



SUCCESS STORY

# STIHL

„Thanks to the automated SNP BLUEFIELD™ approach, we were able to implement the complex requirements in just one project and in one step – and with high quality, too!“

Tobias Diepold, Vice President Global Solution Architect, STIHL

# STIHL Migrates to SAP S/4HANA Using CrystalBridge® in One Step – Including Complete Data History

## About STIHL

The STIHL Group develops, manufactures and sells engine-powered equipment for forestry and agriculture as well as for landscape maintenance, the construction industry and private garden owners. The portfolio is complemented by digital solutions and services. The products are sold by specialized retailers and STIHL's own online shops that will be expanded on an international scale in the coming years – through 41 of its own sales and marketing companies, around 120 importers, and more than 54,000 specialist retailers in over 160 countries.

STIHL has production plants in seven countries worldwide: Germany, the USA, Brazil, Switzerland, Austria, China and the Philippines. Since 1971, STIHL has been the world's best-selling brand for chainsaws. The company was founded in 1926 and has its headquarters in Waiblingen near Stuttgart. In 2020, STIHL generated revenues of EUR 4.58 billion with 18,200 employees worldwide.

## The Challenge

As part of the Group-wide project "ONE STIHL", STIHL is successively introducing a harmonized process and system landscape based on the new SAP S/4HANA Business Suite in all of the Group's locations. In this way, the company is creating the necessary conditions to be able to respond even better to market changes and customer requirements in the future through uniform structures.

The project was launched by transferring 15 STIHL sales companies from SAP R/3 to S/4HANA in a "big bang" in January 2021. This required not only adapting existing processes from a business perspective, but also making technical adjustments based on the data model changes in S/4HANA. Another challenge during the system conversion was the global reach. From Australia to Mexico, from South Africa to Germany – each country has different local requirements, and some of them even changed due to legal requirements as of the key date of the conversion.

## The Solution

SNP teamed up with its partner Accenture for this project. With SNP's software-based BLUEFIELD™ approach, all necessary tasks could be combined in a single project. In addition, the combination of several project tasks reduced the time frame of the overall project.

SNP's software-based approach enabled STIHL to migrate its complete data history, including all necessary changes. During the controlling area merge, SNP converted all countries to the euro as the Group currency and implemented the conversion of the values.

In addition, the document split was introduced retroactively for the current fiscal year.

## The Benefits

- Merge of four operating concerns
- Conversion of the companies from one controlling area per company to one global controlling area for all companies
- Introduction of a new cost center structure
- Harmonization of ledgers and conversion to a uniform Group currency
- Introduction of the (financial) document split with retroactive effect for the fiscal year 2020 with the requirement to use this function as of the go-live

## Key Facts

<b>Project type:</b>	BLUEFIELD™ migration to SAP S/4HANA
<b>Duration:</b>	12 months
<b>Scope:</b>	Controlling area merge including currency conversion, introduction of the document split and harmonization of business partners, introduction of a group currency in FI, transfer of the complete historical data
<b>Affected:</b>	15 sales companies