



Futurize your Asset Lifecycle Management

Optimize your end-to-end processes

Ewald Rehm

OUR MOST VALUABLE ASSET

The Orianda Family



About Orianda

With a focus on SAP Asset Management, Orianda is one of the leading consulting firms in the DACH region. It offers an optimal increase in efficiency in all areas of the asset lifecycle management, with the help of an holistic end-to-end approach.



Our Partner in Crime

Orianda and SAP have a close partnership. Orianda uses SAP technologies for the digitalization of asset management landscapes exclusively.



OUR STRENGTHS

Why Orianda?

We turn our customers into champions!

We speak their language, offer security, create trust and orientation for a sustainable cooperation.



What does Orianda stand for?

The name **Orianda** is derived from the latin word "orior", which means "to arise" or "to begin" and symbolizes our commitment to innovation and growth.

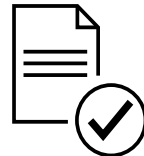


26+ years of Asset Lifecycle Management with SAP



#1

in the **DACH region** for rail projects, based on **SAP Intelligent Asset Management**



500+

successfully completed projects



100+

consultants with more than **400 years** of combined expertise in SAP EAM



4,5 ★★★★★
Kununu Score
110 Bewertungen

100%
Weiterempfehlung
Letzte 2 Jahre



Longstanding customer relationships

Especially to leading companies, with focus on rail



EAM Expertise

We are one of the **leading consulting firms** with a focus on SAP Asset Management in the DACH region and combine **end-to-end processes in Asset Lifecycle Management** with technological expertise and deep industry Know-how.



Strong partners

Innovative solutions through strong partnerships

valantic



Unleashing potential together

- 01 Compliance with legal requirements
- 02 Customer satisfaction & Security of supply
- 03 Optimization of the asset-related RoI
- 04 Increase of the plant availability
- 05 Plan condition improvement
- 06 Real-time information of the asset over the entire lifecycle



Asset Complexity

Increasing complexity and high savings and optimization potential in maintenance

Standards & Best Practice

Increasing legal requirements and industry standards demand innovative maintenance solutions

