

cbs



# Greenfield Implementation Project

Success Story







## Why greenfield implementation?

With the greenfield approach, we design a completely new implementation of S/4HANA for companies and create a sustainable foundation for industrial companies' future-proof process landscape.

An innovative next-generation SAP system ready for all business needs and a big step towards digitalisation. Start your business with best practices and standardised solutions for your business today!.

### **Gates Corporation – Leading Manufacturer Of Application-Specific Fluid Power & Power Transmission Solutions**

Based in Denver, Colorado, Gates Corporation is a manufacturer of power transmission belts and fluid power products used in diverse industrial and automotive applications. The company employs over 15,000 and over 100 locations in 30 countries and has sales and manufacturing operations in North and South America, Europe, Asia, Australia, and the Middle East.

#### **Business Benefits for Gates**

After implementing SAP S/4HANA in Changzhou, China and Singapore, generating report for forecasting and demands is now seamless with no downtime for their production line. In-stock availability is much more transparent and centralised with no delays and greater control over return and quality control processes. Trade compliance screening process is tightly regulated based on the local requirement and running seamlessly. For financial reconciliation, there is limited risk of issues during month-end.

### **Development of Analytical Applications – SAP Fiori**

With S/4HANA, Gates can access SAP Fiori, a state-of-the-art user interface. Besides the S/4HANA build-in apps, an entire subset of customer-specific analytical apps enables business monitoring and decision making (Inventory Forecast Report, Sales Order Intake Report, On-Time Delivery Report, Finished Goods Inventory versus Consumption Health Report). cbs Business Application Technology department, delivers complex solutions on the latest technology in an agile manner in time, budget and quality.

#### **Integrated Collaboration**

cbs consultants supported the template creation and pilot implementation driven by an internal Gates team. As an integrated team, Gates and cbs drives projects effectively and efficiently. The team overcame all hurdles despite travel restrictions due to the Covid-19 situation and went live successfully.



## In Summary

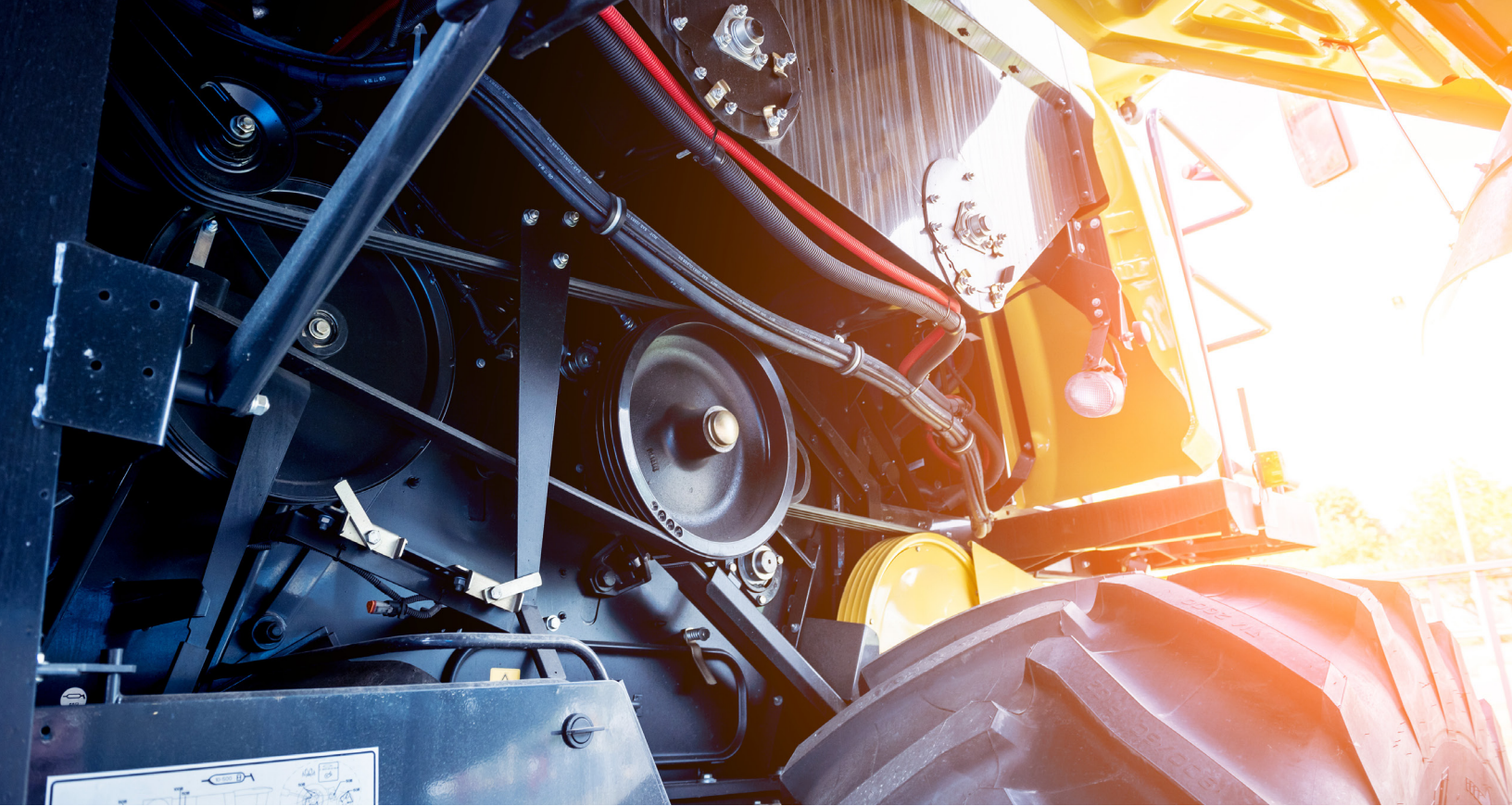
Gates built a template for future manufacturing and sales processes implementation. It includes SAP industry best practices, approved Gates practices and guiding principles.

