# NORDMANN, RASSMANN

## STATE-OF-THE-ART TOOL HELPS JUMP-START DATA MIGRATION

"I would definitely recommend deploying the accelerated data migration tool. It saved time and alleviated a lot of the stress a large-scale project can cause."

**Peter Lüers;** SAP In-House Consultant; Nordmann, Rassmann GmbH

## QUICK FACTS

**Company**
- Name: Nordmann, Rassmann GmbH (NRC)
- Location: Hamburg, Germany
- Industry: Chemicals
- Products and services: Distribution and wholesale of a wide range of chemical products for various applications
- Revenue: €270 million
- Employees: 260
- Web site: www.nrc.de
- Implementation partner: ITML GmbH

**Challenges and Opportunities**
- Ensure smooth, reliable data transfer
- Eliminate error-prone, time-consuming manual processes
- Reduce time and effort involved in transferring data

**Objectives**
- Replace legacy enterprise resource planning (ERP) software with an SAP® Business All-in-One solution
- Extract data from existing ERP software using state-of-the-art data migration tool
- Transfer data to the SAP solution

**SAP Solutions and Service**
- An SAP Business All-in-One solution
- SAP BusinessObjects™ Data Services software
- SAP Best Practices for Data Migration package

**Implementation Highlights**
- Successful teamwork between NRC and implementation partner
- Regular exchange between ITML and SAP to help ensure implementation partner had up-to-date knowledge
- On-time implementation

**Why SAP**
- Aim of harmonizing core ERP software across the company and its subsidiaries
- Single, integrated application providing high degree of visibility
- Data migration expertise

**Benefits**
- Faster, straightforward data migration
- Results that are based on proven best practices
- Greater standardization of processes
- Improved access to data
- More transparency

**Existing Environment**
Third-party integrated ERP solution

**Third-Party Integration**
- Database: Oracle
- Hardware: IBM
- Operating system: IBM AIX

NRC Nordmann, Rassmann
SINCE 1912

Migrating large volumes of data from one application to another can be a daunting task. Companies are often concerned that data will be lost or damaged in the move. And rightly so, because the effects of a chink in the chain can be far reaching – and detrimental to the business. So when German chemical distributor Nordmann, Rassmann GmbH (NRC) decided to replace its legacy software with an SAP® Business All-in-One solution, it wanted to be sure of a smooth switchover.

To help ensure a smooth replacement, NRC turned to experts from ITML GmbH. They delivered cutting-edge SAP BusinessObjects™ Data Services software and the SAP Best Practices for Data Migration package.

Headquartered in Hamburg, Germany, NRC is a specialized distributor of natural and chemical raw materials, additives, and chemical specialties from all over the world. As a global link between the chemical industry and its raw material processing customers, NRC is characterized by long-standing and trustful relationships with its partners. Founded in 1912, NRC with its 11 subsidiaries is held in high esteem by international raw material suppliers and customers alike for its innovative product portfolio, competent advice on application technology, and high quality standards. Among others, NRC supplies the cosmetic, homecare, pharmaceutical, food, construction, coating, adhesive, plastic, rubber, and polyurethane industries. It employs a workforce of 260 and in 2010 posted revenues of €270 million.

## One Standard Across All Subsidiaries

Up until recently, the chemicals distributor relied on a third-party enterprise resource planning (ERP) solution. As Peter Lüers, SAP in-house consultant at NRC, explains, "The application was more than 10 years old, and its scope for enhancement and extension was becoming increasingly limited. In addition, it had no interface to the systems our subsidiaries were running." To improve communications between subsidiaries and increase visibility across the company as a whole, NRC decided to implement a single integrated solution. By introducing standard IT processes throughout the organization, NRC aimed to improve transparency and enable faster, easier access to information.

Senior executives at the company issued a request for proposals, outlining their requirements and goals. Following an evaluation of several solutions in combination with diverse implementation partners, Lüers and the team opted for an SAP Business All-in-One solution and ITML.

## The Right Partner, the Right Solution

Established in 1998, Germany-based IT consultancy ITML employs a 100-strong team. The company specializes in the development of complementary solutions and the implementation of standard SAP products. In addition, it delivers comprehensive professional services in all things related to SAP software. Lüers explains the motivation behind the decision to team up with ITML: "We were impressed by the expertise and extensive experience ITML could bring to the table, and we had a good feeling about working with the team."

