

# Case Study

## Project Management SAP

### Situation

Over the last few years it became evident that our client was losing partly its competitive edge by running on an inadequate enterprise resource solution for too long. With the pressure mounting and the possibility of a headquarter-initiate SAP rollout, our client finally accepted the inevitable and scheduled for an SAP R/3 implementation. With the staff almost entirely operational and nobody possessing the necessary project management skills in regards to such a massive system, our client turned to R&P for support.

### Solution

Our client engaged Reppel & Partners very early in the process and secured invaluable support in negotiations for the actual project costing. The project manager (PM) from R&P was involved in all early stage discussions from day one, leading to clear communications within the project team and a fixed set of assumptions for the project. With this the budget could be kept reasonable and with the project team being involved from this very early stage a high level of preparedness was achieved.

### Success

Focusing on known problems in similar projects allowed the PM from Reppel & Partners to set clear boundaries and expectations at a very early stage in the process. With this all stakeholders were in sync and the project enjoys clear commitment from all parties involved. The project itself is well under way and based on the fact that the legacy system is lacking a lot of functionality, the PM could communicate to the project team that the implementation is treated like a green-field project, saving cost and usual resistances like, e.g. 'The old system was so much better' or 'We could do things much faster with the old system' are not present. Focusing early on the massive change management aspect of the project also helped galvanizing the project team to the common cause.

### About our client

Our client wants to keep his confidentiality until the project is finalized.