

MechanHolding

ABOUT MECHAN

Mechan is a Dutch-Belgian company addressing the agricultural, construction and industrial markets. Since its inception in 1970 the company has distributed agricultural machinery and equipment, and provided support and maintenance services, and parts distribution.

Operating from Achterveld in the Netherlands, and Gembloux in Belgium, the company distributes machinery for brands such as Fendt, Massey Ferguson, Valtra, Challenger and Fella. With its own service and parts organisation, this has made the company the largest player in the agricultural equipment market across the Benelux.

An efficient and energetic business, Mechan is focused on delivering effective support services to its clients, across the range of brands that it offers. The company is also innovative in the use of modern machinery and equipment, working with its clients to improve productivity and working practices. For example, Mechan is a leading proponent of Precision Farming.



HIGHLIGHTS

- More effective and efficient business processes
- Improved management reporting
- Business and IT process harmonisation
- Improved user experience
- New global General Ledger
- IT system continuity and supportability

LARGEST PLAYER IN THE BENELUX AGRICULTURAL EQUIPMENT MARKET IMPLEMENTS OPTIMISED SAP TEMPLATE

CHALLENGE

Operating across the Benelux, Mechan had formed from the merger of several companies in the Netherlands and Belgium. With disparate systems in place, the business wanted more information from across the organisation to provide better insight. The business in the Netherlands had chosen to implement SAP.

"We wanted to bring logistics and finance together to help us have more visibility of transaction results," says Rene Schwiete, Chief Financial Officer of Mechan Holding BV. "Our systems were very diffused. We wanted to make our complex processes run more smoothly, and have better insight, from a company holding level, of what was happening across the organisation."

"Our business operation in Belgium had similarities with the operation in the Netherlands," continues Rene. "But there were also significant differences too! We needed to review the SAP template, and, if possible, enhance this so that it would also support our Belgian operation."

"What we hoped for from an optimised SAP template was more effective and efficient business processes, improved management reporting, and harmonisation across the Netherlands and Belgium organisation," says Rene. "We also wanted to ensure IT supportability, as the non-SAP systems in use in Belgium were soon to be out of contract for support."

SOLUTION

"We wanted to look afresh for a suitable implementation partner," says Rene. "It was important for us to find a partner that had the experience and knowledge of SAP and of our type of business. We recognised that we needed someone that could engage with us, and tell us what could and could not be done with SAP."

"We evaluated several partners," continues Rene. "The team at SOA People clearly understood SAP very well. This was not a high-level conversation, but they were able to acknowledge the challenges that we were facing. They demonstrated that they were an implementation partner that knows how to solve complex problems."

"SOA People were able to provide good references of where they had successfully worked with other suppliers in our sector," says Rene. "They already had the framework for the solutions that we needed."

"The next step for Mechan was to make a blueprint together, to see how we might move forward together," continues Rene. "We asked SOA People to investigate the opportunity to optimise the existing SAP template for the Netherlands, before implementing this optimised SAP in Belgium."

"The SOA People implementation team have been particularly supportive," says Rene. "They think with us on problem solving, and are prepared to challenge us if we wanted something that wouldn't work. Communication has been open and consistent, and they are constantly thinking about how to help us."

"Working together, we now have a global General Ledger," enthused Rene. "We have implemented new division structures, new profit centre structures, and new cost centre structures. The whole finance cycle is now aligned between the Netherlands and Belgium."

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This really helps from the perspective of financial and management reporting, providing increased insight of business performance. It means that we remain compliant with accounting principles, and helps us manage the business on a day-to-day basis as well as for the long-term. The analysis of our commercial products and services can be managed more accurately, proactively and profitably."

"SOA People has provided Mechan with in-depth process and SAP knowledge," cites Alexander Prior, Commercial Director for SOA People. "This has enabled us to implement the desired solution based upon 'standard SAP'. We have helped Mechan improve their business practices in SAP, by identifying and implementing more of SAP available functionality."

BENEFITS

More effective and efficient business processes – The optimised SAP template has helped Mechan better manage the business on a day-to-day basis as well as for the long-term.

Improved management reporting – The implementation has provided better insight of financial and operational performance. Mechan's commercial products and services can be managed more accurately, proactively, and profitably.

Business and IT process harmonisation – The SAP template has been enhanced to enable common and consistent processes across the Netherlands and Belgium organisations, moving Mechan towards a single back office environment.

Improved user experience – The implementation of SAP has provided the Belgium organisation with modern finance and logistics solution that has enabled them to increase their efficiency and productivity.

IT system continuity and supportability – migrating from non-SAP systems that were running out of support, has ensured that the Belgium organisation is able to ensure business continuity and operation.

SUMMARY

"I am enthusiastic about the collaboration with SOA People, and how our relationship is evolving," says Rene. "It has been a pleasure to work with people that are so motivated and so engaged to get things done. It has been a positive learning experience for Mechan. A great team effort!"

Rene Schwierte, Chief Financial Officer of Mechan Holding BV

TECHNICAL DETAILS

- SAP ECC 6.0
- SAP modules: SAP FICO, MM, SD, LE, PP, PM, Variant configuration, BO, PI
- Integration with PerfectView for CRM solution and SANA Webshop.
- 60 users
- 105 connected dealers.