or PLM, MBA or certified accountants certified FI / CO, etc.

**Since 2003, the year of the creation of our ERP Consulting division, we capitalize on experienced Consultants (business expertise over 20 years) which come from the best schools.**

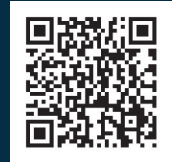
# BUSINESS CASE

Decommissioning SAP R/3  
Implementation BUSINESS ONE

Customer :  
  
SKTB ALUMINIUM SAS  
GORCY (France)  
  
Aluminium production (2442Z)

Consultant :  
  
Sylvain STEGMANN  
SAP Project Manager

Sylvain led an international career for over 20 years in Saardata GmbH (built in 2004 at Siemens Business Services) as the International Consulting Vice President and member of the Management. As the Director of SAP projects, he successfully led many SAP environment projects in both Germany and France. Sylvain joined COPROCESS S.A. in April 2011.



## The Consultant, a success vector

*"The first Consultant's commitment will be to respect his Client's constraints".*

The company SKTB ALUMINIUM SAS was created mid 2014 by four executives who took over the industrial activity of the German group Oetinger (recovery project started in spring 2013). As the SAP R / 3 ECC 6.0 environment was fully integrated to the German group, we had to define a new solution, adapted to the size of the new company, and create a robust and sustainable local architecture.

The project was given to Sylvain STEGMANN, the SAP Project Manager who managed that same account in 1997 with the implementation of SAP R / 2, and several successive migrations to reach to the SAP R / 3 ECC 6.0 version.

### Objectives:

Identify an ERP that is multi-legislation, multi-language and communicates natively with SAP R / 3 ECC 6.0;

Identify an ERP that is conceptually close to SAP R / 3 ECC 6.0 to ease the users' handling ;

Identify an ERP by using technical concepts, similar to those of SAP R / 3 ECC 6.0 to ease it's deployment and migrate data with minimal effort;

Identify a local certified provider on the ERP target to facilitate maintenance operations.

### Achievements:

The choice of ERP BUSINESS ONE was made in December 2013 for a fully operational implementation within a maximum of 6 months;

The Company SERENA, a provider certified BUSINESS ONE by SAP France, was identified in Reims and was involved in the first weeks of the implementation phase;

The creation of the technical infrastructure, the functional adaptations, the data migration and the user training were successfully completed on time.

### Enhancing our practice:

Using BUSINESS ONE ables to interface natively with third parties using an SAP solution (data customer/supplier exchange). This solution is particularly relevant for SMEs / SMLs which may be integrated at term in a group (compatibility BUSINESS ONE and SAP environments);

SAP R / 3 ECC 6.0 is a very successful solution functionally speaking, but that is seldomly fully exploited by customers who often wish to keep certain specific developments (eg : management / planning production) or to integrate hyper specialized and local solutions.

In this sense, BUSINESS ONE can prove to be an interesting alternative to SAP R / 3 as it being much less expensive.



Gilles SCHMITT, President

***With his experience and his specific knowledge of the Refinements Lorraine SAS company (now called SKTB ALUMINIUM SAS), Sylvain STEGMANN has been a key link in the success of this migration. He coordinates a strategic project today : the renewal / development of our confection and optimization solution to merging beds, in the heart of our production, for a perfectly mastered future integration.***

Gilles SCHMITT (SKTB ALUMINIUM SAS President)

***Sylvain STEGMANN made himself particularly available, through his experience to assist us in the implementation of the Business One software. He also found us a local hardware supplier, the Company BMS EHLERANGE (Grand Duchy of Luxembourg) which set us up a whole new infrastructure (servers, networks, mail, backups, etc.). All his involvement and the coordination with the various service providers has abled us to start SKTB ALUMINIUM SAS activities as planned July the 4th 2014***

Franck KRAMER (CFO of SKTB ALUMINIUM SAS)

# The Consultant, decision relay

*"The Consultant's second commitment will be to relay the decisions of the parent company by ensuring their adaptability to the local*

**ALSTOM Group is a world leader in the production and transmission of electricity infrastructures, and also in those of rail transport. The entity ALSTOM BOILER DEUTSCHLAND GMBH offers innovative solutions for steam generators.**

In 2011, in Germany, the group launched the PowerMax project to identify and broadcast Best Practices, and standardize these processes within a global SAP environment.

Philippe STEINER, Procurement & Logistics Team Leader at ALSTOM BOILER DEUTSCHLAND led the project until its conclusion in December 2014



## Objectives:

Represent locally the Design team located in Zürich and insure the change management;

Animate the working groups (impact analysis) and coordinate the activities of Key Users.

## Achievements:

Adaptation in 12 months of the generic solution PowerMax to the specificities of ALSTOM BOILER DEUTSCHLAND (specific activity of Engineering greatly impacting MM and PS modules).

## Enhancing our practice:

The identification of the Best Practices and the standardization of processes within a global SAP environment led to a recurrent under-estimation of the local workload (data migration and tests validation).

The centralization of specific applications development demands and the integration of these into the global solution leads to non-regression tests, which more become complex with the number of impacted entities.



***Mr. Steiner accompanied the implementation of this very complex project to its end with great commitment. Beyond his undeniable technical skills, one must particularly highlight his communication skills and his close collaboration with the various key users, essential success factors in the transformation specification practice and in the implementation of SAP PMx system in the company.***

Jörg Blaurock  
(CEO & Project Director of ALSTOM BOILER Deutschland GmbH,  
Member of the Steering Committee PMx Germany)

***Mr. Steiner always accompanied the realization of the project conscientiously and in an extremely committed way, especially during the operational department support .***

Drazen Divkovic  
(SCM Director - ALSTOM BOILER Deutschland GmbH)

## BUSINESS CASE

R3 SAP ECC 6.0 Standardisation

Best Practices broadcast

Customer:

ALSTOM BOILER DEUTSCHLAND  
STUTT GART (Germany)

Manufacture of engines and turbines  
(2811Z)

Consultant:

Philippe STEINER  
Delivery Manager SAP SCM

Philippe, a trained engineer, began his career within Thyssen Polymer in Germany as head of logistics projects (establishment of operational entities in Bosnia, Croatia, Poland and Serbia). He joined COPROCESS SA 13 years later (May 2008).







## To contact us :

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## A few SAP references :

