



Holcim: Sales Administration and Materials Management Solution

The customer

Holcim (Romania) S.A. is a subsidiary of the Holcim Ltd. Group, one of the most important players in the international construction materials market. The company is a national leader in the core businesses of cement, ready-mixed concrete, sand and gravel. The company offers transport, product application and laboratory analysis services together with various solutions for the treatment and valorization of industrial waste. Holcim (Romania) S.A. currently employs more than 1,400 people, and operates three cement plants with a total annual cement production capacity of 4.1 million tones.

The challenge

The main objective of the project was to ensure 24/7 business continuity in cement plants and ready-mix concrete stations, regardless of the availability of network connections, IT infrastructure or ERP systems. However, all sales administration and inventory management processes still had to be reflected in SAP® R/3® document flows. Holcim awarded the contract to S&T because of their extensive experience in integrating SAP® ERP® with other applications and in developing software solutions in general.

The project

S&T Romania's software development specialists were involved in all phases of this project, from business analysis and consultancy for SAP® ERP® blueprint definition, to software design and architecture, software development, integration with major solution components, testing, rollout and data migration, as well as onsite support. Software maintenance and assistance is still being provided on a continuous basis.

The application covers all daily sales and inventory management processes, including centralized order taking, centralized delivery planning for all cement plants, dispatching, invoicing and reporting. A key feature is its tight integration with SAP® R/3®. Constant data exchange, both inbound (documents) and outbound (master data) occurs automatically and user intervention is only required in the event of human error. Activities such as price calculation and invoice generation can be carried out locally, in real-time, regardless of connectivity with the ERP system.

Benefit to the customer

The main benefits of the application are guaranteed, error-free delivery of information to the central ERP system, highly flexible customization, localization and enhancements and real-time reporting using any information available directly from the local databases, even before consolidating data to the ERP system.



S&T Romania

With over 14 years of local experience, S&T has been constantly involved in developing IT market in Romania. The company designs and implements complex IT solutions based on a comprehensive portfolio of software applications, hardware and communication infrastructure added with a complete range of consultancy, project management and software development. Target customers are large and mid-sized organizations in the governmental, telecommunications, manufacturing, financial services, utilities and healthcare sectors.

S&T Romania also provides training, technical support and maintenance services based on SLA-s (Service Level Agreements) as well as outsourcing services.

S&T Romania is ISO 9001:2000, IQNet and TUV CERT certified and received "J.M.Juran Romanian Quality Award" for excellence in quality management.

S&T Romania belongs to the S&T Group, which with more than 3,100 employees and Euro 522,2 million in sales in 2007, S&T is the leading provider of IT consulting, IT solutions and IT services to customers in Central and Eastern Europe, the DACH region (Germany-Austria-Switzerland), Japan and China.

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