



# Futurize your Asset Management

*Asset Management with SAP – Swiss Made*

March 2023



# Orianda Family

Our most valuable asset





# What does Orianda stand for?

Our strengths

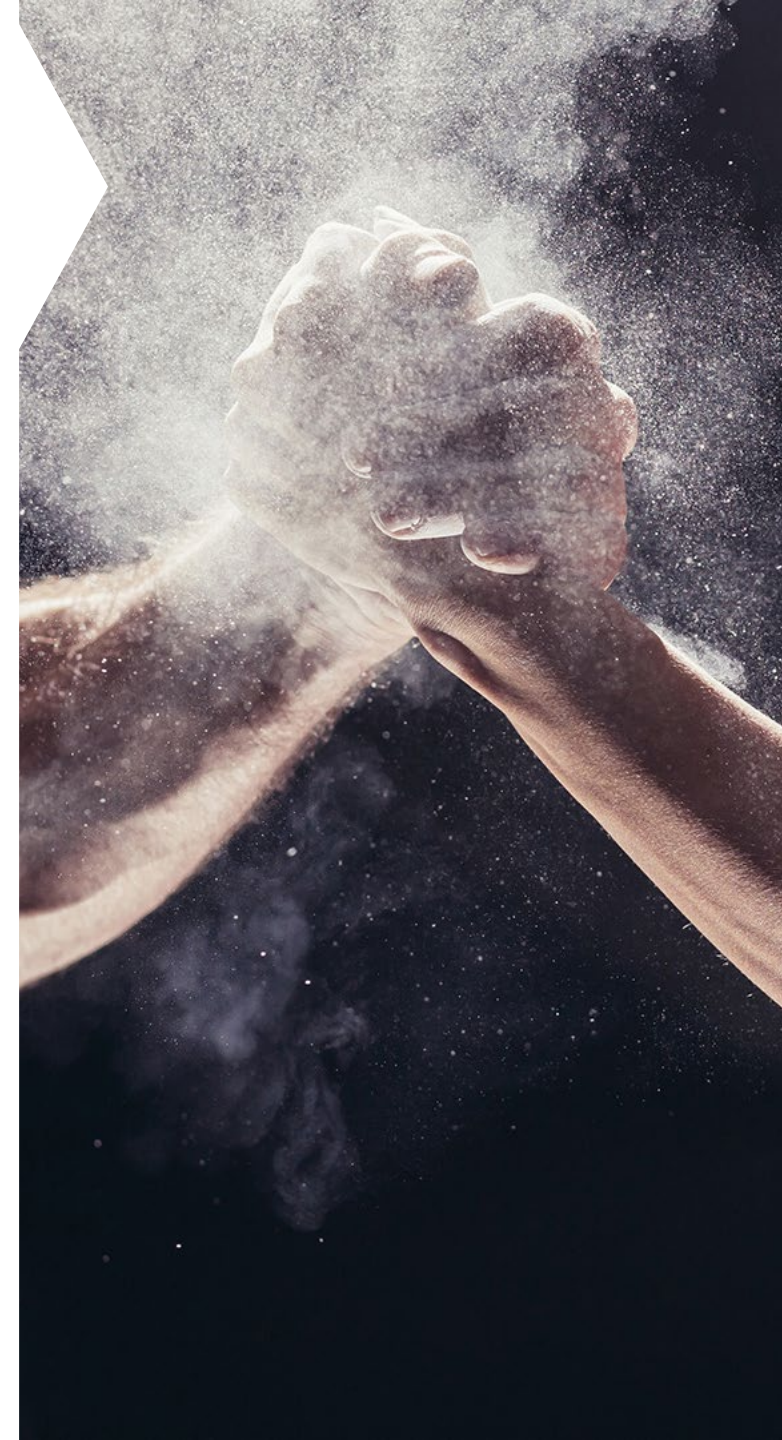
«Orianda is one of the leading consulting firms with a focus on SAP Asset Management in the DACH region, offering efficiency improvements with a holistic end-to-end approach to asset lifecycle management.»



# What does Orianda stand for?

Our strengths

«Orianda and SAP have a close partnership. Orianda exclusively uses SAP technologies in the digitization of asset management landscapes.»



# What does Orianda stand for?

Our strengths

«We turn our customers into champions. We speak their language, offer security, create trust and bring orientation for a sustainable cooperation.»





