



Asset Management mit SAP – Swiss Made

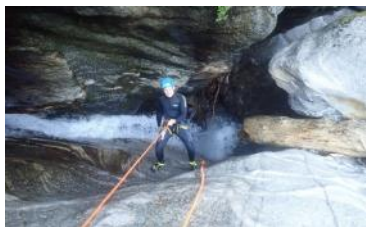
# Futurize Your Asset Management

*Orianda Solutions AG*



# Orianda family

## Private impressions



# What does Orianda stand for?

Orianda Solutions AG

"Orianda provides efficiency gains with a holistic end-to-end approach to asset lifecycle management."



# What does Orianda stand for?

Orianda Solutions AG

"Orianda and SAP have a close partnership. Orianda only uses SAP technologies in the digitization of asset management landscapes."





# What does Orianda stand for?

Orianda Solutions AG

"Orianda turns its customers into champions. We speak their language, offer reliability, create trust and provide direction for sustainable cooperation."



# Why is Orianda needed?

## Added value

### Asset complexity

Increasing complexity and high potential for savings as well as for optimization in maintenance

### Industry standards

Increasing legal requirements and industry standards demand innovative maintenance solutions

### Competition & Customer Satisfaction

Minimize maintenance costs and unplanned outages with predictive maintenance

### Cooperation

Automated data exchange between asset operators, manufacturers and maintainers is becoming more and more important

01 Maximizing asset availability

02 Improvement of the asset condition

03 Increase customer satisfaction

04 Faster ROI

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



# Highlights

## Orianda - Asset Management with SAP



# #1

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

# 500+



**Successfully**  
completed  
**projects**



# 90+

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



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



## Longstanding customer relationships

Mainly to leading companies with a focus on rail

**Rhätische Bahn**



## EAM Expertise

Single SAP partner with the **Recognized Expertise in Asset Management** award in the DACH region



