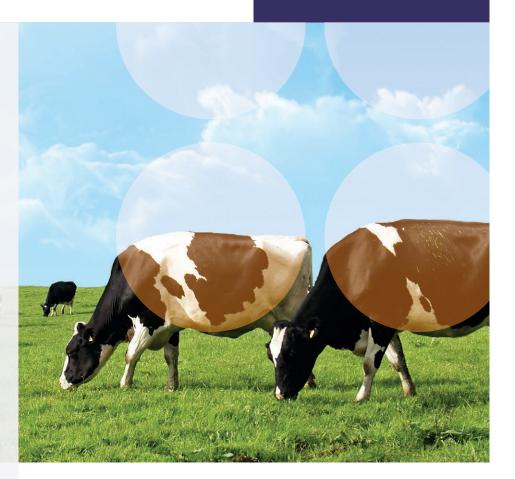## Aliphos

ABOUT ALIPHOS

With its three production sites in Bulgaria, France, and the Netherlands, Aliphos is a major global producer of inorganic feed phosphates. The Company, headquartered in Belgium, has established a strong reputation for quality and innovation, producing phosphates for nearly a century and continuously improving its products to fulfil the needs of its customers.

Today, Aliphos supplies high quality feed ingredients that help address the demographic and environmental challenges of feeding the world's fast-growing population. The Company is improving animal nutrition whilst focusing on ensuring sustainable production and delivery processes.

Aliphos is the feed ingredients division of EcoPhos, and is aiming to be the global leader in inorganic feed phosphates, supplying highly digestible, value-added, and innovative products to their customers worldwide.

HIGHLIGHTS

→ Complex, multi-stage migration from SAP 4.6C & ECC6 to SAP HANA

→ SAP system management simplified across multiple countries

→ Elimination of customised modules and functionality

→ Improved management information aids effective decision making

→ SAP HANA compliant hardware enhances performance & stability

→ Successful migration project completed on time and to budget

COMPLEX, MULTI-STAGE MIGRATION TO SAP HANA DELIVERS REAL-TIME INFORMATION ON BUSINESS PERFORMANCE

CHALLENGE

As a global provider of inorganic feed phosphates, Aliphos, as part of the EcoPhos Group, has grown through partnership and acquisition. The acquisition of the Netherlands production business from another Group brought with it an existing SAP implementation. This implementation was different to the pre-existing investment that had already been made in SAP.

"At this stage we considered whether SAP should be the platform for the entire Group or if we should choose an alternative ERP system," says Catalin Varvara, IT Director at EcoPhos. *"We had two different SAP systems. One ECC6 and the other 4.6C. We decided to further invest in SAP and align the two systems. We started a project to return the systems back to standard, to work in a uniform way with the same software version, and reduce the management overhead."*

Standardising the two systems was also an opportunity for Aliphos to review the capabilities of SAP. They considered the potential for upgrading to HANA. *"We studied all the advantages of upgrading to HANA, with SOA People's help,"* says Catalin. *"This would be a big step and we decided to go with it, and engaged SOA People to help us upgrade both systems to HANA."*

SOLUTION

Aliphos determined to standardise the two systems and bring them into the same hosting environment. They were already working with SOA People on the ECC6 system, and after reviewing the market, awarded them the contract for the technical aspects of the migration and upgrade.

"We are an innovative organisation," says Catalin. *"In comparison with our competitors we invest in technology and make effective use of it. For this migration project we considered purchasing new hardware. SOA People helped us with this decision. We agreed with a lease term contract and they invested in the compliant equipment. We were the first organisation to use this HANA compliant IBM hardware in Belgium. SOA People provided good advice. They focused on what we needed, which I appreciated. We now have a hardware environment that will cater for our future needs, and enable us to exploit this investment."*

"SOA People accepted their responsibilities, respected our timetable and the budget. Our relationship was effective. If we had a question the SOA People team would immediately respond.
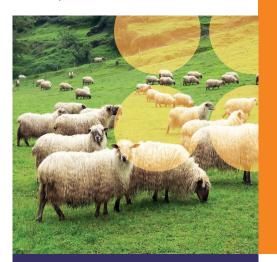
The successful rationalisation of SAP systems and upgrading to HANA required several complex steps. The SAP 4.6C implementation was first converted to SAP EHP 7, and then to the Unicode standard. The ECC6 implementation was upgrade to SAP EHP 7, and then both systems migrated to SAP HANA

"This was not a simple migration," says Catalin. *"Our environment was difficult. We inherited a system with customised modules and functionality. We implemented first in Bulgaria, where we had a new requirement, and needed to work to Bulgarian standards, with Bulgarian localisation. SOA People provided the optimum environment for each complex step. Providing development machines, proof of concept machines, temporary machines. Even moving our own machines. They worked beyond what they were committed to."*

Aliphos engaged two teams of Consultants. SOA People providing the technical consultancy, led by Frederik Lenders as Project Manager, and a third party providing the functional consultancy. *"We were asking for uniformity between the two systems,"* says Catalin. *"SOA people were*

providing the upgrades, technical database changes, and machines. The functional consultant wanted an environment to set the system up on. The beauty of this project was the coordination and communication between all three parties."*

The migration project operated to a clear timetable and budget, which was achieved. *"We had a very strict plan, which we followed,"* says Catalin. *"SOA People accepted their responsibilities, respected our timetable and the budget. Our relationship was effective. If we had a question the SOA People team would immediately respond. We had formal processes, but their attitude was always to respond to our needs. When you work with this type of provider you can be confident of success. We had the person-to-person communication and relationships that made it work."*

SUMMARY

"Our project to align different SAP systems, and migrate to SAP HANA was complex," says Catalin. *"SOA People worked constructively with us and provided good advice. They focused on what we needed, and worked beyond what they were committed to, which was appreciated. We developed a good relationship with the team, and together delivered this successful migration project on time and to budget."*

Catalin Varvara,
IT Director, EcoPhos

BENEFITS

Simplified SAP System Management: Aliphos now benefit from a uniform, standard SAP HANA implementation across its business operations. This has resulted in a reduction in system management, and consistency of process and operation.

Return to a Standard SAP Implementation: A key goal for the migration project was to remove the customised modules and functionality that the business had inherited from past implementations. This has been achieved with the successful migration to a standard SAP HANA environment.

Improved Management Information & Decision Making: The implementation of SAP HANA has given Aliphos rapid access to real-time information on business performance, to enhance their business decision making process.

Enhanced Performance and Stability: Migration to a common SAP HANA landscape, using HANA compliant hardware, has provided Aliphos with stable and performant environment across their business operations, that also provides for future growth.

TECHNICAL DETAILS

→ SAP 4.6C (on Oracle 10 and Windows 2003) upgraded to SAP EHP 7, then to Unicode, then to SAP HANA

→ SAP ECC6 upgraded to SAP EHP 7, then to SAP HANA.

→ Support for Belgium, Bulgaria, France & The Netherlands.

→ 70 users