Competition & Customer Satisfaction

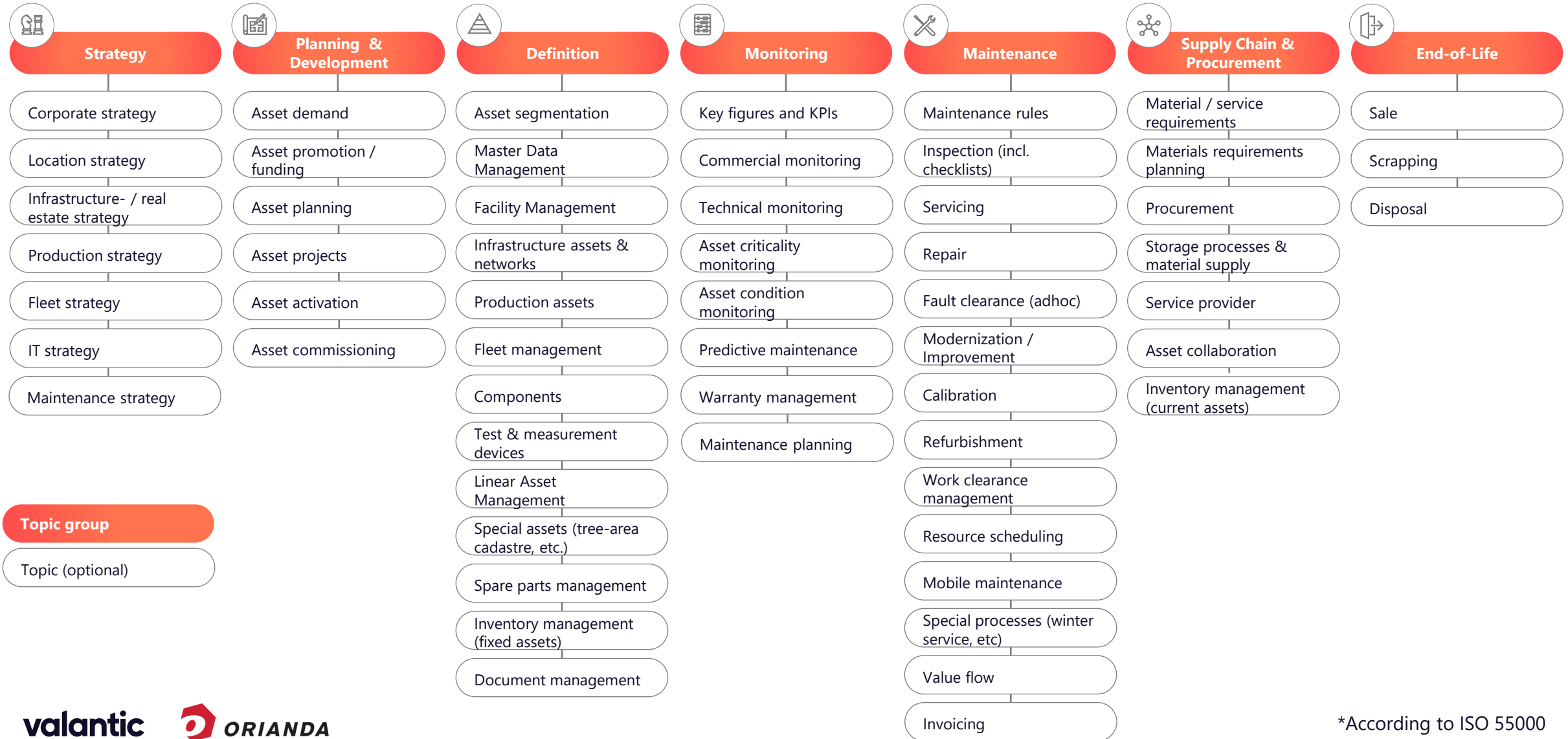
Minimize maintenance costs and unplanned downtime with predictive maintenance

Cooperation

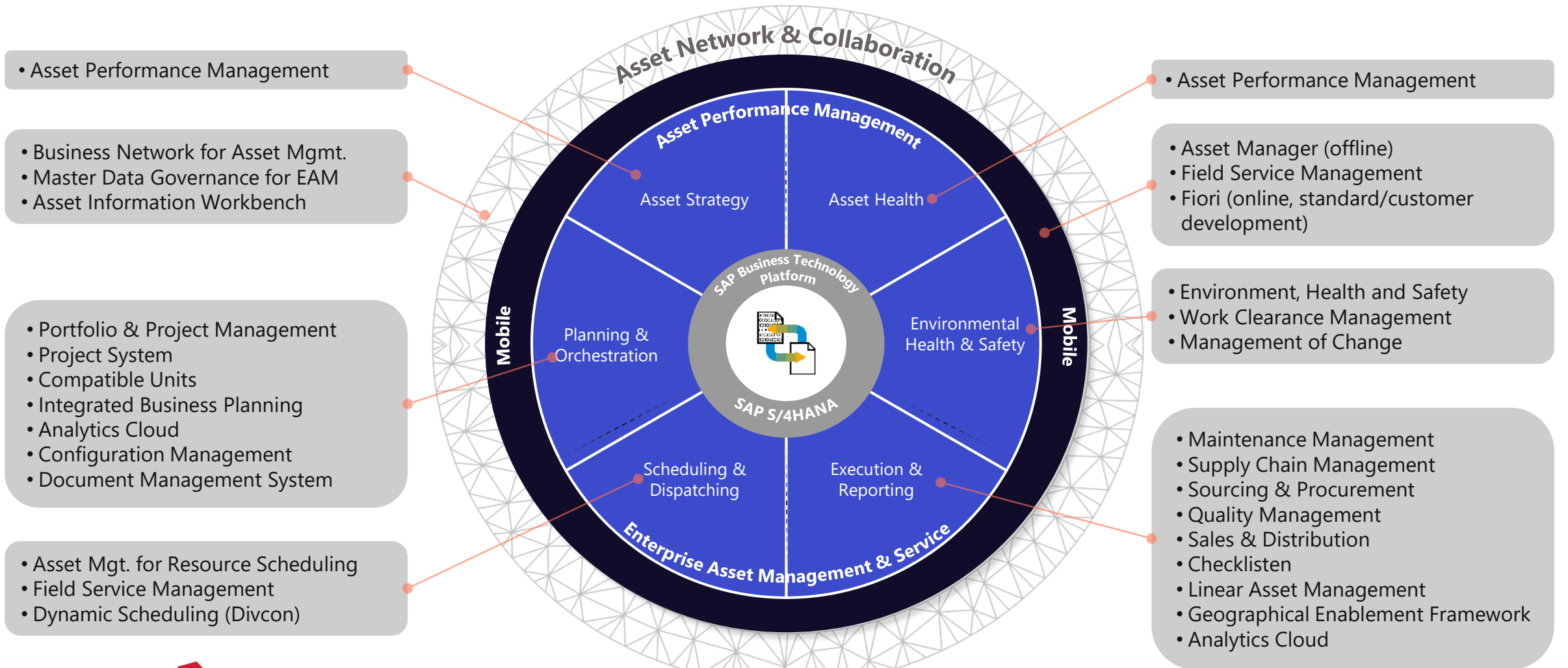
Automated data exchange between operators, manufacturers and maintainers of assets is becoming increasingly important



