



PRODUCTOS DE HARINA SA DE CV ACCELERATING THE SUCCESSFUL IMPLEMENTATION OF SAP® ERP

Productos de Harina SA de CV manufactures over 40 varieties of cookies, crackers, pasta, and flour under the Galletas Donde brand name for distribution across North and Central America. SAP® Consulting helped the firm realize a faster ROI in the SAP ERP application with SAP Best Practices packages and the ASAP Focus methodology.

QUICK FACTS

“In five months we successfully implemented critical functionality in SAP ERP using SAP Best Practices and ASAP Focus. This represents a much faster implementation time over traditional methods. We recognize SAP Consulting for the deep knowledge, leadership, and management experience it brought to the project.”

Beatriz Gómory, Project Manager, Productos de Harina SA de CV

Company

- Name: Productos de Harina SA de CV
- Location: Merida, Mexico
- Industry: Consumer products – food
- Products and services: Cookies, crackers, pasta, and flour
- Employees: 1,200
- Web site: www.galletasdonde.com
- Implementation partner: SAP® Consulting

Project Objectives

- Optimize financial, accounts receivable, sales, and logistics processes by using SAP Best Practices packages to deploy core functionality in the fully integrated SAP ERP application
- Complete the project in time, on budget, and with minimal effort

Key Challenges

- Manage multiple, nonintegrated information systems
- Eliminate errors due to unreliable, outdated information that impacts decision making
- Control accounts receivables and reduce days sales outstanding

Solutions and Services

- SAP Best Practices Baseline package localized for Mexico
- SAP Best Practices for Consumer Products package localized for Mexico
- ASAP Focus methodology
- SAP ERP

Why SAP Solutions and Services

- Preconfigured solution that accelerates implementation time
- Global experience of SAP Consulting in deployment projects
- Proven success in project management

Implementation Highlights

- Deployed the financial accounting, controlling, materials management, sales and distribution, and direct store delivery functionality of SAP ERP on budget and ahead of schedule
- Reduced implementation time by about three months by leveraging SAP Best Practices
- Completed project deliverables on time using accelerators provided as part of the ASAP Focus methodology

Key Benefits

- 100% integration of customer master data
- Proactive approach to collections management
- Improved control of accounts receivables
- Online sales orders from vendors
- Decentralized sales operation nationwide
- Online availability of sales, inventory, and payment information for greater control of the sales process



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