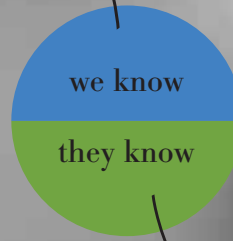




TOP TO BOTTOM



END TO END

## Tecnos Japan uses mySAP All-in-One to deliver high-speed SAP solutions

Founded in 1994, Tecnos Japan is an information systems and business consultancy. As an SAP partner for more than 10 years, Tecnos has implemented and supported many solutions since the debut of SAP R/3 software.

Tecnos initiated its own migration from traditional separate financial systems to integrated enterprise resource planning (ERP) software, designed to help expand the business to reach small and midsize companies. In fact, SAP solutions were implemented on IBM **@server** xSeries servers in just two months, by employing ERP introduction know-how templates called 'Fact-1', successfully centralizing all of Tecnos' financial management.

The Fact-1 template is a mySAP All-in-One offering for SAP ERP software components, including Financials/Controlling, Sales and Distribution and Materials Management.

### Center of Excellence award

Tecnos has been awarded the "SAP Award of Excellence" for consulting competence and add-on development competence. The rapid implementation of SAP solutions is based on the accumulated experience and

configuration know-how of introduction possessed by Tecnos, captured as the ERP introduction template 'Fact-1' for manufacturing group sales companies.

Mr. Teruo Aizawa, Project Leader at Tecnos, comments, "Up to now, because the size of the company was on the small-medium scale, Tecnos had to rely upon spreadsheet software already on the market and external, licensed taxation office packages for financial calculations, for documents such as sales slips.

Therefore, the opportunity was seized on the tenth anniversary of Tecnos to bring about a complete change of system by shifting to SAP R/3, and striving to strengthen the cooperation within the entire business."

### Centralization of financial management

To undertake the introduction of SAP R/3, Tecnos began by sampling and documenting the applicable areas.

Essentially, Fact-1, although starting as a manufacturing template, was judged to be effective for other business types. Tecnos also used the introduction as a test case, benefiting from the distillation of reinforced and remodeled features.

## Overview

### ■ The Challenge

Create a business infrastructure capable of scaling to meet increased demand; Speed the flow of information among departments Offer managers a single view of company activity for improved business efficiency; Make a rapid transition to a new infrastructure with no customer impact

### ■ The Solution

*Industry:* Consulting Services  
*Application:* SAP R/3  
*Hardware:* IBM **@server**® xSeries™  
*Software:* Fact-1 Template, a mySAP All-in-One offering for FI/CO, SD and MM components.  
*Services:* **ibm.com** Centre, Japan

### ■ The Benefits

Advanced hardware platform offers low-cost, self-managed system capable of scaling to meet demand Centralized information management cuts costs of duplicated data entry and offers integrated view of company activities; Ability to sell services to larger customers on larger contracts



Mr. Naozumi Hori, ERP Group Leader responsible for the project at Tecnos, selected IBM **@server** xSeries servers. The choice was based on confidence in the system's strength, reliability, and performance of IBM products. Predictive failure and self-diagnostics, high availability, and very attractive price performance of xSeries servers were significant decision points.

Mr. Hori comments, "Also, added to these points, from initial estimate to delivery, Tecnos gained a good impression of *ibm.com* Centre, as speed and accuracy became large primary factors. With such a server, I think you may safely leave it all to IBM."

#### Swift delivery brings fast results

"In part due to the swift delivery of the server thanks to the capabilities of *ibm.com* Centre, together with the SAP R/3 introduction experience cultivated by Tecnos, the SAP R/3 project advanced rapidly," says Naozumi Hori.

All financial accounting, formerly carried out in disparate systems, was centralized to SAP R/3 software. Information is collected in real time, and Tecnos managers report that business workflow has been substantially improved. In the former situation, business data flow was extremely inefficient, and with only a two-year transaction history available, long-term trends were very hard to analyze.

Mr. Hiroshi Fujii, Sales & Marketing Group Manager, reports, "Now, by introducing SAP software, such problems may be resolved by a single action, which is great, isn't it?"

An additional benefit for Tecnos is when consulting for customers, as the hands-on knowledge can be applied in those implementations, too:

"Already, because there have been

achievements in carrying out support in a number of companies," says Hiroshi Fujii. "There are no anxieties over the introduction in our own company. Now actual results that Fact-1 can be introduced in a short period, namely two months for different types of businesses, gives us great confidence."

"Also, because of the breadth of the SAP R/3 solution area, I think Tecnos will be able to introduce it to new business areas. While we have been concentrating on financial accounting, we have been working on designs for profit management and budget management, among others.

#### Expanding the SAP solution horizons

Tecnos will be extending the centralization of SAP solutions, which will help the company broaden the scope and practical application of its new SAP landscape.

"With existing know-how in building Web-based interfaces, Tecnos is considering the desirability of developing measures to eliminate complications due to multi-functions," says Mr. Naozumi Hori.

#### Expansion of the template application

"As mentioned, although established as a SAP R/3 introduction template for manufacturing group sales companies, Fact-1 has been recognized for its ability to demonstrate rapid results in many different types of businesses. From now on, Tecnos will start to offer products which enable rapid introduction of SAP R/3 in types of business other than sales groups," concludes Mr. Hiroshi Fujii.



*"In part due to the swift delivery of the server thanks to the capabilities of *ibm.com* Centre, together with the SAP R/3 introduction experience cultivated by Tecnos, the SAP R/3 project advanced rapidly."*

Naozumi Hori,  
ERP Group Leader



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