

**AUTOMOTIVE PARTS  
MANUFACTURER  
THAT PRODUCES A  
BROAD RANGE OF  
PARTS FOR ITS  
GLOBAL CLIENTS  
CASE STUDY**



**SAP LEAP**  
Large Enterprise Acceleration Program

## THE CLIENT

The client is an automotive parts manufacturer that produces a broad range of parts for its global clients. Alongside being the partner of choice for all relevant customers, employees and stakeholders, it has an impressive international team of over 10,000 employees based in plants located around the world.

Throughout its history, the client has demonstrated a keen eye for expansion, which has required taking an active approach in overcoming potential challenges. The most recent example of this is the establishment of a North American centre dedicated to growth in electronic content.



## THE CHALLENGE

The challenge the client faced is characteristic of many established market leaders who have been present in their segment for decades. Although the client has been working with SAP for several decades, the software features a large number of customised enhancements and has been developed in response to acquisitions.

Having been built piece-by-piece over time, the master data isn't streamlined across the system and there are no harmonised processes. This means that many areas of the company are effectively siloed with regard to data access. Employees regularly have to contend with semi-manual processes, which stem from a lack of knowledge of the current system's possibilities.

For NTT DATA, helping the client transform this old, silo-based environment represents many challenges in its own right. NTT DATA has a long history of collaboration with the client, stretching back approximately ten years. Beginning a journey like this is a significant decision for any company and it was crucial that both parties understood the vision and benefits from the outset. The current global context further complicated this decision, with the COVID-19 pandemic making it difficult to find time and resources for such an engagement.

**NTT DATA is seen as an strategic partner that adds value, and not just as a provider of commodity services.**

As trusted collaborators, NTT DATA was in a position to make a strong case for incorporating SAP S/4HANA, while devising a comprehensive solution to transform the client's internal data systems.



# THE SOLUTION

Undertaking a data transformation initiative of this scale requires planning, preparation and communication.

BUILDING BLOCKS | SAP S/4HANA TRANSITION METHODOLOGY LANDSCAPE

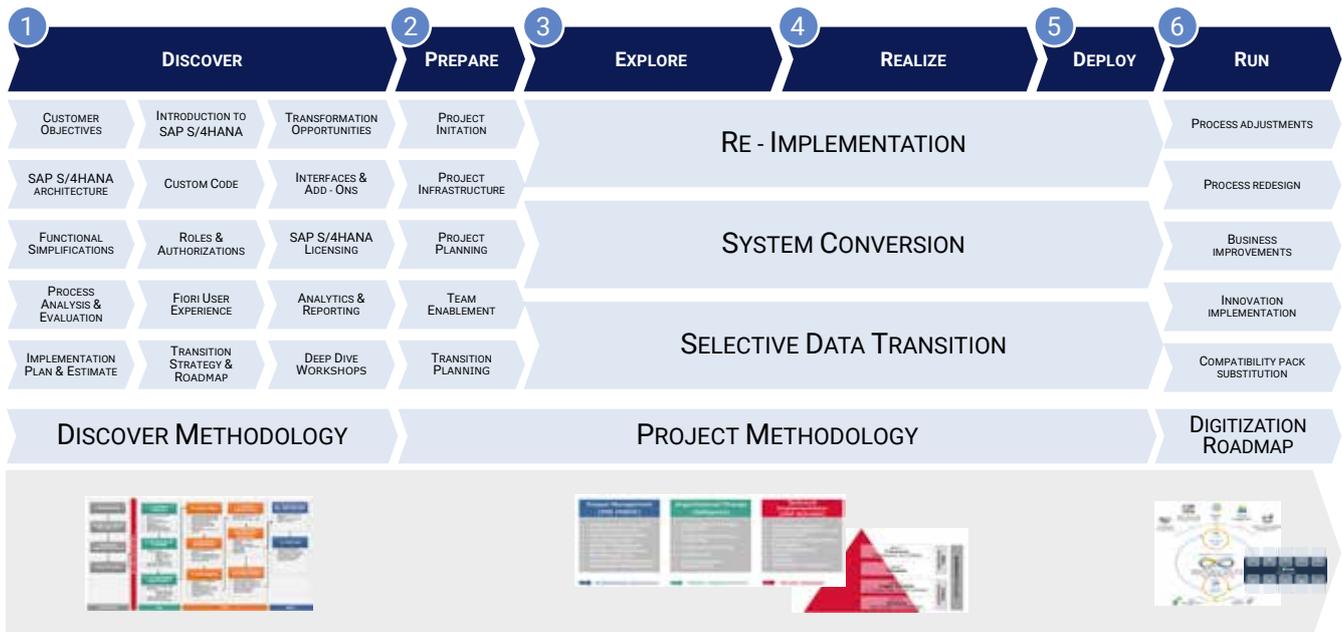


Figure shows the usage of the toolbox out of Discovery Assessment from S/4HANA Transition.

The first step was to establish where the client was in their current processes and obtain a comprehensive overview of the issues. Through a full analysis of business-critical domains and processes, NTT DATA was able to document all pain points based on current use of the SAP ECC 6 solution. With this done, NTT DATA could explore ways to move to the next stage using supporting SAP tools. A business readiness assessment for SAP S/4HANA implementation was carried out, which highlighted how crucial a time it was for this project to take place. To continue with the process discovery, the team at NTT DATA used the Business Recommendation Scenarios (BSR) on Spotlight to build a more detailed view of the road ahead.

Creating a detailed plan and aligning it with the client was a critical success factor to achieving shared expectations and using both internal and customer resources in a demanding, fast-paced business environment without missing key people in the workshops.