**SAP® Recognized Expertise**  
in Asset Management  
in SAP S/4HANA  
in Travel and Transport



## Strong Partner



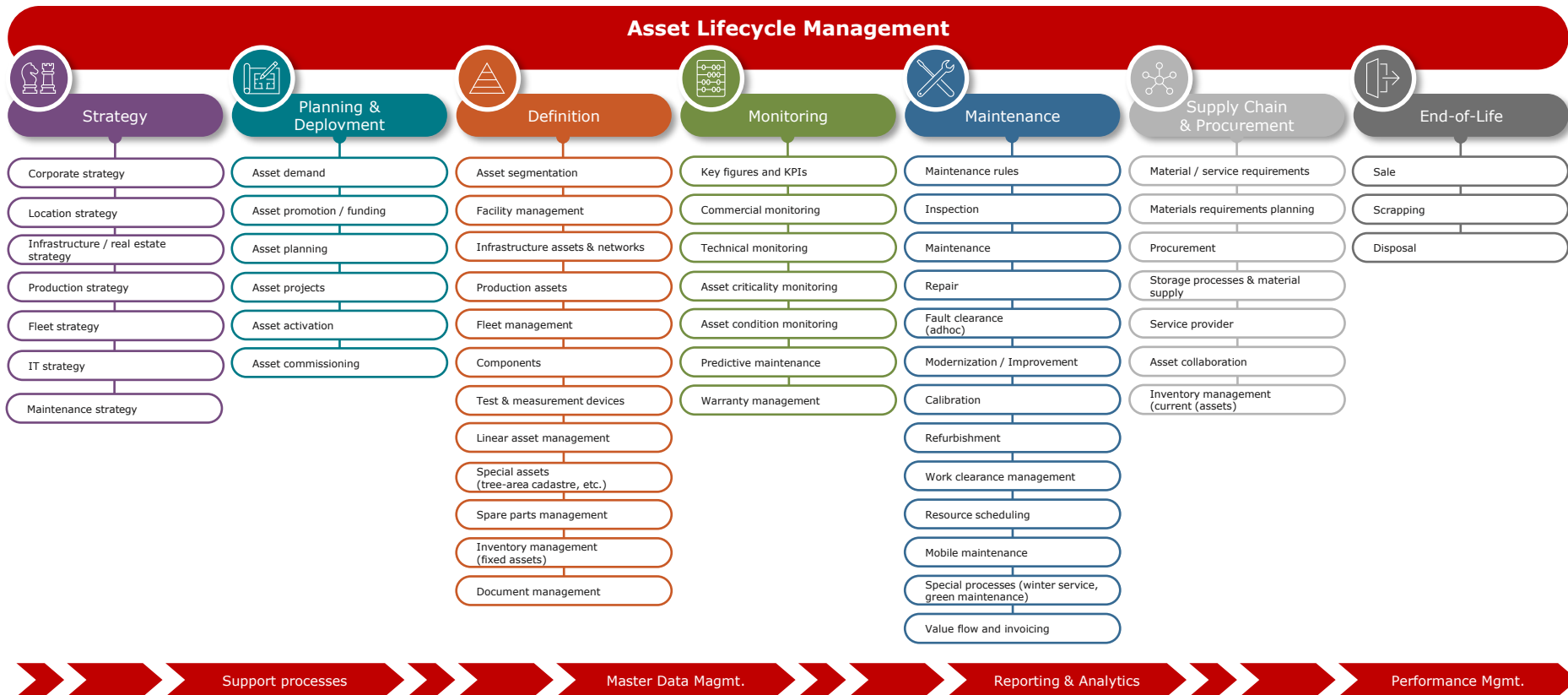
**MHP**  
A PORSCHE COMPANY



decki-partner consulting gmbh  
MCP Deutschland GmbH

# Asset LifeCycle Management by Orianda

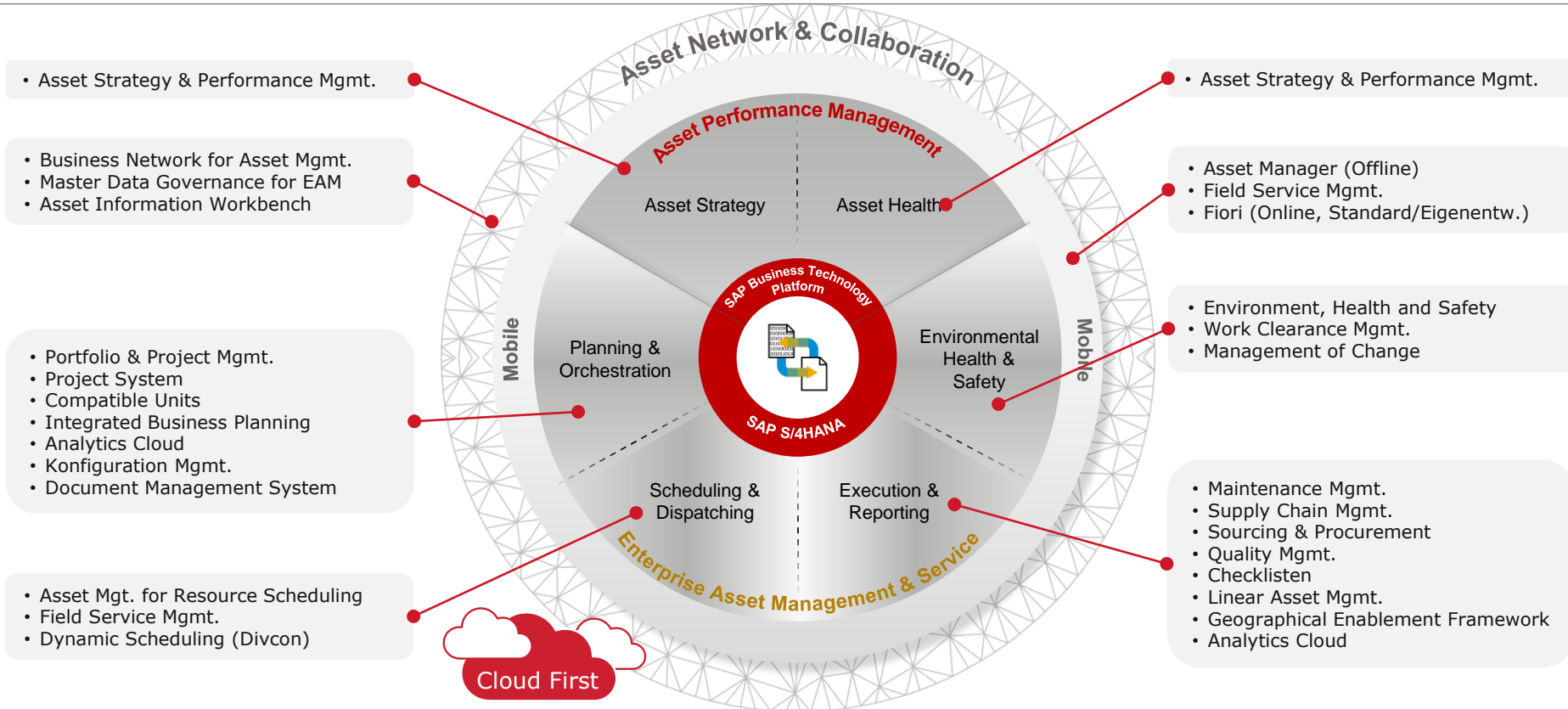
Orianda service portfolio





# SAP Intelligent Asset Management and Field Service Management

SAP solutions in focus: Cloud first



### Initial situation

- IT systems were not adapted in the event of organizational changes
- System landscape with over 100 applications
- Data was managed decentrally on the application level
- Prerequisites for end-to-end asset lifecycle management and for the latest maintenance strategies not in place

### Solution approach

- Prototyping, pilot (user feedback), incremental go-live (until 2026).
- Harmonization of asset master data and maintenance rules & regulations
- Mapping of the E2E maintenance processes (starting with maintenance/inspection)
- System-supported resource planning
- Mobile processing of orders (SAP Asset Manager)
- Time and activity recording
- Full integration value flow
- Process integration of materials management and procurement

### Benefit

- Reduced and needs-oriented IT system landscape
- User-friendly and efficient system operation (Reduction of complexity and reduction of effort)
- Consistent and optimized E2E maintenance processes
- Efficient resource scheduling
- Foundations for future maintenance strategies



