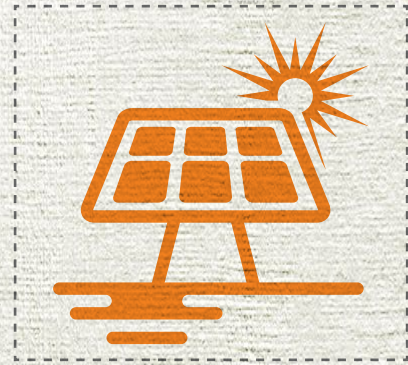


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CASE STUDY

SAP INTEGRATION AND A RETAIL INTERFACE FOR A FORTUNE 50 INTEGRATED ENERGY COMPANY

THE CLIENT

A Fortune 50 company and the third largest refinery in the USA.

BUSINESS CHALLENGES

- Lack of consistency in IT operations due to mergers and acquisitions
- Inconsistent and complex business processes
- Lack of systems and applications integration
- No real-time visibility and reporting capability
- Lack of controls resulting in compliance-related issues
- Obstacle areas
 - SAP Integration - P2P Program
 - Marine Metrics Project
 - Downstream Refining Integration
 - Accounts (Finance)
- Objectives

A solution that could help

- reduce the use of multiple software packages that resulted in operational complexity
- achieve cost-effectiveness for the Competitive Tendering and Outsourcing (CT&O) initiative
- comply with Euro regulations

HCL SOLUTION

- Systems Integration - Upstream North America SAP Project
- ePMS Deployment Program
- P2P Deployment Phase - North America
- SAP Security Role Redesign Project
- Development of a full lifecycle Retail Standard Interface (RSI) between operational data and the accounting system
- RSI for CBU requirements (Germany, Austria, Belgium), CEE (Prague), CTL (Thailand) and ProJET (Malaysia)
- Technologies Used
 - VB.Net
 - ASP.Net
 - SQL Server
 - MS Access
 - LoadRunner
 - MS Visual Studio.Net
 - Desktop Computers
 - Windows-based Server

BUSINESS BENEFITS

The implemented solutions provided considerable business benefits for the customer.

- An interface across regions provided the maturity and capability to integrate retail and the accounting system
- The development of a full lifecycle RSI helped in the following Sales areas:
 - Light Oil
 - Convenience Products and Miscellaneous Sales (including Discount and Coupon Sales)
 - Markup / Markdown
 - Purchases
 - Transfers
 - Inventory Adjustment
 - Costing
 - Cost and Margin Calculation
 - Cain and Lost
 - Pump Test
 - Cash / Charge Expenses



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