Futurize your Asset Lifecycle Management





SAP Intelligent Asset Management




S/4HANA Overview

Suite LoB Solutions

-  additional license
-  additional installation

SAP S/4HANA LoB Solutions

-  additional license

Sales

- SAP Sales Cloud; SAP CPQ
- SAP Commerce Cloud
- SAP Marketing Cloud
- SAP Qualtrics
- SAP Customer Data Cloud
- Sales Performance Management

- Order and contract management
- Salesforce support

Finance

- Governance, risk, and compliance
- Financial services network
- SAP Cash Application
- SAP Analytics Cloud incl. Planning
- SAP Profitability and Performance Mgt.

- Advanced accounting automation
- Integrated entity and group close
- Advanced financial operations
- Treasury & commodity management
- Real estate management
- Subscription billing & revenue management
- Accounting and financial close
- Financial operations
- Management accounting and financial analysis
- Enterprise risk and compliance

Manufacturing

- SAP Digital Manufacturing Cloud
- SAP Manufacturing Suite (SAP ME, SAP MII, Plant Connectivity)
- SAP Supplier Problem Solving (8D)

- Ext. production planning and scheduling
- Ext. production engineering and operations
- Environment, health, and safety

- Production engineering
- Production planning
- Production operations
- Quality management
- Manufacturing insights

Supply Chain

- SAP Integrated Business Planning
- SAP Global Batch Traceability
- SAP Logistics Business Network
- SAP S/4HANA Transportation Management
- SAP S/4HANA Extended Warehouse Management
- SAP Warehouse Insights


- Advanced warehousing
- Advanced transportation
- Advanced order promising
- Service parts distribution

- Inventory
- Warehousing
- Delivery and transportation
- Order promising
- Circular economy logistics



SAP S/4 HANA

Enterprise Management

SAP S/4HANA LoB Solutions

-  additional license

Suite LoB Solutions

-  additional license
-  additional installation

Service

- Service master data and agreement management
- Service operations and processes
- Service parts management

- SAP Field Service Management
- SAP Service Cloud
- SAP CRM

Asset Management

- Maintenance Management
- Asset operations and maintenance

- SAP S/4HANA Asset Management for Resource Scheduling
- Linear Asset Management
- SAP Geo Enablement Framework
- Work Clearance Mgmt.