### Key figures from the project

- 6,000** affected employees
- > 3'000** mobile users
- 4,875** km route network (operating length)
- 6'580** bridges
- 13,385** turnouts
- 25'200** signals

### Initial situation

- Numerous and historically grown applications
- Complex multitude of interfaces
- Far-reaching modernization of hardware and software landscape has been part of the corporate strategy since 2018

### Solution approach

- Orientation to process leaders
- Creation of complete system design using a greenfield approach based on the latest SAP best practice processes and experience from comparable companies.
- onPrem and Cloud combined
- Solutions for vehicle maintenance, construction projects, infrastructure maintenance and technical facility management
- Maintenance execution incl. checklists and logistics integration with the mobile solution SAP Asset Manager
- Resource scheduling with Divcon DynamicPlan
- Consistent application of agile project methods (SCRUM)
- Special focus on awareness raising and training of employees

### Benefit

- Uniform system processes for the RhB
- High degree of system coverage, standardization and digitization
- Use of SAP Asset Manager enables mobile process handling along the asset lifecycle in the areas of rolling stock and infrastructure



#### Key figures from the project

- #1** largest alpine railroad in Switzerland
- 1,600** full- and part-time employees
- 384 km** route network
- CHF 360 million** Investment volume (total)
- CHF 220 million** Investment volume (infrastructure)