# Why Orianda?

Our added value

## Asset Complexity

Increasing complexity and high savings and optimization potential in maintenance

## Industry standards

Increasing legal requirements and industry standards demand innovative maintenance solutions

## Competition & Customer Satisfaction

Minimize maintenance costs and unplanned downtime with predictive maintenance, for example

## Cooperation

Automated data exchange between operators, manufacturers and maintainers of assets is becoming increasingly important

01 Maximization of asset availability

02 Improvement of asset condition

03 Increasing customer satisfaction

04 Optimization of ROI (asset-related)

05 Up-to-date asset information over the entire lifecycle



# Orianda – Asset Management mit SAP

## Our Highlights



### #1

in the **DACH region** for rail projects based on **SAP Intelligent Asset Management**



### 500+

**successfully** completed projects



### 100+

consultants with more than **400 years** of combined expertise in SAP EAM



**4,5** ★★★★★  
Kununu Score  
97 Bewertungen



## Longstanding customer relationships

Especially to leading companies with focus on Rail



## EAM Expertise

We are one of the **leading consulting firms** with a focus on SAP Asset Management in the DACH region and combine **end-to-end processes in Asset Lifecycle Management** with technological expertise and deep industry know-how.



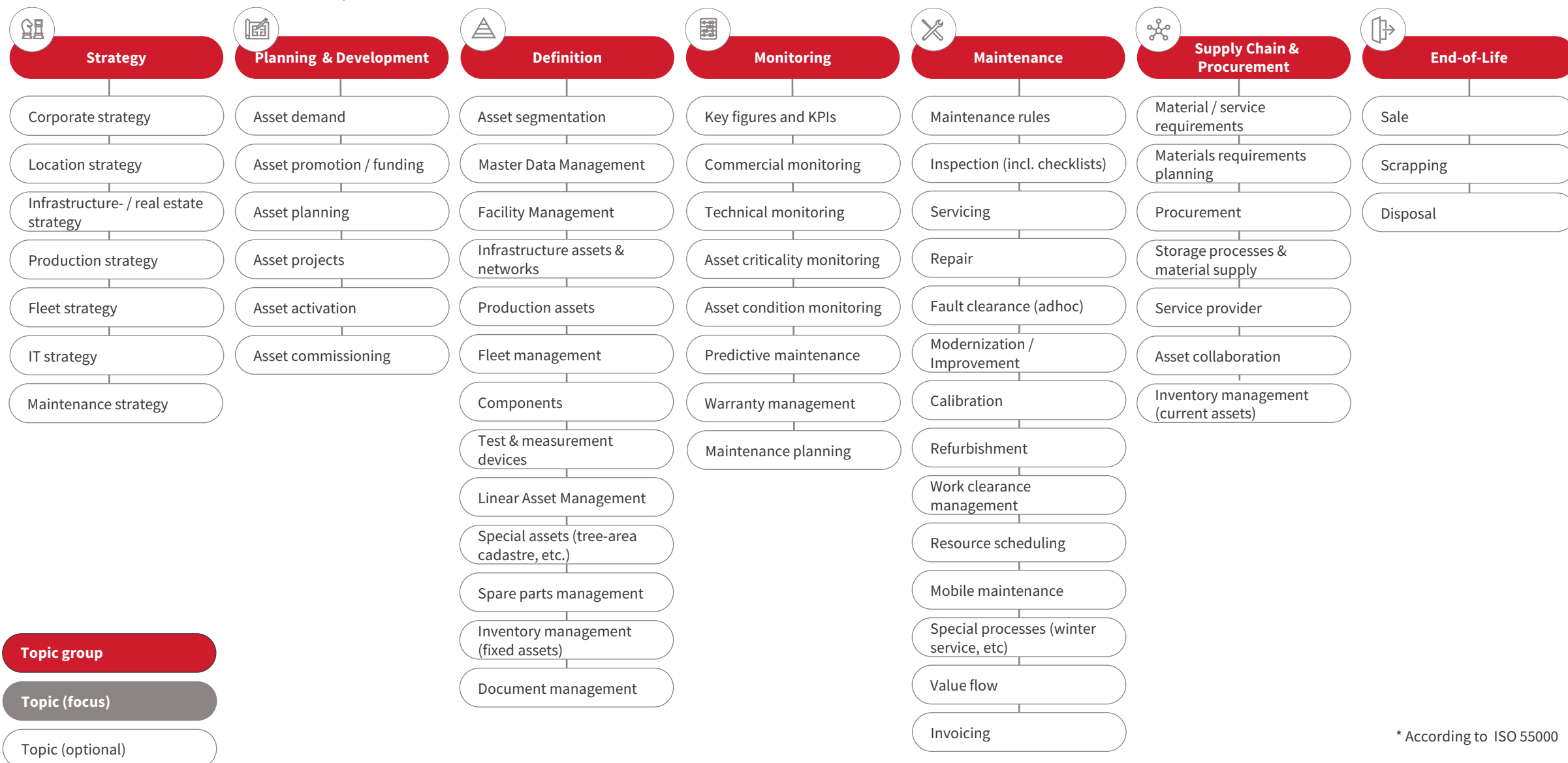
## Strong partners

Innovative solutions through strong partnerships



# Selected range of business functions

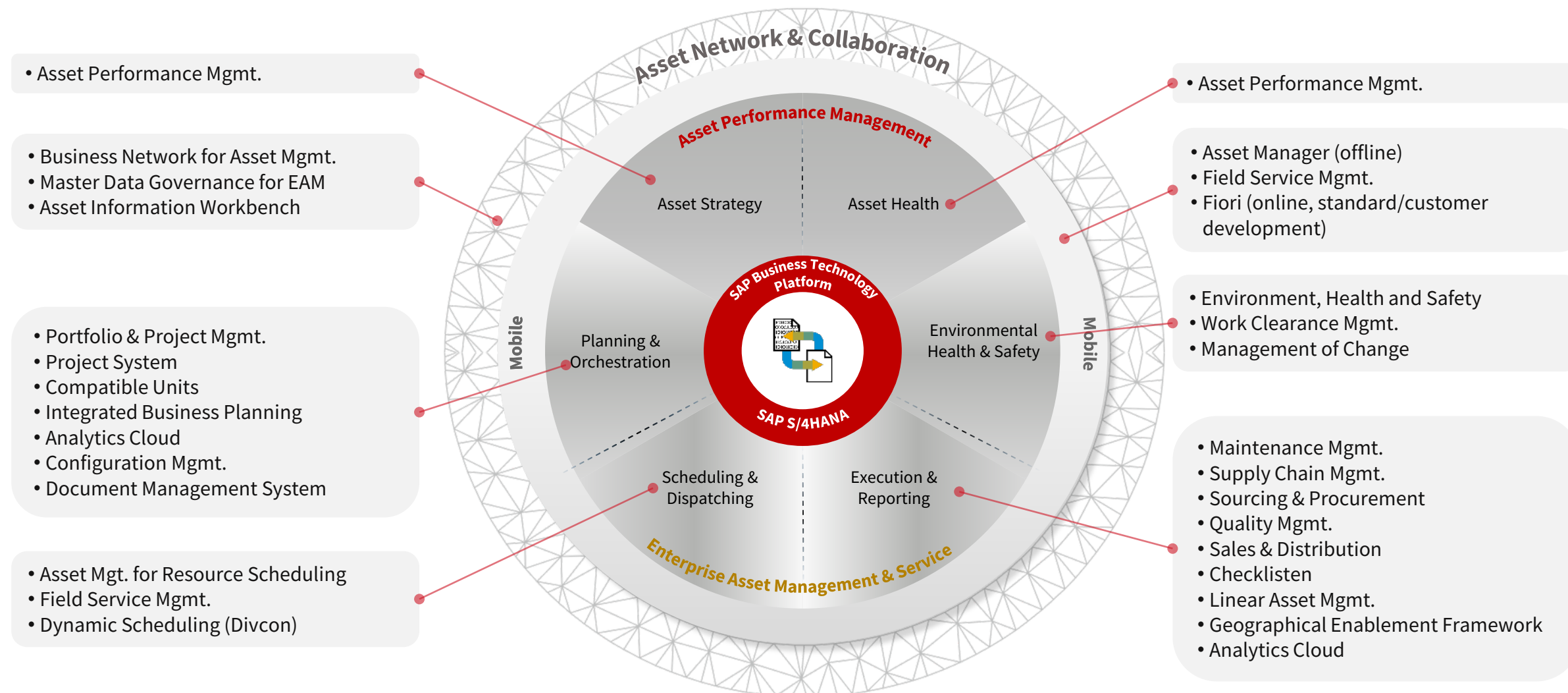
Our end-to-end service portfolio





# SAP Intelligent Asset Management



Our SAP-Skills (SAP solutions in focus)




