

TRANSPARENCY IN SAP LICENSE OPTIMIZATION

Ferromex moves forward with S/4HANA, guided by a clear vision and strategy from VOQUZ Labs.



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YOUR ERP**

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Ferromex

Ferromex is part of Grupo México Transportes (GMXT), one of the largest rail and transportation organizations in the region. GMXT includes Ferromex, Ferrosur, Florida East Coast Railway, Texas Pacífico, Fort Worth & Western, and Chiapas Mayab. Ferromex runs the biggest rail network in Mexico, with 10,000 km of track connecting the country's main industrial and consumer areas, linking Mexico to the world through eight ports and six border crossings.

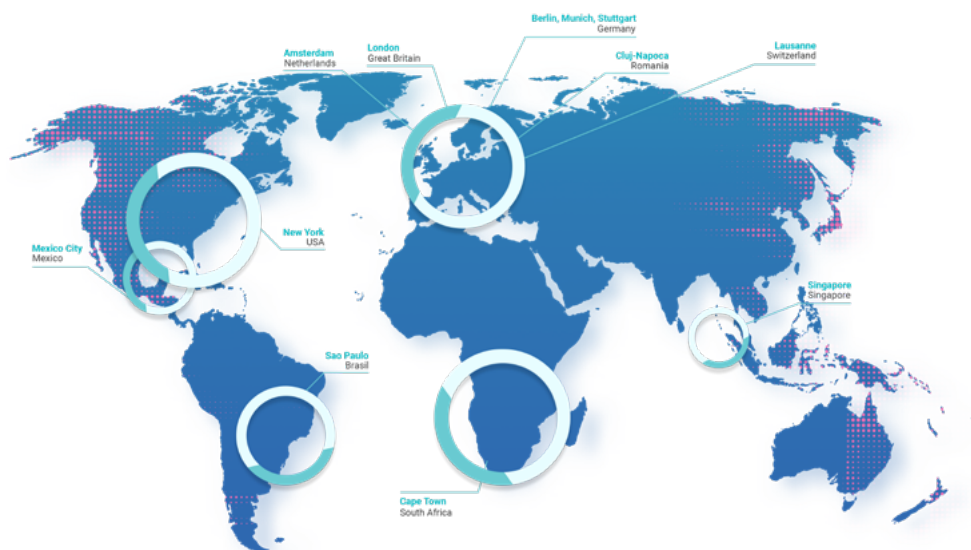


José Manuel Guntín Ocampo, Systems Manager at Ferromex, shared that the company has been working with SAP® since 1998. Their partnership with SAP® spans nearly three decades, and he describes it as positive, stable, and something they plan to keep building on. He mentioned that while he values this partnership, he also understands how crucial it is to have the right tools and support to properly analyze, review, and negotiate terms.



In 2023, Ferrromex launched its SAP ECC migration project to SAP S/4HANA. During this time, the company also acquired several businesses that didn't use SAP® and needed to be integrated. This meant the project would grow significantly, with new modules and additional users. Ferrromex aimed to enhance its current SAP® setup, review existing contracts, and build a strategy for the transition and the company's future growth.

During this phase, a competitive selection process was held to evaluate various companies. VOQUZ Labs was chosen for its strong expertise, skill set, competitive pricing, and openness. José Manuel especially praised the team's global perspective—covering Europe, the United States, and South America. Additionally, their service value surpassed all others.



Graphic highlighting VOQUZ Labs' global locations

Here is the interview between VOQUZ Labs and José Manuel Guntín Ocampo, Systems Manager at Ferromex.

VOQUZ Labs: What goal did VOQUZ Labs help you achieve?

José Manuel Guntín Ocampo: We had 46 contracts and annexes. With the company's acquisitions and growth, that number was set to rise. On top of that, strategic planning was becoming more complex. Thanks to their analysis, they spotted areas for improvement and helped us shape better scenarios.

VOQUZ Labs: The project included samQ®. What happened next?

José Manuel Guntín Ocampo: My team realized just how powerful samQ® really was, and they told me, "Let's keep it around a while longer." We've already renewed it once or twice. They're also looking into other modules. It was all their idea, not mine. They saw the benefits firsthand.

VOQUZ Labs: SAP® recently sent Ferromex a business proposal. What happened when VOQUZ Labs helped review it?