### Initial situation

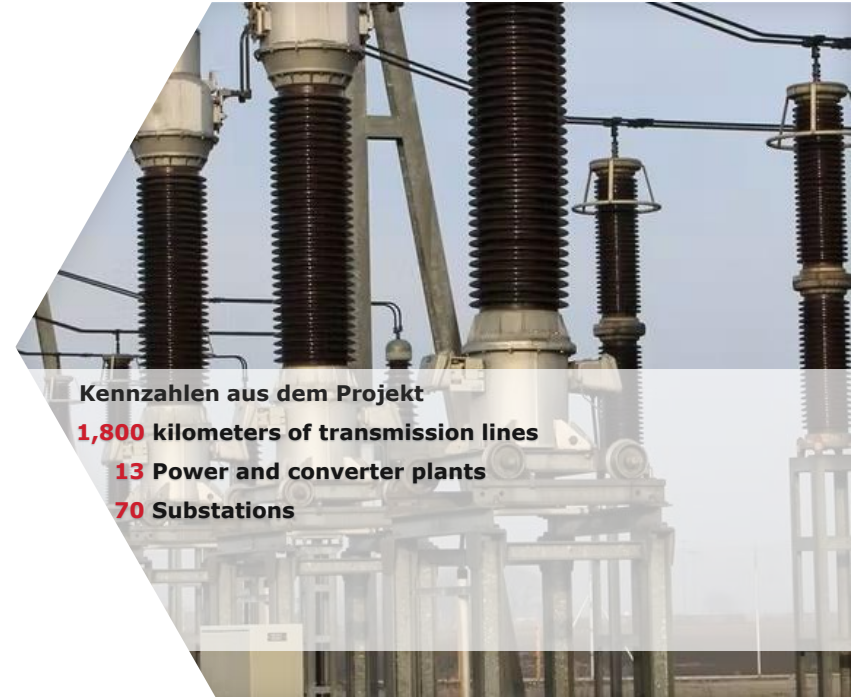
- Different processes (for the same facilities) in the SBB Group
- Distributed information on different master data systems
- Maintenance processing partly on paper or outside SAP with self-developed applications

### Solution approach

- Creation of complete system design using greenfield approach based on latest SAP best practice processes. Support of the implementation and roll-out of the solution.
- Consistent implementation of the Fiori-First strategy (use of the latest Fiori applications from SAP)
- Collaboration with external maintenance service providers via SAP AIN
- Strategic asset management and condition-based maintenance with SAP APM and integration of the control center and sensors
- Maintenance execution incl. checklists and logistics integration with the mobile solution SAP Asset Manager
- Long-term maintenance planning with SAP IBP MRO
- Use of SAP GEF and SAP LAM for holistic mapping of infrastructure master data
- Use of the SAP ACTIVATE methodology and documentation of the solution in SAP Solution Manager

### Benefit

- Uniform system processes for SBB
- High degree of system coverage, standardization and digitization
- High user acceptance through consistent use of Fiori





### Initial situation

- Realignment of rolling stock operations due to increased technical and regulatory requirements
- Process not consistently supported by the system
- High manual effort during planning
- Lack of transparency regarding status and quality

### Solution approach

- Mapping of the entire business process in SAP ERP (PM, PP, PS, MM, QM)
- Vehicle stay is planned as a project, vehicle specific revision/modification is implemented with PS and PM
- Component maintenance/remanufacturing is implemented in PM/PP
- Quality inspections are integrated in SAP QM
- Mobile solution for order processing
- Additional web-based order cockpit for order planning and execution
- Additional tool for the management of "maintenance products"

### Benefit

- Increased planning reliability and traceability by mapping the entire process in SAP ERP
- Reduction of the error rate
- Reduction of administrative effort increase in process efficiency





### Initial situation

- Several plants in Taiwan & the USA
- Different maintenance processes and tools
- Maintenance planning & communication among others with tools via MS Outlook and Excel
- High requirements regarding process quality and documentation (GxP)
- Investment in a central SAP ERP system and new implementation in several modules such as MM, PP, QM, EWM, etc.

