



“The latest release of SAP ERP provides us with a strong foundation for excellence in our core functions, and supports our overall growth strategy.”

David Franco, Director of IS Management, Groupe Canal+ SA

AT A GLANCE

Company

- Name: Groupe Canal+ SA
- Location: Issy-les-Moulineaux, France
- Industry: Media
- Products and services: Pay-TV services and film production and distribution
- Revenue: €3,452 million
- Employees: 4,500
- Web site: www.canalplusgroup.com
- Implementation partners: SAP® Consulting and SAP Ramp-Up organizations

Challenges and Opportunities

- Improve overall efficiency and productivity within the organization
- Reduce high deployment and maintenance costs resulting from IT complexity
- Establish flexible platform to support future growth

Objectives

- Automate key business processes
- Accelerate decision making
- Simplify the IT landscape

SAP Solutions and Services

- SAP ERP application
- SAP NetWeaver® Business Intelligence component
- SAP Consulting

Implementation Highlights

- 800 users went live in finance, human resources, sales, and procurement.
- Successful upgrade was completed within 6 months.
- ERP solution was integrated with legacy solutions.

Why SAP

- SAP experience implementing its own solutions
- Confidence in a successful upgrade
- Deep expertise of SAP Consulting and SAP Ramp-Up organizations

Benefits

- Enhanced productivity and business insight
- Cut total cost of ownership as a result of easier deployment
- Reduced maintenance requirements
- Established a solid foundation for future growth

Existing Environment

- SAP R/3® software, functionality now found in SAP ERP
- Legacy software

Third-Party Integration

- Database: Oracle
- Hardware: HP
- Operating system: Microsoft Windows XP

GROUPE CANAL+

Pay-TV Provider Upgrades to SAP® ERP, Drives Efficiency, and Reduces Total Cost of Ownership

To support its continued growth in the pay-TV market, Groupe Canal+ – based in Issy-les-Moulineaux, France – relies on SAP® software. The SAP solutions provide a cost-effective and flexible information infrastructure that enables employees to carry out business-critical tasks efficiently. When the latest release of the SAP ERP application became available, the company was keen to upgrade. “We wanted to take advantage of the new platform as soon as possible – to support our future growth and reduce our IT maintenance costs,” explains David Franco, director of IS management at Groupe Canal+. The company enlisted the help of the SAP Consulting organization to ensure a successful upgrade.

As France’s leading provider of pay-TV services, Groupe Canal+ has more than eight million subscribers in France alone, in addition to an increasing number of overseas customers – from Poland to the French-speaking Antilles. Also involved in the production and worldwide distribution of films and television programs, the group is enjoying steady annual growth.

New Platform to Simplify IT Landscape

To retain its lead in this competitive market, Groupe Canal+ needed an enterprise resource management solution that not only helps employees work effectively and efficiently, but also provides the flexibility to adapt to changing business requirements.

Already an established user of SAP software to manage its enterprise-wide business processes, the group decided to upgrade to SAP ERP in March 2006. “Our existing SAP solution has worked well for us, but we were keen to take advantage of new

“Because our IT landscape is much simpler than before, we have dramatically reduced our maintenance costs – and, therefore, our total cost of ownership.”

David Franco, Director of IS Management, Groupe Canal+ SA

functionality delivered within the latest release of SAP ERP – including features developed specifically for the media industry,” says Franco. “In addition, the upgrade presented us with the opportunity to simplify our enterprise resource planning landscape, reducing our maintenance costs and providing a flexible platform for the future.”

Maximizing Success with SAP Consulting

As a long-standing SAP customer, the company was confident of an easy, low-risk upgrade to SAP ERP. To ensure the project’s success, Groupe Canal+ chose SAP Consulting to carry out the upgrade. “We felt that SAP Consulting would be able to give us informed and effective support,” comments Franco. “The consultants know the solution very well and were able to meet our project objectives at an extremely competitive cost.”

Experts from SAP Consulting worked closely with the team at Groupe Canal+ and were actively involved at every stage of the project – from project definition, planning, and scheduling, through to execution. For additional peace of mind, Groupe Canal+ was also able to call on the SAP Ramp-Up organization for specialist expertise.

Straightforward, Cost-Effective and High-Quality Upgrade

Over a seven-month period, the solution was successfully rolled out to more than 800 users in the group’s financial, human resources, sales, and procurement functions. With only one half-day training session, users were able to familiarize themselves with the new release. “The upgrade has been very straightforward for users,” says Franco. “Even those who didn’t manage to attend the training have been able to use the solution without any problems.”

During the upgrade, SAP ERP was also seamlessly integrated with other legacy systems. Franco believes that thorough planning on the part of the SAP Consulting team was instrumental in the project’s success. “Every phase of the project was well thought-out in terms of the impact on existing organizational processes,” says Franco. “The strong support received from SAP Consulting was key to ensuring an easy, cost-effective, and high-quality upgrade – with minimal disruption to our business.”

Business Transformation Made Simple

Only a few months after the project, Groupe Canal+ is already enjoying significant cost benefits. “Because our IT landscape is much simpler than before, we have dramatically reduced our maintenance costs – and, therefore, our total cost of ownership,” says Franco.

The move to SAP ERP has also enabled productivity improvements. Numerous functionality enhancements have empowered staff to carry out everyday tasks more efficiently. For example, simplified financials reporting delivers faster and more comprehensive information to finance staff. HR teams are better supported in ensuring compliance with employment legislation. Thanks to its seamless integration with the SAP NetWeaver® Business Intelligence component, the solution will also deliver sophisticated management reporting to aid decision making across the organization.

One example of how SAP ERP is transforming the way that Groupe Canal+ does business is seen in the group's royalty management processes. By using one of many new features that SAP has developed especially for the media industry, Groupe Canal+ will be able to automate royalty management and video-on-demand processes. "At the moment, we use a paper-based process to calculate and administer royalty payments," says Franco. "By automating this process, we anticipate significant productivity and efficiency gains."

Stable Foundation for the Future

Supported by the new solution, Franco sees a bright future for Groupe Canal+: "The upgrade was a complete success," he concludes. "We now have a stable platform that will allow us to adapt to changing business requirements with greater speed and at lower cost. The latest release of SAP ERP provides us with a strong foundation for excellence in our core functions, and supports our overall growth strategy."

www.sap.com/contactsap

THE BEST-RUN BUSINESSES RUN SAP™



50 084 086 (07/04)

© 2007 by SAP AG. All rights reserved. SAP, R/3, mySAP, mySAP.com, xApps, xApp, SAP NetWeaver, Dust, 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.