

# SAP Integration Partnership

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An international SAP implementation can be overwhelmingly complex and expensive. Our client saved millions and delivered lasting change by using ThreeBridge instead of over-priced global consulting firms.



**THREE  
BRIDGE**

Talent, Training and Advice

# SAP Integration Partnership

Over the course of 7 years, hundreds of ThreeBridge consultants teamed up to deliver over a dozen SAP modules across sixteen international deployments.

Looking to gain clearer insight across their global operations, our client, an international manufacturing conglomerate, began their journey to implement SAP in 2011.

Initially, the client selected a global integrator to lead the decade-long initiative, with plans to use ThreeBridge for local support when needed. However, this initial reliance on Big 5 resources kept project attrition and bill rates exorbitantly high.

After quickly exceeding their initial budget and schedule, client leadership sought out alternative solutions to increase value and reduce costs. Through their analysis, the value of ThreeBridge consultants became obvious, and soon after, ThreeBridge agreed to be the sole provider of local SAP resources for the enterprise-wide effort.

Our unique delivery model immediately brought increased innovation and adaptability to the project. Leveraging our capabilities in ERP integration and optimization, our consultants quickly worked to minimize the disruption and delays typically associated with the deployment of enterprise software on a global scale. Seven years into the program, ThreeBridge consultants have kept the project on schedule, and under budget, increasing value and **saving the client over \$30 million.**



Our Solution

 : ERP INTEGRATION

**30%** Cost savings  
over global  
firms.

## SAP Modules Implemented

- Human Resource Management (HRM)
- Production Planning (PP)
- Material Management (MM)
- Sales and Distribution (SD)
- Project System (PS)
- Financial Accounting and Controlling (FICO)
- Business Intelligence and Business Warehouse (BI/BW)
- Master Data Management (MDM)
- Logistics Execution (LE – TM, EWM, GTS)
- Supply Chain Management (SCM)
- Security

**280+**  
ThreeBridge  
consultants

Over  
**7**  
Years of  
consulting  
provided

**98**

% OF  
THREEBRIDGE  
CONSULTANTS  
ARE LOCAL

 : ERP INTEGRATION

# Challenges

Solution experts are typically available only through expensive global firms and from other markets, increasing cost significantly and decreasing loyalty to client goals and objectives.

Global consulting companies don't allow clients to keep their employees. Valuable knowledge from years-long projects walks out the door as soon as the project is finished.

Rigid methodologies and a one-size-fits-all approach to system integration makes global consulting companies okay for most, but not perfect for any client. Client-focused customization is often discussed but rarely delivered.

Blended bill rates of over \$200/hour quickly drain project resources—particularly during schedule overruns.

Local firms are not traditionally able to scale quickly, and are often challenged to retain the best talent.