# S/4HANA Overview

Maintenance Management as part of Intelligent Enterprise Management

## Suite LoB Solutions

-  additional license
-  additional installation

## SAP S/4HANA LoB Solutions

-  additional license



## SAP S/4 HANA

Enterprise Management

## SAP S/4HANA LoB Solutions

-  additional license

## Suite LoB Solutions

-  additional license
-  additional installation

### Sales

- SAP Sales Cloud; SAP CPQ
- SAP Commerce Cloud
- SAP Marketing Cloud
- SAP Qualtrics
- SAP Customer Data Cloud
- Sales Performance Management
- Order and contract management
- Salesforce support

### Finance

- Governance, risk, and compliance
- Financial services network
- SAP Cash Application
- SAP Analytics Cloud incl. Planning
- SAP Profitability and Performance Mgt.
- Advanced accounting automation
- Integrated entity and group close
- Advanced financial operations
- Treasury & commodity management
- Real estate management
- Subscription billing & revenue management
- Accounting and financial close
- Financial operations
- Management accounting and financial analysis
- Enterprise risk and compliance

### Manufacturing

- SAP Digital Manufacturing Cloud
- SAP Manufacturing Suite (SAP ME, SAP MII, Plant Connectivity)
- SAP Supplier Problem Solving (8D)
- Ext. production planning and scheduling
- Ext. production engineering and operations
- Environment, health, and safety
- Production engineering
- Production planning
- Production operations
- Quality management
- Manufacturing insights

### Supply Chain

- SAP Integrated Business Planning
- SAP Global Batch Traceability
- SAP Logistics Business Network
- SAP S/4HANA Transportation Management
- SAP S/4HANA Extended Warehouse Management
- SAP Warehouse Insights
- Advanced warehousing
- Advanced transportation
- Advanced order promising
- Service parts distribution
- Inventory
- Warehousing
- Delivery and transportation
- Order promising
- Circular economy logistics

- Service master data and agreement management
- Service operations and processes
- Service parts management

- Maintenance Management
- Asset operations and maintenance

- SAP S/4HANA Asset Management for Resource Scheduling
- Linear Asset Management
- SAP Geo Enablement Framework
- Work Clearance Mgmt.

- SAP Field Service Management
- SAP Service Cloud
- SAP CRM

### Service

### Asset Management

- SAP Business Network Asset Collaboration
- SAP Asset Performance Mgmt.
- SAP Service & Asset Manager
- SAP Spatial Asset Management

- Enterprise portfolio and project management
- Product engineering

- Extended enterprise portfolio and project management
- Product lifecycle management
- Product compliance

- SAP Enterprise Product Development (EPD)

### R&D / Engineering

- Operational procurement
- Sourcing and contract management
- Supplier management
- Procurement analytics
- Invoice management

- Central procurement

- Services Procurement
- Supplier management
- Collaborative Network
- Guided Buying
- Augmented Decision Making

### Sourcing & Procurement

- Core HR and time recording

- Core human resources and payroll
- Talent management
- Time and attendance management
- Human capital analytics

### Human Resources



# Why are we commissioned?

Why does the customer want to change something?

1	Change of Legacy Systems	Initial implementation of an SAP EAM solution (paper), replacement of a non-integrated legacy solution, heterogeneous EAM applications, switch to S/4HANA, introduction of a cloud solution, etc.
2	Cost pressure in maintenance procurement	Efficient use of assets (availability, reliability) and/or increased RoA (return on asset), end-to-end cost transparency, etc.
3	Generation change & Knowhow digitalization	Generation change of employees or maintenance specialists, optimization of employee utilization, better or simplified workflows, secure decision making, etc.
4	Automation & Mobilization	Automation of tasks, mobile IH solutions, consistency, transparency, traceability, legal security, etc.
5	Investment programs	Use of government funding opportunities or special investments in the EAM environment, for example, to modernize assets, modernize EAM processes and tools, etc.
6	High regulatory requirements	Legal certainty, traceability, increasing regulatory requirements, proof requirements (especially in the areas of safety and health), etc.
7	Harmonization of master data and processes	Comprehensive asset segmentation, consistency of relationships between different data objects, comparability of processes, cross-system and cross-country standards



