

Overview

Company Name

Smart Value Retail Ltd

Location

Russia, Moscow

Industry

Retail trade

Products/Services

OLIV'E food store net

Web Site

www.smartvalue.ru

IT-landscape before the project startup

1C Accounting

Project Goals

- to systematize and set business processes in the very beginning of retail net organization;
- to set up a system answering to the current requests of the enterprise and enjoying a secured possibility of extension

Implementation Partner

ALPE Consulting

Solutions and Services

- SAP Business All-in-One Retail package solution
- ALPE Consulting services: installing, implementing and post-production maintaining



Why SAP?

- SAP Business All-in-One Retail is preconfigured for the retail industry tasks and is adapted for Russia.
- The package solution makes it possible to considerably shorten the implementation period.
- SAP Business All-in-One for Retail optimally tunes the business processes and satisfies the current and predictable requirements of the enterprise.

Special Features of Implementation

- SAP Retail package solution was implemented for the first time in Russia.
- Due to the use of ASAP Focus methodology the solution was implemented in short space of time – in 5 months.
- Highly-qualified teams on both sides.

Result

- Standardized business processes that are clearly organized in accordance with the current requirements;
- Easier decision-taking due to the comprehensive information received in due time;
- The possibility of rolling-out the solution in all new shops to be opened within the net

Soft/Hardware:

- Number of users: 30-100

OLIV'E

The "Smart Value Retail" needed a solution that could enable the company to effectively integrate and optimize all the aspects of its operations for constructing OLIV'E food store retail net from the very beginning of the project, to thoroughly control business performance and to maintain the Smart Value Retail expansion in the market in future.

About the Client

Smart Value Retail is running a new project for opening the net of European format food stores under OLIV'E brand which has so far no analogues in Russia. The uniqueness of the project lies in the combination of high-standard service, low prices for high quality goods, comfort and innovative and technocratic approach – the first such combination within the modern retail market. The stores will be saturated with various systems that can help the clients to do shopping with pleasure and comfort: information boards, checkout counters with or without cashiers, no security.

Situation

For the reason that "Smart Value Retail" Company took the decision to enter the market in a short time, the following requirements were set:

- An offered business solution must optimally correspond with the company's goal of building business processes.
- The business solution must be implemented within 4 to 5 months.

- The project budget must be fixed.
- The project must be deployed by the team of highly qualified specialists.
- The team members must not be replaced during the project.

Solution Choosing

"Accentis CIS" consulting company, the "Smart Value Retail" Company's partner company in the project, examined the possible solutions and invited tenders for a contract among companies.

SAP, Oracle and ALDATA/GOLD were examined among the worth considering SAP solutions. Eventually, after the detailed examination, the "Smart Value Retail" company chose the new SAP Business All-in-One for Retail package solution released in January 2008 and "ALPE Consulting" company which was the first to present this solution. The choice was caused by the following considerations:

- 1.** The SAP Company enjoys the rich implementation practice and is an unrivalled leader in the business software market; its business solutions are widely used in Russian retail industry.
- 2.** SAP Business All-in-One Retail package solution fully answers the Smart Value Retail's requirements, it contains the functions necessary for the project and it can be implemented in short terms.
- 3.** ALPE Consulting Company is the best to satisfy the requirements set for the specialists' expertise and qualification, and it can guarantee the high quality of the goal execution within the limitations of the endorsed budget.

The main advantage of SAP Business All-in-One Retail package solution is that the customer gets a working system right after its installation. That is why ALPE Consulting can guarantee short implementation terms – one does not need to spend time on customizing the entire system. It is enough just to load the main data – and one can immediately demonstrate any process. This makes it possible to begin staff training virtually right after the system installation.

Another important point: installing a preconfigured solution helps to shorten time limits for system adjustment to the clients' demands, because the "gap" between the real processes and those included in the package solution is little, of about 15 to 20 percent. As a consequence, it makes it possible to initially estimate the budget of the project with all possible precision.

Implementation

ALPE Consulting Company's consultants in collaboration with SAP CIS have localized SAP Business All-in-One Retail package solution, and ALPE Consulting has become the first Russian company to successfully implement this solution into the OLIV'E retail net of Smart Value Retail Company.

SAP solution was implemented in compliance with ASAP Focus methodology which stipulates that the project steps are performed successively and that the company employees take an active part in project realization.

The advantages of ASAP Focus methodology, high interest of the administration in the project and well coordinated work of the project team

and the experts enabled the company to fruitfully use the functionality of SAP solution and to start up the new system with the minimal expenses and without loss of quality in August 2008, five months after launching the project.

Results

All the initially set conditions are fulfilled:

- The business solution was implemented in 5 months' time.
- The project budget was not overdrawn.

Smart Value Company got:

- its business processes standardized and clearly organized in compliance with the current requirements;
- the possibility of rolling-out the solution in the next stores of the net;
- help in decision-taking due to the comprehensive information and its quick acquisition;
- 30 preliminarily trained employees who started using the system, and there are 70 more to join them in the nearest future.
- Integration with internal systems (WMS, PDA, EDI)

Perspective

- Rolling-out SAP Business All-in-One Retail solution in the other stores of OLIV'E net.
- Business Warehouse (BW) module implementation.

About ALPE Consulting

ALPE Consulting was established in 2006. ALPE Consulting's specialists have a vast, up to ten years' (and more) experience in SAP.

The offices are located in Moscow and St. Petersburg.

A large number of international and Russian projects in different industries have been successfully realized.

ALPE Consulting is an SAP Silver Channel Partner.

Competencies:

- SAP ERP (FI/CO/MM/SD/PP/ PS/QM/HR)
- SAP All-In-One Baseline (Prepackaged Solution)
- SAP IS Retail All-In-One (Prepackaged Solution)
- SAP Russian Add-on (Roll-out Projects)

More than 50 highly qualified consultants certified by SAP

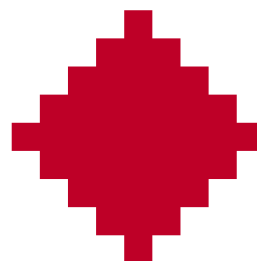
SAP implementation experience: manufacturing, financials, warehouse accounting, sales and distribution, budgeting, employee administration, customer relationship management

Expertise in the following industries: FMCG, cosmetics, chemicals, retail, pharmaceuticals, automotive, consulting services, transportation and logistics, and others

The company specializes in working with international companies running business in Russia and other CIS countries as well as with Russian companies running business in Russia and abroad.

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