



ARUMTEC

SAP® SOLUTION SUPPORTS PROFESSIONAL SERVICES FIRM'S STRONG GROWTH STRATEGY

Based in Paris, Arumtec offers services, hardware, and software related to system virtualization projects based on software from VMware Inc. The firm has a strong growth strategy and wanted an IT solution that would support its entire business scope. Arumtec turned to an SAP® solution for the answer.

QUICK FACTS

Company

- Name: Arumtec
- Location: Paris
- Industry: Professional services
- Products and services: Services relating to system virtualization, based on software from VMware Inc.
- Revenue: €4 million
- Employees: 45
- Web site: www.arumtec.net (French only)

Challenges and Opportunities

- Solve crucial IT problems to support fast growth rate (more than 100% per year)
- Improve efficiency of presales-to-post-sales interface
- Improve quality of customer service
- Avoid losing opportunities due to lack of internal transparency

Objectives

- Increase company profitability
- Improve customer project visibility and resource management
- Reduce total cost of ownership for internal IT solutions

Why SAP® Business ByDesign™

Key enabler for future changes within company

Benefits and Key Innovations from SAP Business ByDesign

- Expectation of ROI in 12 to 15 months
- Elimination of duplicated data, saving time and staff-hours
- Data integration directly translating into additional business: penetration of support contracts with existing customers (8% to 15% in first phase, 20% to 25% expected in second phase)
- Increased visibility and predictability of data, especially for capacity management and forecasting
- Quick response time and flexibility

Deployment Highlights

- Strategic alignment of IT with the company's road map
- Fast employee buy-in and reduced cycle times for new processes and process modifications
- Change management for integration of enterprise resource planning in company's IT environment
- 2-month project with efficient use of internal resources
- Easy engagement with SAP® Services organization and good understanding and effective implementation of business requirements

“Arumtec needs a flexible solution that is easy to adapt and roll out and finally lowers TCO. SAP Business ByDesign offers us all the flexibility we need – in combination with an affordable pricing model.”

Joel Fizycki, CEO, Arumtec



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