**#1**

Largest alpine railroad  
in Switzerland

**384 km**

Route network

**1'600**

Full and part-time  
employees

**360 Mio. CHF**

Investment volume  
(total)

**220 Mio. CHF**

Investment volume  
(Infrastructure)

# Rail transport company

## Digital Transformation - Construction and Project Management

### Initial situation

- Numerous and historically grown applications
- ERP usage only by selected employees, mainly in administration (except service entry)
- Many specialist areas in maintenance with different processes
- Far-reaching modernization of hardware and software landscape is part of the corporate strategy

### Solution approach

- Creation of complete system design using greenfield approach based on the latest S4/HANA features and experience from comparable companies
- Solutions for construction/investment projects, infrastructure maintenance and technical facility management
- Maintenance execution incl. checklists and logistics integration with the mobile solution SAP Asset Manager
- High user acceptance through consistent use of the SAP Fiori Launchpad
- Focus on automation of account assignment and budget allocation
- Special focus on awareness raising and training of employees
- Orientation towards process leaders
- Consistent application of agile project methods (SCRUM)

### Benefit

- Consistent data structure and system processes for the customer's various departments
- High degree of system coverage, standardization and digitization through SAP S/4 HANA as the new ERP system
- Foundation for the continuous improvement and expansion of system usage
- Harmonized processes in maintenance and in construction and project management





# Nordic Rail Service GmbH

Optimized & digital service process for freight wagon maintenance

## Initial situation

- Subsidiary of LHG
- Maintenance service provider for freight car lessors
- Service process partly on Excel & partly in SAP
- Increasing divergence in customer performance codes
- Demand from customers for invoices in ZUGFeRD format

## Solution approach

- Implementation / Customizing of SAP CS, EAM (PM) and SD
- Consistent mapping of the service process in SAP
- Provision of invoices in ZUGFeRD format
- Analytics use of S/4HANA standard apps & support in setting up the Fiori Launchpad / Cloud Connector

## Benefit

- Mapping of the service process end-to-end in SAP Standard
- Improved customer satisfaction through, among other things, invoicing in ZUGFeRD format (end-to-end billing process)
- Ensuring future viability thanks to digitization of service processes
- Basis for detailed evaluations & further digitization
- Increasing the efficiency of the service process & minimizing the error rate

<b>15</b>	Involved employees
<b>13</b>	Mobile users
<b>Ca. 700-800</b>	Orders per year
<b>Ca. 500</b>	Spare parts/ materials
<b>Ca. 5'000</b>	Performance codes across all customers

# Austrian public utility

Infomobile - handling of maintenance processes with checklists

## Initial situation


- Heterogeneous asset/ area-specific processes & systems
- Numerous, historically grown applications
- SAP ERP only used for commercial processes
- Orianda with focus on EAM as part of an interdisciplinary project team

## Solution approach

- Consistent & standardized mapping of maintenance processes in SAP EAM
- Mapping of all assets in SAP in uniform structures
- Introduction of customized FIORI apps for common use cases
- Implementation of the SAP checklists consultant solution
- Resource scheduling with SAP MRS
- Mobile maintenance execution with SAP Work Manager
- Interfaces: GIS, "felix" construction site calculation tool
- Gradual go-live

## Benefit

- Reduction of process cycle times
- Uniform & consistent order management
- Digitized, integrated on-site documentation of the implementation of measures
- Increased transparency in order processing
- Linking technical documentation and asset accounting
- More efficient & timely evaluation of network data



**20'095 km** Power grid (extra-high, medium and low voltage)

**46** Substations

**1'238'000** Customers

**Ca. 500** Users (Mobile, Fiori, GUI)



# Food industry

## Introduction of a holistic SAP-based maintenance solution

### Initial situation

- One central SAP ERP system after merger of two companies
- Paper-intensive handling of maintenance activities in the workshops
- Lack of transparency regarding planning, progress and documentation of maintenance activities and costs
- Low quality of documentation
- No integrated maintenance processes

### Solution approach

- Recording and evaluation of site specifics
- Fit-to-standard workshops to address requirements or gaps compared to standard/best practice
- Rapid development of a prototype including mobile maintenance processing (SAP Asset Manager)
- Iterating workshops with increasing process depth to improve the quality of the system, the processes and the applicability

