



ALTRIA TEC

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Based in Mexico City, AltriaTec S.A. de C.V. provides consulting and implementation services to midsize and large companies. As an SAP services partner, AltriaTec specializes in logistics processes and SAP® solutions. It was one of the first partners to promote the SAP Best Practices Baseline package in Mexico.

AT A GLANCE

Partner Details

- Name: AltriaTec S.A. de C.V.
- Location: Mexico City
- Industry: Professional services
- Web site: www.altriatec.com

Engagement Objectives

- Support AltriaTec's first implementation at a company in the apparel and footwear industry
- Utilize SAP® Best Practices packages to accelerate the implementation of core business processes while reducing costs
- Prove that the SAP Best Practices Baseline package can make a very positive difference in an industry solution

Services Performed by SAP Consulting

- Technical support during implementation of SAP Best Practices Baseline
- Help during the sales cycle for positioning an apparel and footwear customer solution
- Functional leadership and support for the implementation
- Use of ASAP Focus methodology to ensure high-quality project management

Why SAP Was Engaged

- Ensure that the apparel and footwear solution was properly implemented based on best practices supported by SAP
- Engender support from business management at all levels of the customer's organization

Engagement Highlights

- Took only 9 weeks to sell the customer on SAP software as the best solution for its needs
- Discussed business processes, then matched processes to SAP software functionality using delta requirements sessions
- Reduced the time needed to define the scope of the solution and increased the customer's trust in the proposed solution

Scope of Engagement

- SAP Safeguarding services
- SAP Best Practices
- ASAP Focus methodology

“The enablement services of SAP Education and SAP Consulting taught us the value of ASAP Focus methodology and the SAP Best Practices Baseline package. AltriaTec has realized that using these powerful tools, we can improve the sales process with our customers and be ready to deliver complete solutions fast.”

Luz Mery Rodriguez
Operations Director
AltriaTec S.A. de C.V.

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