### Solution approach

- Implementation of SAP EAM incl. Asset Manager
- Rollout in several releases per plant
- Fit-to-standard workshops to record requirements or gaps compared to the standard / best practice
- Sighting & handling of plant specifics
- Construction of process workflow diagrams for the processes from procurement of a plant through calibration to decommissioning
- Iterating workshops with increasing process depth to improve the quality of the system, the processes and the applicability

### Benefit

- Traceability of maintenance history incl. change management
- Increase in process quality
- Simple documentation of failures (e.g. for warranty processing)
- User-friendly mobile app for the workshops
- Transparency of the actual maintenance service required through simple tracking of the processing time
- Sustainable reduction of costs, e.g. by



#### Key figures from the project

- > **6,000** Machines and production aids
- approx. 150** mobile users
- Sept 21** Release 1: US Plant - EAM
- Sept 22** Release 2: TW Plant - EAM incl. Asset Manager

### Initial situation

- Different maintenance processes in the swa Group
- Resource planning/order scheduling in Excel or similar by foreman
- Maintenance processing mainly on paper

### Solution approach

- Requirements gathering & documentation
- Preparation of detailed functional specifications
- Master data harmonization
- Standardization of maintenance processes
- Customizing & Implementation (SAP PM, Document Management)
- Master data migration
- Commissioning, rollout & support

### Benefit

- Optimized maintenance processes throughout the swa Group
- Introduction of central order scheduling
- Introduction of mobile order processing
- Introduction qualification management



# The Family Butchers

## SAP Asset Manager

SAP® Recognized Expertise  
in Asset Management

### Initial situation

- Investment in a central SAP ERP system, after merger of two companies
- Harmonization of maintenance processes
- 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
- Integration and traceability across the entire process chain from master data to order completion

### Solution approach

- Rapid development of a prototype incl. asset manager
- Fit-to-standard workshops to record requirements or gaps compared to the standard/best practice
- Recording and evaluation of site specifics
- Iterating workshops with increasing process depth to improve the quality of the system, the processes and the applicability

### Benefit

- Uniform maintenance processes throughout the company
- Transparency, planability and documentation of maintenance measures
- Significant reduction in paper requirements
- High acceptance of the application through maximum usability



### Key figures from the project

**> 5,000** Machines and production aids  
**approx. 100** mobile users

### Initial situation

- Introduction of SAP PM and QM
- Order contents as SOP in Word form
- Order planning with own database based solution
- Paper-based order sheets and calibration forms

### Solution approach

- Concept and prototype from requirements catalog
- Fast implementation based on use cases
- Solution suitable for the GMP environment
- Convenient solution for calibrations and measurement results
- Person-specific assignment of individual transactions

### Benefit

- Mobile data available in the SAP ERP system
- User-friendly APP for the workshop in the form of SAP Asset Manager
- Ex-proof hardware
- Significant reduction in paper requirements and archiving costs
- Validated software solution for maintenance and calibration
- Traceability of measuring and test equipment



### Key figures from the project

**4.200** Technical Equipment

**25.000** Technical seats

**ca. 100** mobile users



### Initial situation

- Standardized processes and master data from upstream systems
- Management of land and buildings in SAP-RE-FX
- Billing processes remain in the main SAP system
- Replacement of the current tree cadastre incl. mapping software

### Solution approach

- End to end processes and business processes were checked in a fit/gap analysis and fixed in a concept
  - - Focus on new standards ECC6.18 to S/4 HANA
- Concept for data transfer from existing systems
  - RE-FX connection (land, buildings)
  - SAP-MM connection (master agreements)
  - GIS coupling SAP - ESRI (locations, geodata)
  - Integration into the UIS (Environmental Information System)
- Implementation of the processes in a prototype with internal and external users
- Joint review of the prototype
- Implementation and go-live on 28.02.2022 for inspection 2022

