

# What Do You Do When There's No Choice But to Finish on Time?

People who ride the rails all over the world may not recognize SMA Railway Technology GmbH, but without the kind of auxiliary power converters it makes, trains would not have the right voltage for air-conditioned rooms, Internet connections, doors, brakes, heating, lighting, and more. As a result of a carve-out, the manufacturer had an immovable deadline of just 17 weeks to set up its own independent business software including basic missing functions such as IT, HR, finance, and legal.

As a manufacturing company with no IT staff, SMA Railway wanted a cloud-based solution with strength in all areas of the business, including manufacturing, along with dependable implementation services. In SAP S/4HANA® Cloud and the SAP Digital Business Services organization, the company found everything it needed from a single source. SAP brought the solution live right on time so that SMA Railway could continue providing its essential ingredients to keep the trains running and get people where they're going on time.





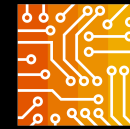
**“We needed a fast and robust solution to help us operate independently, a solution that could sustain our growth model and make use of best practices and standardization while ensuring a low TCO. SAP S/4HANA Cloud was ideal for us.”**

Patrick Konrad, Head of Production, SMA Railway Technology GmbH

Reliability in the face of diverse climate conditions sets SMA Railway's products apart from the pack. In areas of high humidity or extreme cold, for example, trains equipped with the company's technology kept running when others failed. As a company with big ambitions, the manufacturer was looking for a solution that would support its business in a sustainable way. SMA Railway selected SAP S/4HANA® Cloud, and through great collaboration with SAP Digital Business Services, SMA Railway went live before the rigid deadline it was facing. Now the company is productive with core finance, order-to-cash, procure-to-pay, and plan-to-product processes, plus service and repair. Total cost of ownership (TCO) is down, and support requirements are minimal.



**50**  
SMART converters  
produced per month



**7,000**  
Systems of power  
electronics currently in use



**5**  
Continents served



**30 years**  
Of business excellence





# Full Speed Ahead for SMA Railway with SAP S/4HANA® Cloud

**SMA Railway Technology GmbH**  
Kassel, Germany  
[www.sma-railway.com](http://www.sma-railway.com)

**Industry**  
High tech

**Products and Services**  
Auxiliary power converters for rail traffic

**Employees**  
165

**Revenue**  
€24 million (2016, International Financial Reporting Standards)

**SAP® Solutions**  
SAP S/4HANA® Cloud, including production planning and Kanban functionality; and the SAP Digital Business Services organization

SMA Railway develops and manufactures innovative auxiliary power converters for railroads. As a result of a divestiture, the company was under great pressure to operate its own software. SAP S/4HANA Cloud covered all the needs of the business, and expert consultants from SAP Digital Business Services finished the implementation in record time to meet a fixed deadline.

## Before: Challenges and Opportunities

- Implement new business software in 17 weeks despite having no IT department
- Obtain strong software support for all aspects of the business, especially manufacturing
- Make the solution cloud based

## Why SAP

- Powerful support for all required business needs, including manufacturing
- Delivery from the cloud, thereby minimizing total cost of ownership (TCO) and the need for maintenance
- Availability of excellent software and implementation services from the same company
- Access to service and experts from SAP Digital Business Services for a quick and smooth implementation

## Value-Driven Results

- Fast, effective implementation of a full-scope, cloud-based ERP solution based on best practices
- Better, more personalized user experience
- Faster business decisions through real-time data entry and analysis
- Reduced TCO and less IT effort as a result of standardization
- Ability to run business processes as an independent subsidiary

**“We have managed a record 17-week implementation with full scope covering processes from finance to procurement, sales, and production.”**

Patrick Konrad, Head of Production, SMA Railway Technology GmbH



## 17 weeks

To implement

## First

Manufacturing company to go live with SAP S/4HANA Cloud in as little as 17 weeks

## First

Full implementation of the latest release of SAP S/4HANA Cloud in the Middle East and Europe



Watch the video sharing customer insights regarding the SAP S/4HANA Cloud implementation project.

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