

marco Systemanalyse und Entwicklung GmbH, Dachau, Germany

# SAP S/4HANA Conversion – Business Processes Migrated to a New IT-Landscape with the Brownfield Approach



To help us to become an “Intelligent Enterprise”, we knew that itelligence would be our partner of choice to support us in implementing SAP S/4HANA. Our long-standing partnership, the many successful joint projects under our belts and itelligence’s extensive industry and SAP expertise made the choice an easy one.

Amalie Krämer, Commercial Manager / Authorized Signatory at marco Systemanalyse und Entwicklung GmbH

## Challenges

- Replacement of the current database and SAP ECC 6.0 EHP 0 legacy system
- Integration of customer owned developments within the new solution

## Benefits

- In-memory database enables large amounts of data to be analyzed in real time
- Easier integration of new SAP solutions allows faster innovation cycles
- New functions as a basis for process optimization within Product Lifecycle Management
- Enhanced user experience thanks to the support of innovative technologies such as the highly intuitive SAP Fiori user interface

## Solutions

- SAP S/4HANA Readiness Check as part of a roadmap workshop
- SAP S/4HANA Conversion – Brownfield Approach

## Why itelligence?

- Reliable partner with an in-depth understanding of the customer’s needs
- Extensive industry and SAP expertise
- Successful joint projects in the past

Goal achieved at lightning speed: Go-live in just

# 8 months



Analysis of large amounts  
of data in

real time

### From an SME to an International Group

Since its founding in 1982, marco Systemanalyse und Entwicklung GmbH has grown into an internationally active, medium-sized group company. The market leader and machinery supplier sells electrohydraulic control systems for mining machinery all over the world. In addition to customer-specific mining applications, however, the company also manufactures software for automating production systems as well as high-performance dispensing systems and valves for industrial use. Initially based exclusively in its production and company headquarters in Dachau, marco now has worldwide service branches in China, Korea, Australia, Russia and Ukraine.

### System Analysis for the Perfect Future Strategy - SAP S/4HANA Readiness Check

The business relationship between marco and itelligence began back in 2007. Started with an SAP implementation project, marco has reached another major milestone within Digital Transformation. With the SAP S/4HANA Conversion, the machinery supplier is already prepared for the end of the maintenance period of its ERP predecessor in 2025. Successful projects in the past and numerous itelligence awards – including SAP Platinum Partner and SAP S/4HANA Adoption Partner of the Year – made it easy for marco to choose the right partner. As part of the Readiness Check performed during the Roadmap Workshop, the old system was analyzed to gain a detailed overview of the action to be taken and expected system changes.

### Conversion with Brownfield Approach – In just 8 months to an Innovative Solution

With the goal to adopt old processes and functionalities as far as possible into the future solution, the transition to SAP S/4HANA was completed by using the Brownfield Approach. While the Greenfield Approach means installing the new SAP system according to best practices and restructuring business processes from scratch, the Brownfield Approach involves the purely technical conversion of the already existing system. In this context, itelligence converted the SAP ECC 6.0 EHP 0 used by marco to SAP S/4HANA in phases using standard SAP conversion tools. Processes and proprietary developments were adapted by itelligence in just 8 months.

### Innovation on the Move – The Journey to an Intelligent Future

Thanks to SAP S/4HANA, marco is well on the way to becoming an Intelligent Enterprise. Especially in the field of Product Lifecycle Management (PLM), the machinery supplier plans to further optimize existing processes – a task that can now be accomplished thanks to this innovative solution. In addition to that, marco benefits from the increased software compatibility to third-party providers in the field of PLM, which makes it easier to implement new solutions. Last but not least, the ability to analyze large amounts of data in real time is just one of many advantages. With itelligence, marco has found an expert partner possessing an in-depth knowledge of the industry and the company's requirements.



**Company:**  
marco Systemanalyse  
und Entwicklung GmbH

**Industry:**  
Electronics and high-tech

**Products:**  
Electrohydraulic control  
systems

**Number of employees:**  
220 (2019)

**Sales worldwide:**  
MEUR 56 (2018)

**Headquarters:**  
Dachau, Germany

**Website:**  
[www.marco.de](http://www.marco.de)