Taking such a structured approach allowed NTT DATA to leverage its unique advantage from the very beginning. As long-term collaborators, NTT DATA is very familiar with the client’s ways of working and business objectives. A series of extensive workshops and further assessments involved the company, empowering them to tailor NTT DATA’s solution to their needs.

# THE RESULT

While the results take on many forms with projects of this kind, they all share a common characteristic: to provide clarity. And this benefit can be seen at all stages of the journey.

During the process of making the business case and discovery, the client was able to gain knowledge that can influence their decisions before SAP S/4HANA was even implemented. For example, they were able to identify the requirements and solutions that will allow them to become an intelligent enterprise, and the benefits this represents. The depth of analysis and discovery this involved provided key insights into finance, logistics (including production, planning and execution) and PLM.

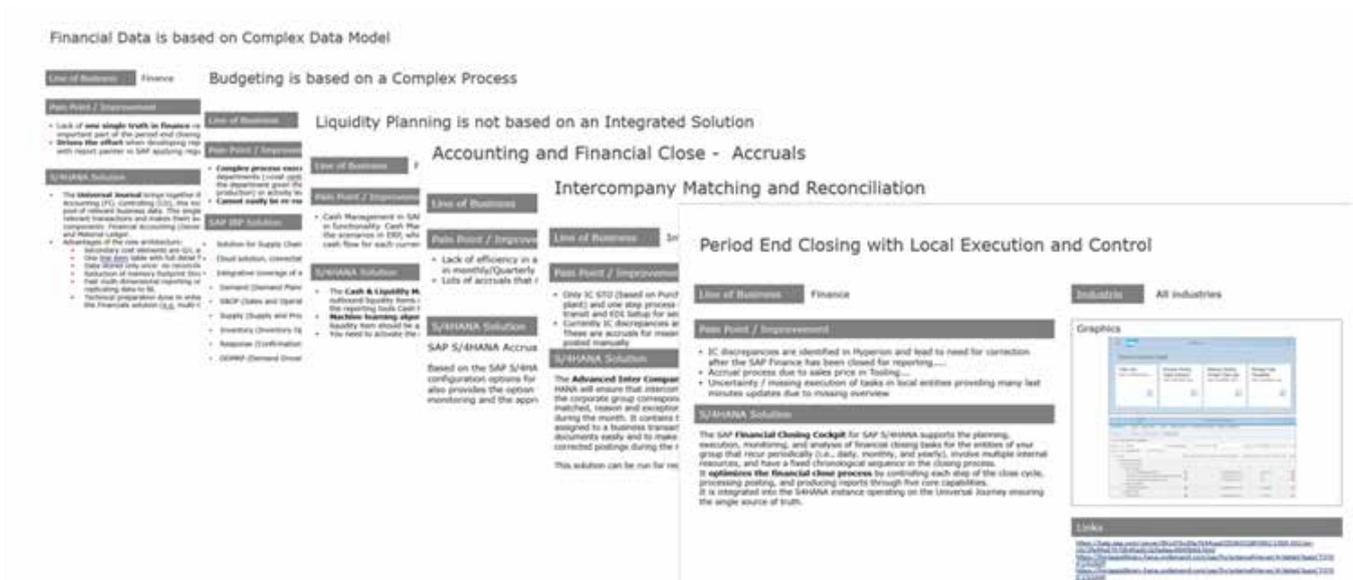


Figure shows examples for findings of Improvements in the Finance Area.

Furthermore, thanks to NTT DATA's industry and methodological knowledge, the teams from the client have been empowered to utilise the NTT DATA's methodology and assets. This ongoing training is an essential part of the process and is already bearing fruit.

As the discovery phase draws to a close, both teams have reached a key stage in the journey of transformation. Thanks to such a strategic, highly collaborative approach, they have been able to create a roadmap specific to the client's situation. This will likely involve recommendations for launching a number of projects to deal with the complex, holistic nature of the initiative.



## WHY NTT DATA

The client's decision to work with NTT DATA was based on a number of factors, ranging from a history of collaboration to appreciation for NTT DATA's innovative, results-based methodologies.

The impact that knowing your collaborators can have on the desired results is immense. Before making the business case or embarking on the discovery process, the client and NTT DATA had been working together for many years. The level of trust and mutual understanding that has developed over this time allowed the client to effectively tailor their solution. With a task-oriented project manager and an open environment where internal challenges were shared, both companies were able to move forward with relative ease.

**NTT DATA creates long-term bonds with their customers, beyond C-levels and at all levels of the organization.**

Although there is an abundance of information about SAP, it can be particularly difficult to make sense of it in a company's given context. Combined with their strong, highly communicative relationship, NTT DATA's proven methodology and scalable approach allowed for increased clarity in this regard. The clearly outlined analysis, business readiness assessments and workshops did more than produce a roadmap – it helped facilitate a mindset shift. Thanks to these workshops, the focus changed from selling products to telling a story.



## WHAT'S NEXT

The next steps in this initiative is to empower the client as a next-level intelligent business. In the final presentation, the way forward involves:

- Transformation options
- SAP S/4HANA short- and long-term benefits
- Business-enhancement opportunities
- Prioritizing projects based on recommendations

At NTT DATA, we advance to take a more central role in the client's landscape, becoming a full service provider, covering hosting, maintenance, AMS and innovation. Furthermore, this presentation acts as a reference point for what's possible, allowing NTT DATA to stand out in the European market for SAP S/4HANA assessments.



**NTT DATA**  
Trusted Global Innovator

