



Currently, FH with its flexibility, availability and highly skilled professionals is FEMSA's key strategic partner

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BILLING SYSTEM IMPLEMENTATION

When FEMSA decided to implement SAP solutions in the sales and distribution areas in order to increase competitiveness, it chose FH.



#SuccessCase



OVERVIEW

 Industry	Beverages
 Income	Not reported
 Employees	+ 6.000
 Location	Paraná
 Site	femsa.com

BILLING SYSTEM IMPLEMENTATION

Founded in 1995, FEMSA is responsible for its own production and bottling, as well as selling and distributing beverages in the west of São Paulo and throughout the Brazilian State of Paraná. When FEMSA decided to implement SAP solutions for sales and distribution areas - key activities for the company's business - it chose FH as a partner

FEMSA S.A. was one of the first companies to implement the SAP solution in its sales and distribution area. In 2004, SAP solutions already supported all production processes, although it still had not implemented a solution for sales and distribution - key activities in FEMSA's business. FEMSA recognized the need to issue invoices in a timely manner,

complying with legal obligations and in sync with logistics processes. Several projects developed at FEMSA accredited FH for this implementation, among them being considered by the company as one of its most strategic partnerships.

CHALLENGES

FEMSA works with the issuance of thousands of invoices, and the challenge was to have high performance, meeting legal requirements of the Brazilian beverage industry. Therefore, the legacy system was replaced, as it did not provide enough integration with the rest of SAP that was already installed, however, maintaining some specific features used by FEMSA. Agility in querying information and cost reduction were also among the project goals.

SUCCESS CASE

FEMSA had one of the instances of highest sales growth in its history with the implementation of the solution. The number of invoices issued per day grew more than 60%, and information accuracy had a positive impact of more than 30%.

FH implemented a lean solution, which made it possible to have a model that will be used during the coming years, without the need for consulting interference. Total cost of ownership has been optimized because it is a SAP Standard solution, already included into SAP license maintenance costs.

OPERATIONAL BENEFITS

Issuing invoices in a timely manner, complying with legal obligations and in sync with logistics processes;

Management's immediate visibility over sales data and any problems that may occur;

Immediate access for executive managers to thorough and updated information, being able to manage all company operations with greater accuracy;

Enabled FEMSA to experience one of the instances of largest sales growth in its history.