

Edenhouse enables global company Areva T&D to meet local needs



Executive Summary

Areva T&D, part of the Schneider Electric Group, is a global specialist in energy management, with operations in more than 100 countries. The company offers integrated solutions across multiple market segments, including energy and infrastructure, industrial processes, building automation, and data centres/networks, as well as a broad presence in residential applications.

As a global company with a presence in so many countries, Areva needs to run its business efficiently. In order to keep business procedures streamlined and consistent, Areva embarked on a project to roll out a standard template of business processes in areas such as manufacturing, distribution and finance. This would enable cost reduction through centralised shared services and more efficient intra-company transactions.

In 2010 Areva's central team, based in Paris, implemented Ganesh – a SAP R3-based global core system with pre-defined process flows and standard configuration – providing 'out of the box' templates for business processes.

Although the principle was a single 'core' system, in reality each country required 'localisation', particularly in areas of standard output documents and reporting where local legislation had to be considered. Other areas which could not be addressed by a 'core' model were the interfaces into small, local applications (eg shop floor systems, EDI etc).

Areva UK asked Edenhouse to be the SAP partner for its UK offices, in order to assist with localisation.

Edenhouse director Ian Fisher explains: "The idea of a core system is to keep changes to a minimum, and any changes that are made need to be well managed so that the system can continue to be supported by the central IT team after go-live.

"Edenhouse's role was to help identify where processes and master data requirements in the new system were different from the existing ones, to assist with user acceptance testing, and to represent the business in suggesting where the 'core' needed to be modified for specific UK requirements."



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The localisation challenge was a four-month project, in which the aim was to create a specification of all the changes required for delivery by the central IT team in Paris. Edenhouse would create data migration and interface programs locally for transfer of data from the 'legacy' SAP system, or from other external applications, to the new environment.

Edenhouse consultants worked with Areva's key users to understand the differences between the existing SAP configuration and what was being proposed for implementation.

"Areva had a strong key user community who understood their business processes and how they 'mapped' into their existing SAP," says Ian Fisher. "They were empowered to make decisions for the business, which was really helpful."

During this exercise Edenhouse gathered a good understanding both of the local business and what the central team were trying to achieve in terms of maximising the supply chain and manufacturing efficiency.

Edenhouse suggested modifications to enable the core system to meet local requirements, and which were also suitable for

re-use by other countries where the manufacturing processes or supply chain was the same as the UK.

Edenhouse's suggestions were implemented in the central system. Significantly, as the relationship between Edenhouse and the central Areva team developed, Edenhouse was given access to the system in order to configure Ganesh.

"This was a great sign of Areva's trust in Edenhouse," says Ian.

Areva's Global Process Owner David Alsopp says: *"Edenhouse consultants became an extension of our internal project team, providing the skills and experience which were not available in-house."*

With the help of Edenhouse, Ganesh was successfully implemented in the UK and has brought significant results, including a pricing model which is based on market segment, and is consistent across all countries; a reduction in lead time across the supply chain, from an average 53 days to 20 days and a business intelligence system which provides a global 'vision' to business management of sales volumes and costs.

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