



## SOCOTAB

Tabac en feuilles

## SOCOTAB FRANA

### AT A GLANCE

#### Company

- Name: Socotab Frana SA
- Location: Geneva, Switzerland
- Industry: Consumer products
- Products and services: Tobacco
- Web site: [www.socotab.com](http://www.socotab.com)
- Implementation partner: SAP® Consulting

#### Project Objectives

- Consolidation of business processes throughout all local Socotab organizations
- Optimization of company's financial and logistics processes

#### Key Challenges

- Ensure process transparency and traceability
- Automate formerly manual business processes

#### Solutions and Services

- SAP ERP application, in conjunction with SAP Best Practices offerings
- SAP ASAP Focus methodology
- SAP Project Management service

#### Why SAP Solutions and Services

- All customers running SAP software, allowing convenient data and information exchange
- One-stop shopping (software, consulting, hosting) from 1 prime contractor
- The only provider offering support for language and legal requirements for Turkey, Greece, Bulgaria, and Macedonia within the same system
- Availability of local SAP consultants who speak the local language and understand local requirements

#### Implementation Highlights

- Reduced implementation time, costs, and risks, thanks to the SAP ASAP Focus methodology
- Systems hosted by the SAP Hosting organization in Germany
- The 1st 5-year hosting contract signed by a midsize company in Switzerland in 2006

#### Key Benefits

- Reduction in lead time needed for monthly closings (7 days)
- Standardized, harmonized processes throughout subsidiaries
- Transparent, harmonized business processes, significantly improving operational efficiencies

**“Using SAP software, we can now assess crop costing on a multiyear basis, thanks to standardized processes in all production areas.”**

Ennio D'Alfonso  
CFO  
Socotab Frana SA

Socotab LLC is one of the leading oriental tobacco leaf merchants in the world and is a partner company of Universal Leaf Tobacco Company Inc. The Socotab Group operates in all of the classical oriental growing regions and supplies most of the leading international cigarette manufacturers. Socotab LLC owns 100% of Socotab Frana SA, which in turn owns the operating subsidiaries in the producing areas located in Turkey, Greece, Bulgaria, and Republic of Macedonia.

[www.sap.com/contactsap](http://www.sap.com/contactsap)

50 084 481 (07/07)

© 2007 by SAP AG. All rights reserved. SAP, R/3, mySAP, mySAP.com, xApps, xApp, SAP NetWeaver, Duet, PartnerEdge, 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 in several other countries all over the world. 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.

