



Within such a large and complex project, the professionals of FH had great prominence by presenting different solutions during the project.

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Accounting and Tax Manager  
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## JTI PERFORMS SAP ROLLOUT AND IMPLEMENTS GUEPARDO TAX SOLUTION!

The Japanese tobacco industry, Japan Tobacco International, identified with FH's proposed solution and hired the company to perform SAP system rollouts. The investment also involved the acquisition of GUEPARDO Tax Solution.



#SuccessCase



## OVERVIEW

 Industry	Agribusiness
 Income	N/A
 Employess	+ 25.000
 Location	Santa Cruz do Sul - RS
 Site	jti.com

## JTI PERFORMS SAP ROLLOUT AND IMPLEMENTS GUEPARDO

With over 27,000 employees and operations in 120 countries, the JTI Group has been growing since 1999, when it joined the US company, R.J. Reynolds. Eight years later, with the Gallaher merger, the tobacco company doubled in size.

Present in so many countries and composed of different economic groups, JTI uses the most efficient system in the market: SAP ECC. And to unify its units, the company needed to roll out this system. The one chosen for the project was FH. During negotiation, JTI identified with the technology company's proposal and sealed a contract. "The choice of FH occurred for several reasons. Among the qualitative aspects we can highlight: identification of company needs, experience, presentation of proposals

and solutions, great knowledge of the complexity involving Brazil ", reports Daniel de Moura Barbosa, Accounting and Tax Manager at JTI. JTI took advantage of the partnership to also acquire the GUEPARDO Tax Solution. "The implementation was part of a Global strategy of bringing Leaf areas to a common, corporate platform, contributing to increased information efficiency and reliability," says Barbosa.

## CHALLENGES

Allocate outsourced staff in Germany and meet the needs of Brazil localization, and work together with an extensive team.

## SUCCESS CASE

Due to its global presence and the need for unification across all its units, JTI needed a reliable company with experience in the system used: SAP ECC. The partnership between JTI and FH was due to the experience in the market, the various possibilities of solutions during the project and the knowledge of the complexity of the market involving Brazil.

## OPERATIONAL BENEFITS

- # Work on the same platform;
- # Gain of time and performance;
- # Financial feedback;
- # Efficiency in determination and confidence at work.
- # Reliability of information;