



SBX Solutions

Case Study - Tier 1 Client - Worldwide Implementation

Our teams members implemented a worldwide Trade Promotion solution for a Tier 1 Client in the CG industry. **Regions** implemented:

Europe - UK, France, Italy

Asia - China, Taiwan, South Korea

Americas - Mexico, Argentina, Chile, Venezuela

With an average implementation timeline per region of 6 months, **our multi-lingual team** succeeded in delivering the projects on time and budget, with a **high customer satisfaction** rate.

Integration with legacy systems

The solution integrated with the client's SAP and BPCS ERP systems. It also integrated with Demand Planning systems in order to achieve a closer view on forecasting.

Project Scope & ROI

Project Scope

Business processes, practices and solutions unique to each region

No proper control on liabilities and settlements available for Finance

Need for a corporate view on the business metrics

Project ROI

Optimize and standardize planning, sales processes and settlements across units and regions.

A common base functionality reduced implementation cost and timeline.

The solution allowed proper liabilities forecasting and actuals.

Deductions reconciliation process and approval allowed spending controls.

Management able to effectively control trade funds and promotions spending.

Immediate access to promotional liabilities, ROI and P&L.