### Benefit

- Company-wide harmonized maintenance processes
- Transparency, plannability and documentation of maintenance activities
- Complete traceability throughout the entire process chain
- Significant reduction in paper requirements
- High acceptance of the application through maximum usability



**> 5'000**

Machines and  
production aids

**Ca. 100**

Mobile users

**1 year**

Time until go-live

# Dairy industry

## Introduction of maintenance processes with SAP S/4HANA

### Initial situation

- Heterogeneous maintenance processes & tools (Outlook, Excel, ...)
- High degree of reactive maintenance
- High requirements regarding process quality and documentation (IFS)

### Solution approach

- Harmonization of asset master data
- Mapping of the E2E maintenance processes
- Recording and evaluation of site specifics
- Full integration value flow
- Mobile solution based on Fioro for order processing

### Benefit

- Reduced system complexity
- Increased user acceptance through user-friendly & efficient system operation
- Company-wide, consistent maintenance processes
- Transparency, plannability and documentation of maintenance activities
- Foundations for future maintenance strategies



<b>5</b>	Production plants
<b>&gt; 1'000</b>	Involved employees
<b>&gt; 330</b>	Users
<b>&gt; 6'000</b>	Machines and production equipment



# Medical Technology

Global digitization EAM processes & systems incl. mobile solution

## Initial situation

- Several plants in Taiwan & the USA
- Different maintenance processes & maintenance tools
- Planning / communication via MS Outlook & Excel
- High requirements regarding process quality & documentation (GxP)
- Consolidation of SAP ERP systems into one central system

## Solution approach

- Implementation of SAP EAM and SAP Asset & Service Manager
- International rollout
- Fit-gap workshops on uptake of standard & best practices
- Inspection & handling of plant specifics
- Process workflow for plants (procurement /.../ calibration /.../ decommissioning)
- Continuous improvement process regarding system quality, processes & usability

## Benefit

- Ensuring GMP compliance
- Traceability of maintenance history incl. change management
- Increase in process quality
- Increase efficiency & effectiveness through mobilization
- High data quality & data transparency as a basis for strategic decisions
- Sustainable reduction of costs, e.g. by eliminating unnecessary travel times or the management of archiving rooms

**> 6'000**

Machines and  
production  
equipment

**Ca. 150**

Mobile users

**Sep. 21**

Release 1: US plant –  
EAM

**Nov. 22**

Release 2: TW plant –  
EAM incl. Asset  
Manager

©Adobe Stock

# Pharmaceutical industry

Digital Asset Lifecycle Management in the GMP environment

## Initial situation


- GMP relevant environment & processes
- Order content as SOP in Word form
- Order planning with own database based solution
- 50 years of paper-based maintenance

## Solution approach

- Concept & prototype from requirements catalog
- Implementation based on use cases (introduction of SAP PM & QM)
- User-friendly solution for calibrations & measurement results
- Personal assignment of individual transactions

## Benefit

- Ensuring GMP compliance
- Increase efficiency & effectiveness through mobilization
- User friendly & process driven application
- Significant reduction in paper requirements & archiving costs
- Validated software solution for maintenance & calibration
- High data quality & data transparency as a basis for strategic decisions



©Adobe Stock

<b>4'100</b>	Technical assets
<b>26'000</b>	Functional locations
<b>Ca. 350</b>	Users

# Let's stay in touch

## Subscribe to our newsletter now

Information about Asset Management mit SAP:

Articles | Webinars | Events | Studies | Videos | Whitepapers | Seminars and much more.

## Follow us:





**Orianda Solutions AG –  
a valantic company**

Rheinsichtweg 2  
CH-8274 Tägerwilen

[contact@orianda.com](mailto:contact@orianda.com)  
[www.orianda.com](http://www.orianda.com)

**Thank you for your attention!**

*We're happy to answer your questions.*



**Orianda Solutions AG –  
a valantic company**

Rheinsichtweg 2  
CH-8274 Tägerwilen

[contact@orianda.com](mailto:contact@orianda.com)  
[www.orianda.com](http://www.orianda.com)



**We bring more drive to  
your Asset Management.**

## Legal Disclaimer

This presentation was created by Orianda Solutions AG. The presentation is handed over with the specific instruction that the entire presentation, as well as individual representations contained therein, even with deviations, may only be used or forwarded to third parties in a different context and for addressees other than the recipient of this presentation with the explicit written consent of Orianda Solutions AG. By accepting the presentation, the recipient agrees to the above conditions.

