



SAP Practice



SAP Business Warehouse to Business Intelligence Upgrade

World's Leading SAP Solutions Provider

CLIENT SITUATION

The world's leading provider of SAP consulting solutions had a number of projects both ongoing and planned with one of the world's leading telecommunications companies. This telecommunications client was positioned to embark upon a very strategic, complicated, and high-profile SAP BW 3.5 to SAP BI 7.0 upgrade project. Based on the strong level of trust, partnered approach, and proven SAP experience COMSYS was selected to drive the BI upgrade from a project management perspective as well as provide highly skilled SAP resources.

Via the partnered COMSYS and client approach, our client was able to both win the end-client opportunity and maintain their competitive edge at the telecommunications client. With a significant amount of work at the client projected for the future, winning this very important opportunity was critical to positioning the company with their end client as well as securing additional business opportunities.

COMSYS SOLUTION

COMSYS was selected due to our ability to quickly place talented and experienced SAP Project Management as well as highly skilled SAP BI consultants on site at competitive market rates. Furthermore, they choose to

ABOUT COMSYS

- One of the largest IT services and solutions company in North America with revenues over \$750 million
- 52 offices in the US and Puerto Rico with additional offices in Canada and the UK
- Dedicated SAP Service Line:
 - SAP-Gold Consulting Partner
 - SAP Services Partner
 - Over 12 years of SAP Consulting Experience
 - 250+ Consultants
 - Extensive Relationships with Global SAP Partners
 - Global Delivery Center

partner with COMSYS via our "Partner's in Project (PIP) methodology leveraging the COMSYS Managed Solutions SAP Practice's expertise.

The COMSYS SAP Practice provided seasoned SAP Project Management oversight as well as additional SAP BI consulting with significant SAP BW Upgrade experience in a timely manner which enabled our client to successfully win the Upgrade Project. During the engagement the COMSYS PM used a combination of

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Enterprise Resource Planning

ASAP and PMI methodologies to successfully manage the upgrade project and build confidence in our client's ability to successfully project manage complicated implementations. COMSYS was able to exceed client expectations.

COMSYS utilized its Managed Solutions ERP SAP Practice and its dedicated ERP SAP recruiting team during this project.

The technologies utilized included SAP NetWeaver 2004s – BI (BW7.0).

The project began in late 3rd quarter 2008 and completed 1st quarter 2009.

CLIENT BENEFITS

The company successfully demonstrated that in addition to providing superior SAP technical expertise, they were also able to successfully manage complicated and high-profile SAP implementations. The relevance and importance of this project for our client was paramount to their ability to generate additional business opportunity. As a critical component of their future business strategy with their telecommunications client, this SAP solutions firm submitted bids for additional projects leveraging the partnered COMSYS and client delivery model.

The COMSYS managed solutions Partner-in-Project methodology successfully resolved the company's issues at this high-profile telecommunications client. The company, by leveraging COMSYS's experienced SAP

consulting expertise both from a project management and consultant perspective proved to their client that they could successfully meet the client's project management needs. In turn, this successful project opened the door for additional end-client business in years to come.

SOLUTION SUMMARY

COMSYS, thru the use of its Partners-In-Project (PIP) methodology, successfully partnered with a leading SAP Solution Provider to ensure the provider exceeded the business needs of one of its premier telecommunications clients. COMSYS utilized its Managed Solutions ERP SAP Practice and its dedicated ERP SAP recruiting team to provide experienced, talented resources, at fair market value, in a timely fashion to meet the project needs.

The COMSYS Project Manager used a combination of ASAP and PMI methodologies to successfully manage a BI 3.5-7.0 upgrade project and build confidence at the telecommunications company that our client could successfully project manage complicated implementations. COMSYS was able to exceed both the SAP Solution Provider and the telecommunications company's expectations. The success of this project, in turn, allowed the SAP Solutions Provider to generate additional business opportunity. As a critical component of their future business strategy with their telecommunications client, this SAP solutions firm submitted bids for additional projects leveraging the COMSYS PIP delivery model.

COMSYS' ERP Practice consistently delivers industry-leading SAP, Oracle, JDE and PeopleSoft solutions to a broad range of clients around the globe. With flexible delivery options ranging from staff augmentation to fully outsourced solutions, COMSYS can custom-tailor a solution for any need. With over 5,000 active consultants and employees, a 35-year history of success, and revenues approaching the billion dollar mark, COMSYS is setting the standard for technology consulting organizations around the world.

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