SAP Business All-in-One solutions are comprehensive ERP solutions covering all core business tasks and processes. They help midsize companies like NRC create a harmonized IT landscape based on a single central application. Lüers and the IT team were on the lookout for a standardized solution that could be easily rolled out to multiple subsidiaries. An SAP Business All-in-One solution fit the bill perfectly.

To accelerate the project, ITML suggested leveraging a specially developed product from SAP: the accelerated data migration tool. The software, based on best practices, extracts data from third-party applications and supports smooth transfer to a new environment. This automated approach saves valuable resources and expedites data migration processes.

"Our SAP Business All-in-One solution gives us greater flexibility, as we have better insight and can respond to customer or supplier requirements faster."

**Peter Lüers;** SAP In-House Consultant; Nordmann, Rassmann GmbH

## The Right Chemistry

Throughout the entire undertaking, collaboration between ITML and NRC was outstanding. Roles were clearly defined with both sides contributing the necessary skills and knowledge to make the project a resounding success. "The teamwork was excellent," recalls Lüers. "You really couldn't fault it. ITML was definitely the right choice."

As NRC did not have the in-house resources or the required expertise to deploy the data migration tool itself, professionals from ITML took care of this task. Lüers and his colleagues were on hand to provide the data and assign priorities. "This was the first time the team from ITML had used this cutting-edge tool, and they had received intensive training," remarks Lüers. "We were impressed by their knowledge. Furthermore, they were in regular contact with SAP to report back on their experiences."

"The teamwork was excellent. You really couldn't fault it. ITML was definitely the right choice."

**Peter Lüers;** SAP In-House Consultant; Nordmann, Rassmann GmbH

## A Complex Undertaking

Extracting data from an integrated ERP solution that is employed across the board and transferring it to a new application is no easy task. What's more, as NRC's existing landscape was a good 10 years old, some of the data was inevitably duplicated or redundant. Lüers and his IT team took the opportunity to reorganize and consolidate data, improving its quality. The accelerated data migration supported them in this task. As a result, the company was able to streamline many IT and business processes.

## Time and Cost Savings

Thanks to this innovative approach to migration, NRC saved valuable resources during the implementation. "In the past, we would have to painstakingly export data to Excel spreadsheets, save it there, and then import it to the new system when required. The tool allowed us to cut out this middle step and eliminate the vast majority of manual tasks. Our customer data alone consists of around 200 fields per customer, so this adds up to real time savings."

Although no formal key performance indicators (KPIs) were measured, Lüers is certain that the data migration solution delivered by ITML had a positive effect on the duration of the project. And time savings translate into cost savings in the long run. Both the customer and the partner profited from leveraging this effective tool – because faster, more streamlined projects have clear benefits for both sides.

## Greater Transparency, Greater Flexibility

Since its SAP Business All-in-One solution went live, NRC has enjoyed greater visibility across the business. "We're able to call up facts and figures more quickly and have reduced the number of manual processes to a bare minimum. Our SAP Business All-in-One solution gives us greater flexibility, as we have better insight and can respond to customer or supplier requirements faster," says Lüers.

Offices in Germany are already running the new software, and, gradually, sites in Europe will be hooked up too. Lüers adds, "We are excited about extending the benefits of our SAP Business All-in-One solution to our subsidiaries and to gaining the all-around transparency that comes from having a single, integrated IT platform."

## Looking Forward, Looking Back

Going forward, Lüers and his team will perform the lion's share of the remaining migrations themselves, as many of the subsidiaries do not have such large volumes of data to transfer. However, taking stock of the project to date, Lüers comments, "I would definitely recommend deploying the accelerated data migration tool. It saved time and alleviated a lot of the stress a large-scale project can cause. We were more than satisfied with the implementation, and we're more than satisfied with the results."

www.sap.com/contactsap

50 105 844 (11/08)
©2011 SAP AG. All rights reserved.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP BusinessObjects Explorer, StreamWork, SAP HANA, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius, and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Business Objects Software Ltd. Business Objects is an SAP company.

Sybase and Adaptive Server, iAnywhere, Sybase 365, SQL Anywhere, and other Sybase products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Sybase, Inc. Sybase is an SAP company.

All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.