José Manuel Guntín Ocampo: VOQUZ Labs took a deep dive into the proposal. They spotted some unfavorable terms. They compared it to reference prices, typical conditions, and our actual volume. That's how they uncovered some major differences.

Our operations team received a detailed analysis, while the executive team got a version tailored for decision-making. Our company's executive management spoke with the VOQUZ Labs team, and we're now outlining the next steps to address these points.

Ferromex

“Our relationship with SAP® has always been strong... What has changed is that now we have more tools to discuss, negotiate, and create a more balanced dynamic at the table. VOQUZ Labs helps us have clearer conversations and find win-win scenarios.”

VOQUZ Labs: Has anything changed in your relationship with SAP®?

José Manuel Guntín Ocampo: Our relationship with SAP® has always been strong. We’ve been working together since 1998, and we hope to continue for another 30 years. What has changed is that now we have more tools to discuss, negotiate, and create a more balanced dynamic at the table. VOQUZ Labs helps us have clearer conversations and find win-win scenarios.

VOQUZ Labs: What has your experience been working with our team?

José Manuel Guntín Ocampo: The personal and professional quality at VOQUZ Labs is outstanding. Francisco, Samuel, Alejandra... everyone. They’ve supported us with hands-on operational help, paying close attention to detail. Especially at the strategic level, working with Ferromex’s top management, we have found that the level of service VOQUZ Labs bring, is truly exceptional.

The achievements resulting from the cooperative efforts of FERROMEX and VOQUZ Labs.

- ✓ Thorough review of 46 contracts and addendums.
- ✓ Detection of unfavorable business terms in recent SAP® proposals.
- ✓ Expanded use of samQ®, going beyond initial plans, making Ferromex a returning VOQUZ Labs customer.
- ✓ Executive and operational readiness for negotiations with SAP®.
- ✓ Strategic clarity for the transition to SAP S/4HANA.
- ✓ Appreciation for the technical expertise and human qualities of the VOQUZ Labs team.



TESTIMONIAL FROM:

José Manuel Guntín Ocampo,
Systems Manager at Ferromex

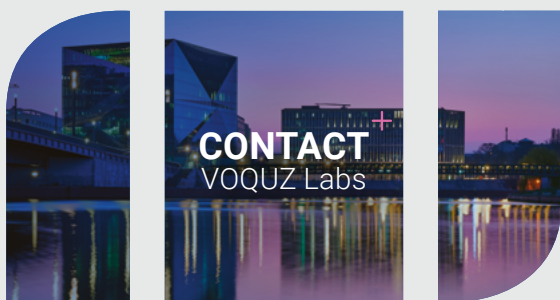
“The professionalism and personal commitment of the whole team is outstanding. We’re extremely pleased with the work VOQUZ Labs has done for us.”

About VOQUZ Labs

VOQUZ Labs is a leading provider of SAP® software solutions that support businesses to manage their SAP® platform and business operations in an effortless and cost-effective way. Our portfolio consists of products designed to reduce SAP® license costs, enhance compliance and avoid business losses - we deliver efficient SAP® management by combining innovative tools with our extensive consulting expertise in license advisory, compliance and internal controls. We serve customers around the world from our offices in Amsterdam, Berlin, Cape Town, Cluj-Napoca, Kuala Lumpur, Lausanne, London, Mexico City, Munich, New York, Singapore and Stuttgart.

VOQUZ Labs SAP® Solutions

Best-in-class tools to improve the efficiency of SAP®: visoryQ consists of two intelligent modules. The Business Case Builder visualizes the differences between the individual SAP ERP scenarios. With the FinOps Manager, you can continuously control the costs of your license management services. An ERP strategy has long-term impacts – our visoryQ Business Case Builder for SAP® Software reviews customers' strategies, options, and costs to facilitate their transition from ERP to SAP® S/4HANA and RISE with SAP®. Once the strategy has been defined, the SAP® licenses and costs, with all their complex influences, must be monitored optimally and continuously. VOQUZ Labs is a recognized leader in SAP® license management. Most of our samQ® software customers achieve savings in license and maintenance fees that significantly exceed their investment in samQ®, which assesses and manages SAP® licenses, automates user classification, and helps customers save costs. remQ is an SAP-embedded platform that provides comprehensive business transaction monitoring, internal controls automation, and compliance management. remQ runs entirely within your SAP® environment, ensuring sensitive data stays secure and never leaves your system. Use our solutions to stay compliant and save costs!



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