- SAP Business Network Asset Collaboration
- SAP Asset Performance Mgmt.
- SAP Service & Asset Manager
- SAP Spatial Asset Management

R&D / Engineering

- Enterprise portfolio and project management
- Product engineering

- Extended enterprise portfolio and project management
- Product lifecycle management
- Product compliance

- SAP Enterprise Product Development (EPD)

Sourcing&Procurement

- Operational procurement
- Sourcing and contract management
- Supplier management
- Procurement analytics
- Invoice management

- Central procurement

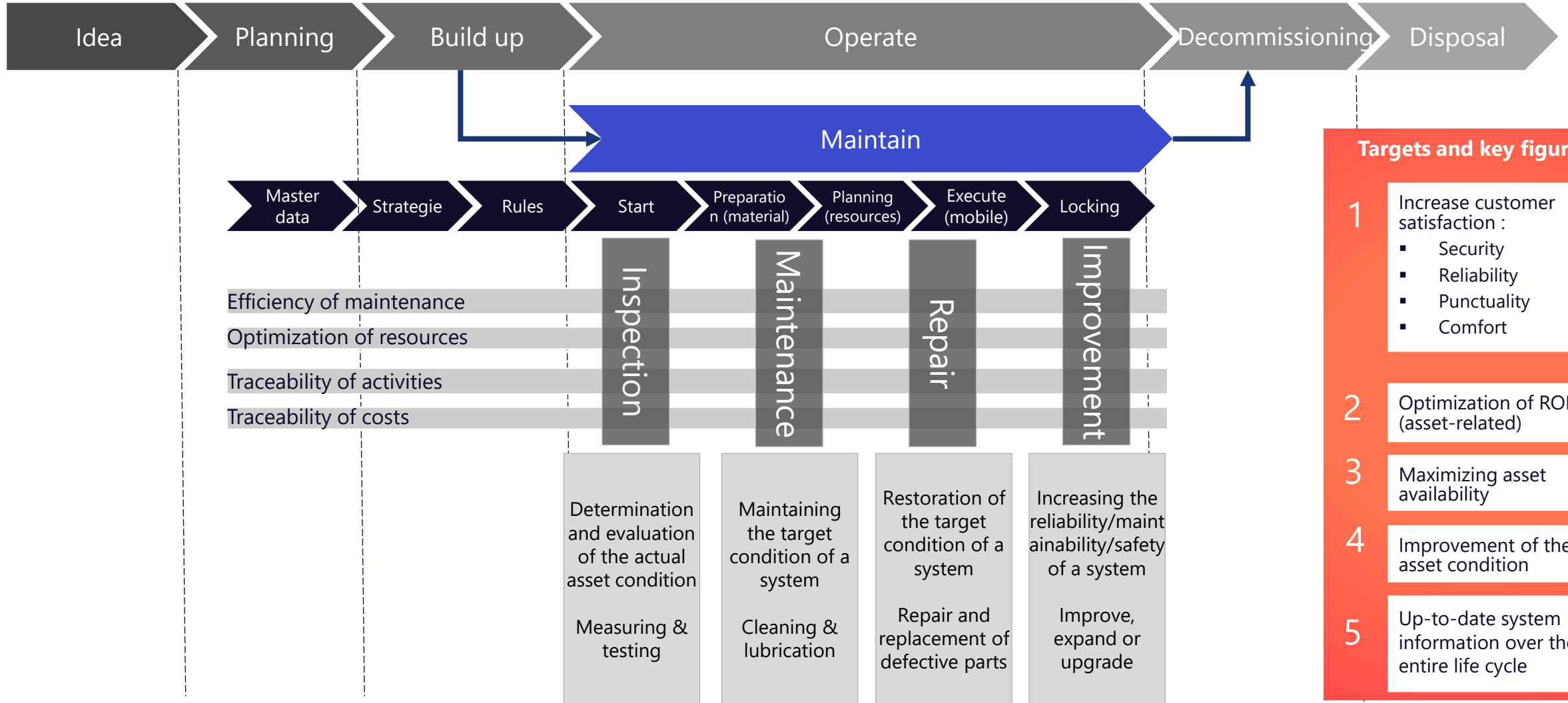
- Services Procurement
- Supplier management
- Collaborative Network
- Guided Buying
- Augmented Decision Making

