

Increasing Productivity through Digitization

How Kokuyo Camlin Ltd. used the switch from ECC to SAP S/4 HANA 1610 to digitize the business and connect all the processes.

THE ENTERPRISE

Kokuyo Camlin Ltd. is a consumer goods manufacturer. Their product range includes products in the sector like Art Materials, Writing Instruments, and Office Products. They have a headcount of over 700 employees generating an annual revenue of US\$ 1 Billion.

THE BUSINESS CHALLENGES & IT ALIGNMENT

Camlin wanted to leverage SAP S/4HANA technology to improve productivity and help in the digitization of business processes.

They wanted to connect all the business functions – Project Planning, purchases, [vendor management](#), quality check, sales and marketing, market demand and supply analytics, project management, and its phase-wise status reports/control, etc. to work hand-in-hand and create a collaborative environment to increase the efficiency of the system.



THE SOLUTION WALKTHROUGH

Nihilent helped Camlin in two phases. The first phase was to do a PoC for moving the SoH system to SAP S/4HANA 1511. The PoC was one of the world's first move to SAP S/4HANA. And this was done to give Camlin confidence of moving their production system to SAP S/4HANA when most SAP customers were still on ECC. The SAP Germany team was involved in the PoC. The second phase involved the actual move

[SAP S/4HANA](#) 1610. SAP Readiness Check was performed to summarize the most important aspects of the conversion in an easily consumable way before using the tools to convert to SAP S/4HANA.

POST-DEPLOYMENT BENEFITS

The use of best practices helped them reduce end user efforts. The solution streamlined the design of data upload programs in SAP leading to reduced ongoing maintenance. The Business was equipped with smarter Fiori Apps and the system operational efficiency was increased due to reduced data footprint and use of more productive Fiori based transactions.