

Success Story

**A leading air conditioning
manufacturer migrated
to SAP S/4HANA and
increased their
efficiency by 75%**



More than what you think.

Global Presence: AMERICAS | EUROPE | APAC | MEA

www.yash.com

About the client

The client is one of India's leading air conditioning and commercial refrigeration company. They have been operating for seven decades now and are experts in providing cooling solutions. The client exports a range of products to the Middle East, Africa, SAARC, and ASEAN regions. They have joint ventures in Qatar, Malaysia, and Oman who undertake mechanical, electrical, and plumbing activities for the air conditioning projects in residential, commercial, and infrastructure buildings.

Business background

- The client was on SAP system for more than ten years and is currently on ECC 6.0 EHP 7
- They had a strong internal IT team to maintain their IT systems
- After a decade on the existing systems, the client was on the verge of a hardware refresh

Business needs

- The client proactively considered migration from ECC 6.0 to SAP S/4 HANA during the hardware refresh and ensure the mandatory migration before the year – 2025
- The existing IT team was highly experienced but did not have the expertise for a large scale migration.
- The client required a partner who could provide them the advisory services and guide them through the migration from ECC 6.0 to S/4 HANA
- The client had 14.5 million customers, and 0.15 million vendors on the Oracle database and these records had to be migrated to the HANA database without any business disruption



Solution

- YASH consultants understood the needs of the client and analyzed the landscape
- YASH created the blueprint to migrate the existing client systems to S/4 HANA
- YASH had migrated the following three systems to HANA

- **SAP ECC**

- **CRM**

- **BI**

- YASH worked with SAP to fix the existing client issues before migration
- The client had a robust testing plan with more than 3000 test cases to ensure that their customized functionality was retained in the new system after migration
- YASH had put in a team of expert functional consultants to fix and resolve all client issues
- YASH consultants conducted four rounds of mock testing before the final migration of the SAP ECC system
- The consultants also conducted multiple BI and CRM migration mocks
- After multiple rounds of mock testing, YASH management zeroed in on the ideal downtime required for business systems during the actual migration
- All the three systems - SAP ECC; BI; and HANA, had a concurrent downtime

- **12,000** objects migrated
- **48** hours downtime window
- **5** days of migration cut off window
- **14.5** million customers & **0.15** million vendors migrated to HANA database

- YASH had implemented SolMan 7.2
- YASH utilized tools:
 - SUM DMO: To migrate data from Oracle to HANA
 - ATC Tool: To fine tune the old SAP ECC code to S/4 HANA

Technologies

- S/4 HANA – PP; SD; FICO; QM; BI; CRM

Benefits

- 80% reduction in the database size from 5TB of Oracle data to 830GB of data on HANA
- The client experienced up to 75% faster execution of reports
- Proactively migrated to S/4HANA and ensured the systems are always within prime SAP support
- Decreased the overall cost of ownership of the solution by migrating to S/4HANA during hardware refresh
- YASH executed the project in a fixed bid mode within time and budget
- YASH provided advisory services and guided the client team through the project without any hiccups



**For more information contact YASH today
at info@yash.com or visit www.yash.com**

About YASH Technologies

YASH Technologies focuses on customer success. As a leading technology services and outsourcing partner for large and fast growing global customers, the company leverages technology and flexible business models to drive innovation and value throughout its customer's enterprise. YASH customer centric engagement and delivery framework integrates specialized domain and consulting capabilities with proprietary methodologies and solution offerings to provision application, infrastructure and end user focused Right-Sourcing services. YASH is a SEI CMMI (Level 5) and an ISO 9001:2015 certified company with U.S. and India headquarters and regional sales and development offices globally with customers spread across 6 continents.



More than what you think.

Global Presence: AMERICAS | EUROPE | APAC | MEA

World HQ: 841 Avenue of the Cities East Moline IL-61244 USA
Tel: 309-755-0433 | Fax: 309-796-1242 | www.yash.com