Human Resources

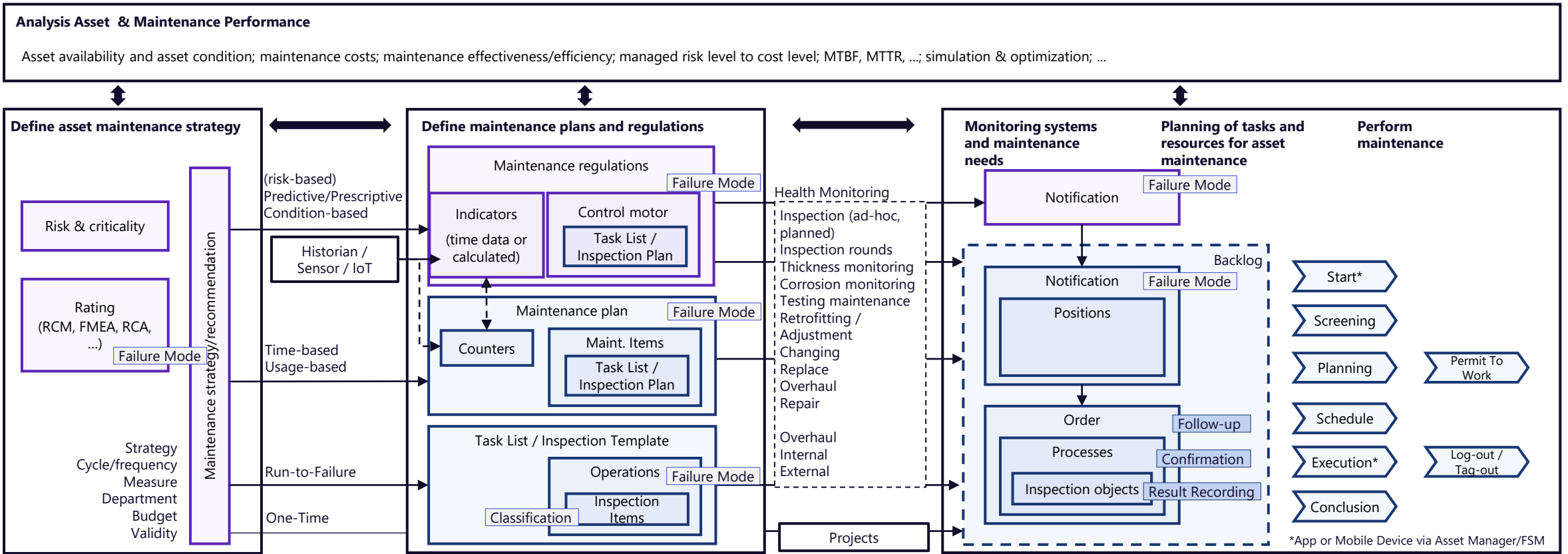
- Core HR and time recording

- Core human resources and payroll
- Talent management
- Time and attendance management
- Human capital analytics

Acquire to Decommission



Asset Performance Management und Maintenance Management



Reliability Engineer

Maintenance planner

Planners, managers, technicians

■ SAP Asset Performance Management (APM)

■ SAP S/4HANA Maintenance Management



Why are we commissioned?

- | | | |
|---|---------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Changing legacy systems | First-time introduction of an SAP EAM solution (paper), replacement of a non-integrated existing solution, heterogeneous EAM applications, switch to S/4HANA, introduction of a cloud solution, etc. |
| 2 | Cost pressure in maintenance & procurement | Efficient use of assets (availability, reliability) and/or increased RoA (return on asset), end-to-end cost transparency, etc. |
| 3 | Generation change & digitalization expertise | Generational change in employees or maintenance specialists, optimization of employee utilization, better or simplified work processes, reliable decision-making, etc. |
| 4 | Automation & mobilization | Automation of tasks, mobile maintenance solutions, consistency, transparency, traceability, legal certainty, etc. |
| 5 | Program investments | Use of government funding opportunities or special investments in the EAM environment, for example to modernize assets, modernize EAM processes and tools, etc. |
| 6 | High regulatory requirements | Legal certainty, traceability, increasing regulatory requirements, verification obligations (particularly in the areas of safety and health), etc. |
| 7 | Harmonization of master data and processes | Comprehensive asset segmentation, consistency of relationships between different data objects, comparability of processes, cross-system and cross-national standards |