Gates will have one system and operating model that produces a single truth source for the organisation. It will improve significantly on the accuracy and transparency for reporting. By leveraging on Gates & SAP best practices model, other subsidiaries can quickly follow the same model and implement it for their local business processes. It will also allow the subsidiaries to comply with the much-needed trade, accounting and statutory requirements.

“The Changzhou project was challenging because we were building a greenfield global manufacturing template on SAP S/4 HANA and piloting it at our flagship manufacturing plant at the same time. The project was a success . One of the critical success factors was the excellent partnership with the cbs team. cbs provided the niche expertise that was critical for the global template build. They were professional and committed to project. They delivered quality and always on-time.”

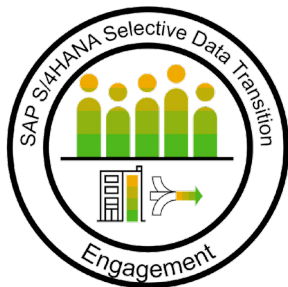
**Florence Lee,**  
VP IT Asia Pacific & Global ERP Lead,  
Gates





## About cbs Corporate Business Solutions

cbs Corporate Business Solutions is a comprehensive, end-to-end SAP consulting service provider that combines technical & business process consulting with mature software technology to deliver complex projects. Since its founding in 1995, cbs has expanded to over 15 offices with over 600 consultants worldwide allowing us to deliver high-quality SAP consulting services for our global customer base. cbs is a founding member of the SAP S/4HANA Selective Data Transition Engagement group, formed in May 2019.



## Involve Us

### Risk-free assessment

cbs will conduct a workshop with experienced transformation consultants covering deployment options and transition approach.

## Connect With Us

### For free content

Stay up to date with our latest blogs, educational webinars, or project success stories by connecting with us on [LinkedIn!](#)

## Ask Us Questions

### By email

At [sg-office@cbs-consulting.com](mailto:sg-office@cbs-consulting.com)

## Call Us

+65 3105 1273

## Find Us

**cbs Corporate Business Solutions**  
63 Chulia Street  
#15-01 OCBC Centre East  
Singapore 049514

