

# SAP WORLD TOUR 09 meets 3rd *SAPience.be* TECHNOLOGY DAY

Fast start Implementation  
All-in-One Professional Services



Ingmar Christiaens  
Managing Partner, Taurus-i  
SAP Lounge, Vilvoorde  
June 3-4, 2009



# Agenda



1. Taurus-i company profile
2. OASIS Consultants profile
3. Fast start implementation
  - 3.1. Why SAP?
  - 3.2. Scope
  - 3.3. Project organisation
  - 3.4. What is Fast start
4. Lessons learned





- Founded in 2004 by former BI consultants with a strong background in Business Intelligence, Performance Management and interim management
- Senior consultants (with many years of SAP experience)
- Turnover 2008: 2,7 mio EUR
- Number of consultants: 30
- Location: Antwerp - Liège - Eindhoven

- SAP Services Partner



- Business Objects Gold Partner



- SAP lounge partner





- Our core business: Performance Management, seen from a business angle
- Our offering:
  - Vision & Strategy
  - Performance Management
  - Implementation (BW/BI, BO, BPS, IP, BPC, Portals, CRM Analytics, SSM, Spend Analytics, ...)
  - Off site functional maintenance
  - Project & Change Management
- Our business: fixed price projects, time & material projects (with or without full project responsibility) and long term maintenance SLA's



# Agenda



1. Taurus-i company profile
- 2. OASIS Consultants profile**
3. Fast start implementation
  - 3.1. Why SAP?
  - 3.2. Scope
  - 3.3 Project organisation
  - 3.4 What is Fast start
4. Lessons learned





- Founded in 2000 by a group with a background from 1992 onwards in BPR consultancy, ERP package selections and SAP implementations
- Senior consultants (with many years of SAP experience)
- Turnover 2008-2009: 3,9 mio EUR
- Number of consultants: 35

■ Location: Zaventem

■ Golden SME partner

■ Q\* certificate 

■ SAP lounge partner



# Agenda



1. Taurus-i company profile
2. OASIS Consultants profile
- 3. Fast start implementation**
  - 3.1. Why SAP?**
  - 3.2. Scope**
  - 3.3 Project organisation**
  - 3.4 What is Fast start**
4. Lessons learned





- SAP is integrated application
- SAP has best practices for Professional Services
- Fast start program is made for small SME companies
- Full documentation set (business process procedures, config guides, test scripts, user manuals)
- Best practice upload programs and conversion tools
- Best practice authorisation roles
- No programming
- Step by step approach
- Fast implementation time



# Scope of the project



## Application Area

Project Resource Mgmt	Project with Network Order and Resource Scheduling (MRS)	Service Order with Resource Scheduling (MRS)	Periodic Resource Processing							
<b>Project Management</b>	Internal Project	Project with Fixed Price and T&M Billing	Project with External Resources	Project with Milestone Billing	Project with Partial and Down Payment	Project with Degree of Processing Confirmation	Period End Closing Projects			
<b>Engagement Mgmt</b>	Spot Consulting with Fixed Price Billing	Sales Contract with Fixed Price and T&M Billing	Sales Contract with Partial and Down Payment	Sales Contract with External Resources	Closing Operations SD					
<b>Time and Expense Mgmt</b>	Time Recording	<del>Travel Management</del>	Offline Time Recording	Time Recording External Resources						
<b>Service Management</b>	Internal Maintenance	Service with Time and Material based Billing	Service with Fixed Price Billing	Planned Services	External Procurement Third Party	Depot Repair	Easy Depot Repair	External Procurement Services	Supply Replacement Material	
	Maintenance and Warranty Processing	Service Contract with Periodic Billing	Period End Closing Service Orders							
<b>Accounting</b>	Cash Management	<del>Cost of Sales Accounting</del>	General Ledger	<del>Asset Accounting</del>	Accounts Receivable	Accounts Payable	<del>Segment Reporting</del>	<del>General Cost Center Planning</del>	<del>Overhead Cost Accounting - Actual</del>	
	<del>Service Industries Online Split</del>	Period End Closing Financial Accounting								
<b>Integration Processes</b>	Period End Closing Activities									
<b>Analytics</b>	SAP ERP Reports for Accounting	SAP ERP Reports for Logistics	SAP ERP Reports for Project System							



## Project system/timesheets

- Creation of projects
- Follow up of projects
- Confirmation tasks
- Closing activities on projects
- Timesheets internal/external resources

## Order-to-cash

- Creation sales order (customer contract-> project)
- Delivery (see confirmation tasks, timesheets)
- Billing

## Finance

- General ledger
- Accounts payables/accounts receivables
- Cash management





## Taurus-i

- 2 key users (finance and operations)
- IT (SAP infrastructure outsourced) - Cheops

## Implementation Partner (OASIS Consultants)

- 2 consultants (finance and operations)



# What is Fast start?



- From day 1: fully development environment with working scenarios
- Quick blueprint based on the best practice scenarios
- After 2 to 3 weeks start of the realisation
- Personalisation of the documentation during realisation
- In parallel preparation of the conversions
- Testing based on predefined testscenarios
- Preparation go live
- Go live





## Effort

- Internal: 20 days + testing
- External: 15 days + 2 days installation of best practices + installation SAP (6 days)

## Duration

- 3 months

## Number of users

- Professional users: 5
- Timesheet people: offline

## Cost of the project

- Infrastructure: virtualisation monthly cost -> scalable
- Implementation: 20.000 EUR
- Licence: 16.800 EUR
- Maintenance licence: 3.696 EUR/year



# Agenda



1. Taurus-i company profile
2. OASIS Consultants profile
3. Fast start implementation
  - 3.1. Why SAP?
  - 3.2. Scope
  - 3.3 Project organisation
  - 3.4 What is Fast start
- 4. Lessons learned**



Fast start implementation can only work under the following conditions:

- Stick to the best practice scenarios
- Prepare your master data and conversions following the rules of the best practice templates
- Do enough testing based on test scripts
- In case of options let management take quick decisions
- Training of end users using the manuals of the best practice with the necessary personalisation
- Key users should be available for helping end users
- Be pragmatic (80/20 rule)



Thank you!

