

## MechanHolding

### ABOUT MECHAN

The Mechan Groep is one of the largest players in the agricultural equipment market across Benelux, distributing machinery for brands such as Fendt, Massey Ferguson, Valtra and Fella.

Also operating in the construction and industrial markets, Mechan is focused on delivering effective customer support services across its range of brands. It works with customers to improve productivity and working practices through advocating innovative uses of modern machinery and equipment, for example, Mechan is a leading proponent of Precision Farming.



### HIGHLIGHTS

- Automated connection to SAP backend and integration across finance, sales, logistics and warehousing functions
- Mechan can respond to changes more rapidly ensuring it doesn't miss commercial opportunities
- Up-to-the-minute functioning Webshop with real time digital transparency enabling access to key customer, product and stock data.

## SAP CLOUD PLATFORM SECURE ENVIRONMENT PROVIDES FULL INTEGRATION OF MECHAN'S BUSINESS PROCESSES

### CHALLENGE

Mechan Groep wanted to improve their online sales operations with a new state-of-the-art Webshop. The new Webshop would enable and improve the sales of spare parts for its machinery. To achieve this they needed to digitally shift the business, aligning their SAP strategy through cloud-based integration with third party applications, which would help drive increased customer service levels and efficiencies.

## SOLUTION

To enable Mechan's digital transformation in a simple and economic way and to address their commercial ambitions for a Webshop, SAP expert SOA People was selected to implement the SAP Cloud Platform (SCP). With SCP they could manage new and existing apps in a secure cloud computing environment, giving them automated connection to their SAP backend with full integration of their data and business processes.

A series of workshops were used to define the SCP architecture and scope out the

implementation. In this instance, SOA People approached the development of the end-to-end SCP solution with an agile approach rather than as one large extended project to enable a faster delivery.

SOA People guided Mechan from the outset, helping them make the best-in-class choice in selecting SAP cloud solutions, integrated with Magento for their Webshop. Within two months the SCP project and interfaces were ready for the go live.

Serving over 70 users the SCP is now integrated with SAP ECC across the Finance, Sales, Logistics and Warehousing functions. Mechan are now able to move flexibly and respond to changes more rapidly to ensure they don't miss key commercial opportunities.

## BENEFITS

**Fast integration between Webshop and SAP ECC:** Due to the rich standard services in SCP Integration Services, the integration has been comprehensive and swift to achieve.

**Real time digital transparency:** Mechan can access its key data for customers, products and stock levels in real time.

**Fully integrated Webshop:** Mechan now has an up-to-the-minute functioning Webshop for all its commercial online sales of spare parts, all fully integrated with its SAP systems.

**Agile approach for fast delivery:** SOA People focused on short sprints rather than one long project ensuring that SCP was delivered rapidly within a short timeframe.



## WORKING WITH SOA PEOPLE

*"SOA People has worked very hard to ensure our Webshop went live on time. It seemed an almost impossible task but they achieved it, and I want to thank them very sincerely for their achievement. SOA People can be proud of themselves for what they have accomplished in that short time."*

*"SOA People has a dedicated, experienced team who stayed focused and worked non-stop until the project met its tight deadline".*

Rene Schwierte, Chief Financial Officer of Mechan Holding BV