

SAP Customer Success Story

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Andrew Ptak, SAP Operations Manager, Advance Transformer Co.



AT A GLANCE

Company Name

Advance Transformer Co.
United States
www.advancetransformer.com

Industry

Commercial, industrial, and institutional lighting

Key Challenges

Upgrade entire software system in minimal time, at lowest possible cost, and without disrupting business processes

Implementation Partner

SAP® Consulting, part of SAP Customer Services Network

Solution and Services

SAP R/3® Enterprise (now available in mySAP™ ERP)

Existing Environment

SAP R/3 (now available in mySAP ERP)

Implementation Highlights

- Previewed new functionality to anticipate challenges
- Formulated strategy to avoid costly rework
- Upgraded 900 users at 15 sites in just 4 months

Key Benefits

- Saved \$500,000 in implementation costs
- Cut project time by 20%

Hardware

HP-UX

Operating System

HP-UX 11i OS (with Oracle v9i database)

ADVANCE TRANSFORMER CO.

SAP® CONSULTING HELPS REDUCE COST OF UPGRADE AND ENSURES A SMOOTH IMPLEMENTATION

Advance Transformer Co., a division of Royal Philips Electronics of the Netherlands, leads the industry in the design, development, manufacture, and sale of fluorescent and high-intensity discharge ballasts and light-emitting-diode (LED) drivers for commercial, industrial, and institutional lighting. With 15 locations in the United States and Mexico, Advance Transformer Co. has a staff of more than 900 employees, including a large engineering organization.

By implementing SAP® software a few years back, Advance Transformer Co. successfully consolidated several disparate, outdated legacy systems. “We evaluated three different solutions to replace our legacy systems,” explains Andrew Ptak, SAP operations manager at Advance Transformer Co. “We initially chose SAP software because it was the clear winner in terms of improving manufacturing efficiency, reducing system support costs, and easing the upgrade process going forward.”

EXPERTISE IN KEY AREAS LEADS TO SUCCESS

Just recently, the company turned to SAP once again and called in SAP Consulting for expertise in making an upgrade to SAP R/3® Enterprise (now available in mySAP™ ERP). SAP Consulting is a part of SAP Customer Services Network – a single point of access for SAP solution services, including consulting, education, support, custom development, and hosting. Advance



Transformer Co. opted for a flexible contract with SAP Consulting so the consultants could be engaged on an “as-needed” basis, lending their expertise in niche areas. “When it came time for upgrading the SAP software system, SAP Consulting supported us in making our project a success, thanks to its expertise in key areas and ability to quickly respond to our unique needs,” says Ptak. “For example, when we came up against some archiving issues, they were fast-tracked to the development team, who worked to fix them quickly.”

SAP CONSULTING SUGGESTS SOFTWARE PREVIEW

To help anticipate challenges and form a strategy to reduce costs, Advance Transformer Co. previewed upgrade functionality in a sandbox environment. By conducting the preview, carefully planning the project, and keeping consulting costs down, Ptak estimates his team saved Advance Transformer Co. \$500,000 and cut project time by 20%.

UPGRADED TOOLS IMPROVE PRODUCTIVITY

As an engineering organization where document control and archiving are critical to the product pipeline, Advance Transformer Co. relied on the upgrade to increase productivity for its lighting engineers. To this end, during the implementation, it focused on tools such as Internet transaction server and knowledge provider, as well as functionality for document control, business workflow, and archiving.

SUCCESS POSITIONS DIVISION AS MODEL

Parent company Philips, which runs SAP software worldwide, recognized the importance of the project at Advance Transformer Co. “Our success with this upgrade positions us well as a model for the Philips group – not only for what we did, but how we did it – cost effectively and smoothly,” says Ptak.

Ptak goes on to say that he would definitely recommend SAP Consulting “because of its flexibility and expertise in key areas such as business workflow and knowledge provider.”

The system upgrade and implementation of additional functionality and tools will enable Advance Transformer Co. to integrate its computer-aided-design (CAD) system using an SAP interface, and convert Internet-based programs to smart forms for Web-enabled reporting – all of which supports collaborative engineering.