

Schütz goes live with SAP CRM 7.0

Mannheim, 11.02.10 – Schütz GmbH & Co. KG, headquartered in Selters, has successfully upgraded from SAP CRM 4.1. SPX to SAP CRM 7.0 with the assistance of the CRM consulting company movento.

Schütz GmbH & Co. KG produces transport packaging systems, supplier products for the aeronautical industry, and systems for heating, ventilation, and air conditioning. The release change at Schütz included the technical upgrade of the SAP CRM sales scenario with server-side groupware integration and data migration. The project also included the takeover of the existing expansions into the new system. For the modification-free takeover of the authorization concept, movento used the SAP CRM standard component Access Control Engine (ACE).

For the release change, Schütz decided on the procedure recommended by movento: the parallel construction of the new SAP CRM 7.0 system. “The parallel construction offers several advantages. On the one hand, users can continue working on the old system during the entire project runtime. At the same time, movento carried out a data cleansing for the migration of the main and transaction data, so that the new system can go live with outstanding data quality,” according to Uwe Schwarz, Project Manager at Schütz.

The conversion to the live operation went without a hitch. The productive SAP CRM 7.0 was set up and tested extensively before the go-live. “We see again and again that a release change requires basic preparation. In the end, the right strategy for an upgrade determines the project costs and runtime,” according to Patrick Ganzmann, Managing Director of movento GmbH.

For companies it is important to weigh all possible alternatives carefully in advance. Here, a series of crucial questions must be clarified in order to make the release change go as smoothly as possible. Especially important is sufficient information about the system and the processes to be implemented on it. “There are no operating instructions or silver bullet. Each company should develop a plan according to its individual requirements so that the upgrade can be implemented safely and quickly,” recommends Patrick Ganzmann.

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About movento:

The technology comes from SAP. movento brings it to life.

movento is a long-standing SAP Services partner and Special Expertise Partner SAP CRM with expertise in the areas of customer relationship management (CRM), Web Channel, Enterprise Mobility, and Business Intelligence (BI). The company’s spectrum of services includes strategic management and process consulting as well as the extensive implementation of business processes with

the SAP Business Suite and SAP NetWeaver.

movento offers slim yet custom-tailored solutions to optimize customer-relevant processes in marketing, service, and sales, and it shows customers how to establish profitable customer relationships using the latest technologies. Holistic strategies for internal and external optimizations such as corporate performance management and SAP BI round out the offerings. Even after the implementation, movento will assist its customers with extensive support services.

If necessary, the highly-qualified specialists in movento's development and support center in Bulgaria are at customers' disposal.

Proof? Well-known companies as well as specialized and dynamic medium-sized companies have implemented more than 50 successful projects with movento. With more than 60 employees, movento is represented with offices in Mannheim, Stuttgart, and St.Gallen (Switzerland), and Plovdiv (Bulgaria).

For more information, please visit www.movento.com