



Success Story Marley

01.2022

A Successful and Timely Carve-out Using SNP's Standardized Methodology and CrystalBridge®

"From the very first few weeks, which coincided with the first lockdown, this was inherently a difficult and complex carve-out project without the added logistical challenges of working remotely across diverse teams. SNP helped us to navigate through the new business environment, coordinating well to find socially distant workable solutions that led to the successful delivery of the project. The communication with us was excellent – it had to be under the conditions – and we would recommend SNP for future projects."

Vic Pope, Head of IT at Marley



At a Glance

About Marley

Marley is at the forefront of the roofing industry in the UK. Marley offers a flexible, efficient service that saves its customers time and money on their projects. The company is accredited by the Institute of Customer Service for its commitment to deliver the best possible customer experience. Marley are the only UK manufacturer offering all elements of a roofing system.



Industry
Manufacturing



Headquarters
Staffordshire,
England



Revenue
£120.7m



Employees
600+

The Challenge

Following the acquisition of Marley Limited by Private Equity firm Inflexion from Etex, Edenhouse, part of Accenture, were engaged as Marley's SAP implementation partner, defining the strategy and approach for delivery within the Transitional Services Agreement period.

As part of Edenhouse's strategic relationship with SNP, the company asked SNP to manage the data migration element of the SAP implementation, carving out all application data relevant to its company code from Etex's SAP ERP production system into a new Marley environment. Under the terms of the Transitional Services Agreement, Marley needed to transition to its own platform, migrating the relevant data from Etex, within a challenging period of six months.

The Solution

SNP applied a selective carve-out approach and deployed its suite of automated transformation software CrystalBridge® to ensure a rapid, high-quality migration with a project designed to allow Etex and Marley to meet their aggressive separation timeline.

CrystalBridge® generated system analytics and graphical visualizations of Etex's SAP ERP system to support accelerated decision making by providing fact-based insights.

CrystalBridge's data visualization eliminated the need for traditional lengthy pre-workshop interviews with Etex, Marley and Edenhouse employees – aimed at gathering information, reports and an expert interpretation of the findings. Instead, CrystalBridge® quickly provided an interactive and informed view of the SAP production system to facilitate the workshops.

SNP used CrystalBridge® Shell to provide the empty shell target system, after which CrystalBridge was used to execute the extract of the specified data from the ERP source into the new target system for Marley.

The combination of software and services provided delivery confidence and a high-quality migration and provision of a new SAP system, while greatly reducing the time to completion.

The project was primarily delivered remotely, with on-site working during project mobilization, workshops and at key milestones.

The Benefits

- SNP's experience with carve-outs
- Automated transformation software
- Proven approach
- Certainty of delivery
- Reduced time to completion

Facts and Figures

Project Type

Carve-out project

Highlights

Marley was able to successfully carve out its new ERP system from Etex's source system with a high level of quality and become independently operational within the very aggressive timescales set by the two businesses.

Scope

CrystalBridge® including Shell (SH) for rapid empty shell creation to provide the empty target system.

SNP Products

CrystalBridge® including Shell (SH)



Industry
Manufacturing



Locations
Staffordshire, England



Systems in scope
SAP ECC



Project duration
6 months