

How to expedite data consolidation after a major corporate merger



CPFL ENERGIA is leading the consolidation of the energy distribution sector in Brazil, merging 44 companies and 9 million customers. CPFL is also pursuing a growth strategy in nonregulated business, leading the evolution of the free market and the expansion of renewable energy in Brazil.

Brazilian utilities giant CPFL worked with Neoris to deploy the BPC migration to BPC 10.1 on HANA. Now in-memory processing guarantees real time closing and consolidation of all the companies of the group.





Executive Overview

Company
CPFL ENERGIA

Country
Brazil

Industry
Utilities

Products and Services
Electricity Generation,
Transmission and
Distribution, Trading,
Energy Efficiency
Services and Energy
Infrastructure Services.

Employees
10,195

Revenue
BRL 30.785 billion
US\$ 10.261 billion

SAP® Solutions
SAP BPC 10.1 on
HANA

Web site
www.cpf.com.br

BUSINESS TRANSFORMATION

Challenges

- Needed to optimize financial closing to guarantee monthly timelines.
- Consolidate financial information from more than 44 companies quickly and reliably.
- Estimate cash flow projections for each company individually and as a consolidated whole.

Resolution

- Accelerate financial processes with in-memory performance
- A partner that understands CPFL business model with utilities expertise and know-how
- Enable previously unrealized cash flow simulation scenarios

Benefits and Results

- Greater focus on performance excellence through in-memory computing platform, allowing improvement in productivity and faster decision-making.
- Better control of business planning, consolidation and cash flow processes, with a more detailed vision of the business.
- Cash flow simulation of more than 44 companies for up to 36 months, which was impossible before.

“CPFL digital strategy Includes SAP applications migration on HANA”

Marcelo Carreras, CIO of CPFL ENERGIA

M&A

quicker incorporation of new companies in the financial model

Zero

delay in month-end closing, down from more than 6 hours to 30 minutes

90%

reduction in workload for the finance department



Highlights

As part of a group that grows through mergers and acquisitions, CPFL wanted to take advantage of their legacy infrastructure and investment in SAP. They needed to consolidate 44 companies, which required a streamlined information flow process.

Previously it took six hours to process all the data to generate management reports. Today that has been reduced to 30 minutes – a total savings of 72 hours per month. Sap Hana made this possible by providing an in-memory computing platform to improve performance and allowing for faster processing.



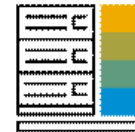
14%

Marketshare of the Brazil Distribution Market



9 Million

Clients served through 9 concessionaires



ONE

SAP ERP instance to run CPFL operating model

“CPFL is adopting a digital business strategy based on the SAP platform, which will include the migration of its ERP and BI to S/4HANAIN the near future”

Marcelo Carreras, CIO of CPFL ENERGIA