# Our Solution

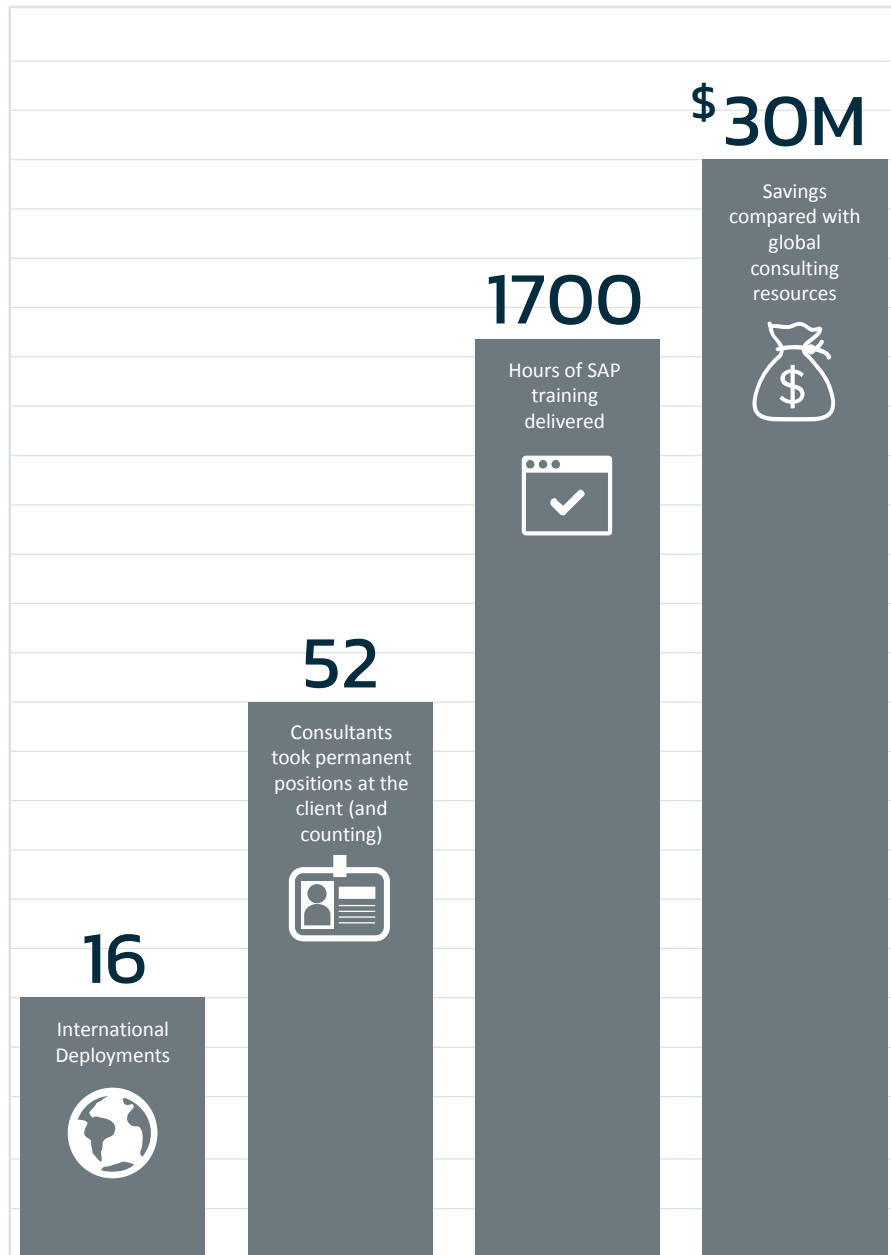
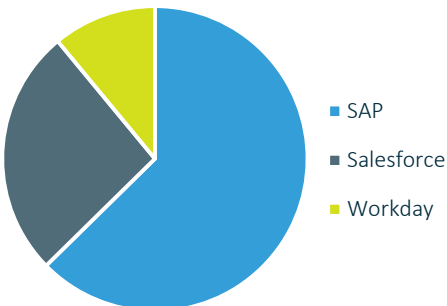
We leveraged our local-market consultants to ensure the travel expenses typical of ERP implementations were held to a minimum.

We paired junior consultants with senior SAP experts as mentors to accelerate the value delivered on each implementation.

Teamwork and knowledge sharing were supported through monthly lunch and learns, networking events, and onsite training sessions attended by both clients and ThreeBridge consultants.

Because we work with our consultants on right-to-hire terms, many of our consultants accepted new positions at the client after wrapping up their assignments.

## ThreeBridge ERP Integration Breakdown



# SAP Integration Partnership

“ ThreeBridge has helped us significantly reduce our costs and deliver more functionality.

DIRECTOR – IT, *Manufacturing Client*

Their level of service isn't something we take for granted. We're lucky to have such a dedicated partner.

SR. MANAGER – IT, *Manufacturing Client*

”

Spanning 65 countries, the project is one of the world's largest SAP integrations. ThreeBridge consultants have travelled to 5 continents, and will continue supporting global deployments for another three years.



## : ERP INTEGRATION

ThreeBridge builds custom solutions unique to each client. Our ERP Integration practice includes most popular ERP solutions, with a significant focus on:

- SAP
- Salesforce
- Workday

Our Talent, Training, and Advice are specialized to provide our Fortune 1000 clients with Package Selection, Integration, and Optimization of their ERP solution.

Outside of ERP Integration, ThreeBridge has four other solution practices:

- Business Transformation
- Agile Enterprise
- Project Delivery
- Junior Talent (Boom Lab)

For more information on our other solutions, including case studies, visit [www.threebridge.com](http://www.threebridge.com).