SBB Passenger traffic

Initial situation

- Necessary realignment of rolling stock maintenance due to increased technical and regulatory requirements
- Maintenance processes not consistently supported by the system
- High manual effort during planning
- Lack of transparency regarding status and quality

Solution approach

- Mapping of the entire business process in SAP ERP
 - PM, PP, PS, MM, QM, DMS, etc.
- Vehicle stay is planned as a project, the vehicle-specific revision/modification is mapped with PS and PM resources
- Component maintenance/refurbishment is mapped in PM/PP
- Quality checks are integrated into SAP QM
- Mobile solution for order processing with Fiori apps
- Additional web-based order cockpit for order planning and execution
- Additional tool for the management of «maintenance products»

Added value

- Increased planning reliability and traceability by mapping the entire process in SAP ERP
- Reduction of the error rate
- Reduction of administrative effort → Increase process efficiency



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5'000 Orders per month

500 Mobile users

13'000 Fleet size

20% Shortened vehicle retention period

Railroad undertakings



#1 Largest alpine railroad
in Switzerland

384 km Route network

1'600 Full-time and part-
time employees

360 Mio. CHF Investment volume
(total)

220 Mio. CHF Investment volume
(infrastructure)

Initial situation

- Numerous and historically grown applications
- ERP use only by selected employees, mainly in administration (except service entry)
- Many specialist areas in maintenance with different processes
- Far-reaching modernization of hardware and software landscape is part of the corporate strategy

Solution approach

- Creation of a complete system design using a greenfield approach based on the latest SAP S4/HANA functions and experience from comparable companies
- Solutions for construction/investment projects, infrastructure maintenance and technical facility management
- Maintenance execution incl. checklists and logistics integration with the mobile solution SAP Asset Manager
- High user acceptance through consistent use of the SAP Fiori Launchpads
- Focus on automation of account assignment and budget allocation
- Special focus on raising awareness and training employees
- Orientation towards process leaders
- Consistent application of agile project methods (SCRUM)

Added value

- Standardized data structure and system processes for the customer's various departments
- High degree of system coverage, standardization and digitalization thanks to SAP S/4 HANA as the new ERP system
- Basis for the continuous improvement and expansion of system utilization
- Standardized processes in maintenance, construction and project management

Nordic Rail Service GmbH

Initial situation

- Subsidiary of the LHG (Lübecker Hafen-Gesellschaft)
- Maintenance service provider for freight car lessors
- Service process partly in Excel & partly in SAP
- Increasing divergence in customer service codes
- Customer demand for invoices in ZUGFeRD format

Solution approach

- Implementation / Customizing of SAP CS, EAM (PM) and SD
- Consistent mapping of the service process in SAP
- Provision of invoices in ZUGFeRD format
- Analysis use of SAP S/4HANA standard apps & support in setting up the Fiori Launchpad/ Cloud Connector

Added value

- Mapping the service process end-to-end in the SAP standard
- Improvement in customer satisfaction through, among other things, invoices in ZUGFeRD format (end-to-end invoicing process)
- Ensuring future viability thanks to the digitalization of service processes
- Basis for detailed evaluations & further digitization
- Increasing the efficiency of the service process & minimizing susceptibility to errors



15 Employees involved

13 Mobile users

Approx. 700-800 Orders per year

Approx. 500 Spare parts/ materials

Approx. 5'000 Service codes across all customers

Austrian municipal utility



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20'095 km

Electricity grid (extra-high, medium and low voltage)

46

Substations

1'238'000

Customers

Approx. 500

User (Mobile, Flowers, GUI)

Initial situation

- Heterogeneous asset/division-specific processes & systems
- Numerous, historically grown applications
- SAP ERP only used for commercial processes
- Orianda with focus on EAM as part of an interdisciplinary project team

