



## PROCESS FOCUS BRINGS GREATER EFFICIENCY AND COST EFFECTIVENESS

### Challenge

With its sights on the future, Maria Galland decided to introduce a process-driven ERP solution to create a uniform and homogeneous IT landscape. As an internationally operating enterprise, Maria Galland needed a universal standard for all its European subsidiaries. In just 10 months, the SAP Business All-in-One ERP solution was successfully implemented in both German subsidiaries, Maria Galland GmbH and Klostermann GmbH.

### Solution

- Process-oriented implementation approach with Industry.PerformanceREADY for SAP
- Introduction of new functionality, such as batch management, and implementation of high-performance interfaces to existing subsystems
- Optimized processes with a focus on harmonizing and standardizing the company's master data and work flows

### Benefits

- Optimal project execution thanks to IDS Scheer Consulting, a Software AG brand, and its process-oriented approach for SAP project planning, implementation and controlling
- Seamless integration of existing subsystems
- Reliable foundation for subsequent roll outs to other European subsidiaries

 MARIA  
GALLAND  
PARIS

Maria Galland Paris is a successful global brand in the salon and spa cosmetics industry with sales worldwide. It is synonymous with quality and cosmetic innovation. Maria Galland products and treatment methods are one of a kind and have played a decisive role in defining this market. Its multifaceted offering includes a wide range of state-of-the-art facial and body treatments. The company has six European subsidiaries with about 100 employees. Its products are sold in 50 countries around the world.

Get There Faster.™

**“For small and medium-sized companies, it is key to be able to react flexibly and quickly to the market. To do that, a company must have processes that can be adapted flexibly and quickly. We achieved this with the combination of SAP and ARIS.”**

Heinz Burkart | IT Manager | Maria Galland GmbH, Germany

Maria Galland would like to continue strengthening its excellent product image. The company's goal is to reinforce and expand its position worldwide as a leading provider of high-quality cosmetics. Above all, this requires an effective and extensible IT solution that can be rolled out easily to the existing European subsidiaries.

Maria Galland rose to the challenge and opted for a process-driven implementation of SAP Business All-in-One in its purchasing, sales, shipping, inventory management, quality management, finance and controlling departments. The company hoped the new solution would enable faster consolidation of its financial results and seamless integration of its existing order picking/packing infrastructure at the Munich logistics center. Other future-proof advantages that would be achieved with SAP Business All-in-One were the capability to quickly link other European sales offices and the automation of manual processes for planning, finance and controlling.

IDS Scheer Consulting's process-oriented Industry PerformanceREADY SAP implementation approach along with its proven expertise in business process management projects with small and medium-sized companies were the main reasons Maria Galland chose to work with IDS Scheer Consulting.

The process-oriented approach allows the individual components of the business process life cycle to be combined flexibly. The method can be applied when optimizing an entire value chain or specific sections. In just 10 months the ERP system was redesigned and implemented in strict accordance with the ARIS Value Engineering (AVE) (now called PRIME) method. IDS Scheer Consulting also ensured that Maria Galland GmbH's strategic business goals were reflected in the optimized processes and therefore in the SAP system as well. An especially important factor to the success of the project was making sure that the needs of end customers would be met from the moment the new system went live.

Thanks to Maria Galland employees' knowledge of their business and IDS Scheer Consulting's process expertise, processes with optimization potential were identified and adapted accordingly. But not only that, prior to realization, the project team conducted an in-depth evaluation of introducing batch management and implementing new and improved interfaces to existing subsystems.

At the end of the design phase, Maria Galland's entire future-optimized process landscape had been mapped based on harmonizing and standardizing the company's master data and work flows. As a result, all processes were documented from end to end by the time the implementation phase was over. And, all process modifications can be kept track of. This means easy system maintenance.

Maria Galland wants to secure a successful future with the implementation of this process-oriented SAP system. In addition to the introduction of batch management, existing processes and data were harmonized and standardized by way of a thorough assessment. The solution consistently identifies any processes with hidden optimization potential and adapts them accordingly. As hoped, the integrated system enables faster consolidation of the company's financial results and continued use of the logistics center's existing order picking/packing infrastructure. In addition, Maria Galland gained the capability to automate its previously manual processes for planning, finance and controlling thereby eliminating a potential source of errors.

The new process-driven IT solution has given Maria Galland greater process transparency and flexibility.

## KEY COMPONENTS

**IDS Scheer Consulting** helped implement the SAP solution in only 10 months.

**Industry.PerformanceREADY** allowed optimal project execution.

Take the next step to get there - faster.

### ABOUT SOFTWARE AG

Software AG is the global leader in Business Process Excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first B2B server and SOA-based integration platform, webMethods.

We offer our customers end-to-end Business Process Management (BPM) solutions delivering low Total-Cost-of-Ownership and high ease of use. Our industry-leading brands, ARIS, webMethods, Adabas, Natural, CentraSite, Terracotta and IDS Scheer Consulting, represent a unique portfolio encompassing: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; and strategic process consulting and services.

Software AG - Get There Faster

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