### Benefit

- Online registration of new trees and tree groups with characteristics
- Inspection of trees in SAP PM using mobile solution (SAP Asset Manager)
- Management, planning, commissioning external service provider
- Feedback and legally required documentation directly in SAP incl. reporting
- User-friendly APP for the foresters
- Reporting and planning with SAP standard applications in S/4
- Reduction of search and travel times through the SAP Fiori mobile app and map integration
- End-to-end processes and information transfer in digital form without media breaks
- Integration and traceability across the entire process chain



### Key figures from the project

- 11,004** Trees in tree cadastre
- 220** new tree registrations per year
- 198** different tree species
- 7.6 km2** Groups of trees (meadows, embankments, etc.)
- ca.200** users



### Initial situation

- All operating resources including low-value goods are managed in SAP as individual objects with direct integration into asset accounting
- It is a great challenge to keep the data of the operating resources up to date and accurate

### Solution approach

- A mobile process is introduced for the inventory of operating resources. Each operating resource must be inventoried at a specified interval
- Inventory is planned and executed with intuitive SAP Fiori apps - optimized for desktop or a mobile device
- Master data correction is possible directly on-site at the object

### Benefit

- Increase in the data quality of the operating resources
- Increasing the accuracy of asset accounting
- Better utilization of operating resources

### Key figures from the project

- 60'000** Operating funds
- 7 months** project duration
- 3 years** years inventory cycle

### Initial situation

- Multiple plants in Germany & Poland
- Heterogeneous maintenance processes and tools
- Maintenance planning & communication with tools such as MS Outlook and Excel
- High degree of reactive maintenance
- High requirements regarding process quality and documentation (IFS)

### Solution approach

- Iterating workshops with increasing process depth to improve the quality of the system, the processes and the usability - User Centered Design
- Harmonization of asset master data
- Mapping of E2E maintenance processes (starting with corrective maintenance)
- Recording and evaluation of site specifics
- Time and activity recording
- Complete integration of value flow
- Mobile solution based on Fiori for order processing

### Benefit

- Reduced IT system landscape (div. legacy systems)
- User-friendly and efficient system operation (reduction of complexity and effort)
- Company-wide uniform maintenance processes
- Transparency, plannability and documentation of maintenance measures
- Basis for future maintenance strategies



### Initial situation

- Independent logistics centers with independent SAP systems
- Merger of logistics centers into one operation
- Different maintenance and spare parts management processes
- Merger of the two SAP systems into one leading system in the modules FI/CO, PM, MM, SD
- Extremely short project lead time

### Solution approach

- Fit-gap workshops between the independent logistics centers
- Building RICEFW matrix for missing functions in the new SAP system
- Replication of customizing and existing developments
- Migration of all master data (functional locations, equipment, documents, measuring points, maintenance plans, routings, spare parts)
- Migration of open orders, notifications as well as stock levels, stock values and open purchase orders

### Benefit

- Uniform processes and master data in one system for several logistics centers
- Added value in planning maintenance and spare parts requirements
- Transparency and comparability of the individual logistics centers increased



#### Key figures from the project

- > 15'000 Spare parts with stock
- > 6000 Equipment and installations
- Sept 21 Kickoff
- Jan 22 Go-Live

### Initial situation

- Worldwide sales network with logistics centers
- Planning & communication of maintenance among others with tools via MS Outlook and Excel
- SAP has not yet been implemented across the board
- Different maintenance processes and tools
- Missing cost evaluations

### Solution approach

- Standardized customizing per system, country, company code and plant
- Uniform data basis, standardized functional location structure
- Staggered rollout with pilot plants per country
- Introduction of a customer-specific mobile non-SAP solution with interface

### Benefit

- Increased transparency in terms of master data, processes and costs
- Worldwide standardized cost reporting
- Cross-comparability between logistics centers
- User-friendly mobile app for logistics centers



### Key figures from the project

- 12** countries
- 60** Logistics centers
- 3000** Equipment per logistics centers

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