Solution approach

- Consistent & uniform mapping of maintenance processes in SAP EAM
- Mapping of all assets in SAP in standardized structures
- Introduction of customized FIORI apps for common use cases
- Implementation of the SAP checklist solution
- Resource deployment planning
- Mobile maintenance execution
- Interfaces: GIS, construction site calculation tool
- Gradual go-live

Added value

- Shortening process throughput times
- Standardized & consistent order management
- Digitized, integrated on-site documentation of the implementation of measures
- Increased transparency in order processing
- Linking technical documentation and asset accounting
- Efficient & prompt evaluation of network data

Food industry

Initial situation

- A central SAP ERP system after the merger of two companies
- Paper-intensive processing of maintenance activities in the workshops
- Lack of transparency regarding planning, progress and documentation of maintenance activities and costs
- Low quality of documentation
- No integrated maintenance processes

Solution approach

- Recording and evaluation of site specifics
- Fit-to-standard workshops to record requirements or gaps compared to the standard/best practice
- Rapid development of a prototype including mobile maintenance processing (SAP Asset Manager)
- Iterating workshops with increasing process depth to improve the quality of the system, processes and usability

Added value

- Company-wide harmonized maintenance processes
- Transparency, plannability and documentation of maintenance measures
- Complete traceability along the entire process chain
- Significant reduction in paper consumption
- High acceptance of the application thanks to maximum usability



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> 5'000 Machines and production aids

Approx. 100 Mobile users

1 Year Time until go-live

Dairy industry

Initial situation

- Heterogeneous maintenance processes & tools (Outlook, Excel, ...)
- High degree of reactive maintenance
- High requirements in terms of process quality and documentation (IFS)

Solution approach

- Harmonization of asset master data
- Mapping of E2E maintenance processes
- Recording and evaluation of site specifics
- Complete integration Value flow
- Mobile solution based on Fiori for order processing

Added value

- Reduced system complexity
- Increased user acceptance through user-friendly & efficient system operation
- Company-wide, standardized maintenance processes
- Transparency, plannability and documentation of maintenance measures
- Foundations for future maintenance strategies



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5 Production plants

> 1'000 Employees involved

> 330 Users

> 6'000 Machines and production equipment

Medical technology

Initial situation

- Several plants in Taiwan & the USA
- Different maintenance processes & maintenance tools
- Planning / communication via MS Outlook & Excel, etc.
- High requirements in terms of process quality & documentation (GxP)
- Consolidation of the SAP ERP systems into one central system

Solution approach

- Implementation of SAP EAM and SAP Asset & Service Manager
- International rollout
- Fit-gap workshops on the adoption of standard & best practices
- Sighting & handling of plant specifics
- Process workflow for systems (procurement /.../ calibration /.../ decommissioning)
- Continuous improvement process with regard to system quality, processes & usability

Added value

- Ensuring GMP conformity
- Traceability of the maintenance history incl. change management
- Increase in process quality
- Increasing efficiency & effectiveness through mobilization
- High data quality & data transparency as the basis for strategic decisions
- Sustainable reduction in costs, e.g. by eliminating unnecessary travel times or the management of archiving rooms



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> 6'000

Machines and
production
equipment

Approx. 150

Mobile users

Sep. 21

Release 1: US-plant -
EAM

Nov. 22

Release 2: TW-plant –
EAM incl. Asset
Manager

Pharmaceutical industry

Initial situation

- GMP relevant environment & processes
- Order contents as SOP in Word form
- Order planning with our own database-based solution
- 50 years of paper-based maintenance

Solution approach

- Concept & prototype from requirements catalog
- Implementation based on use cases (introduction of SAP PM & QM)
- User-friendly solution for calibrations & measurement results
- Personal assignment of individual transactions

Added value

- Ensuring GMP conformity
- Increasing efficiency & effectiveness through mobilization
- User-friendly & process-controlled application
- Significant reduction in paper consumption & archiving costs
- Validated software solution for maintenance & calibration
- High data quality & data transparency as the basis for strategic decisions



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4'100 Technical installations

26'000 Technical seats

Approx. 350 User

Thank you for your attention!



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a valantic company**

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