



ORIANDA

a valantic company

valantic



Futurize your Asset Lifecycle Management

Optimize your end-to-end processes

OUR MOST VALUABLE ASSET

The Orianda Family



Our strength

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.

Partner in Crime

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

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+ Jahre Asset Lifecycle Management with SAP

#1

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

+ 600

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



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

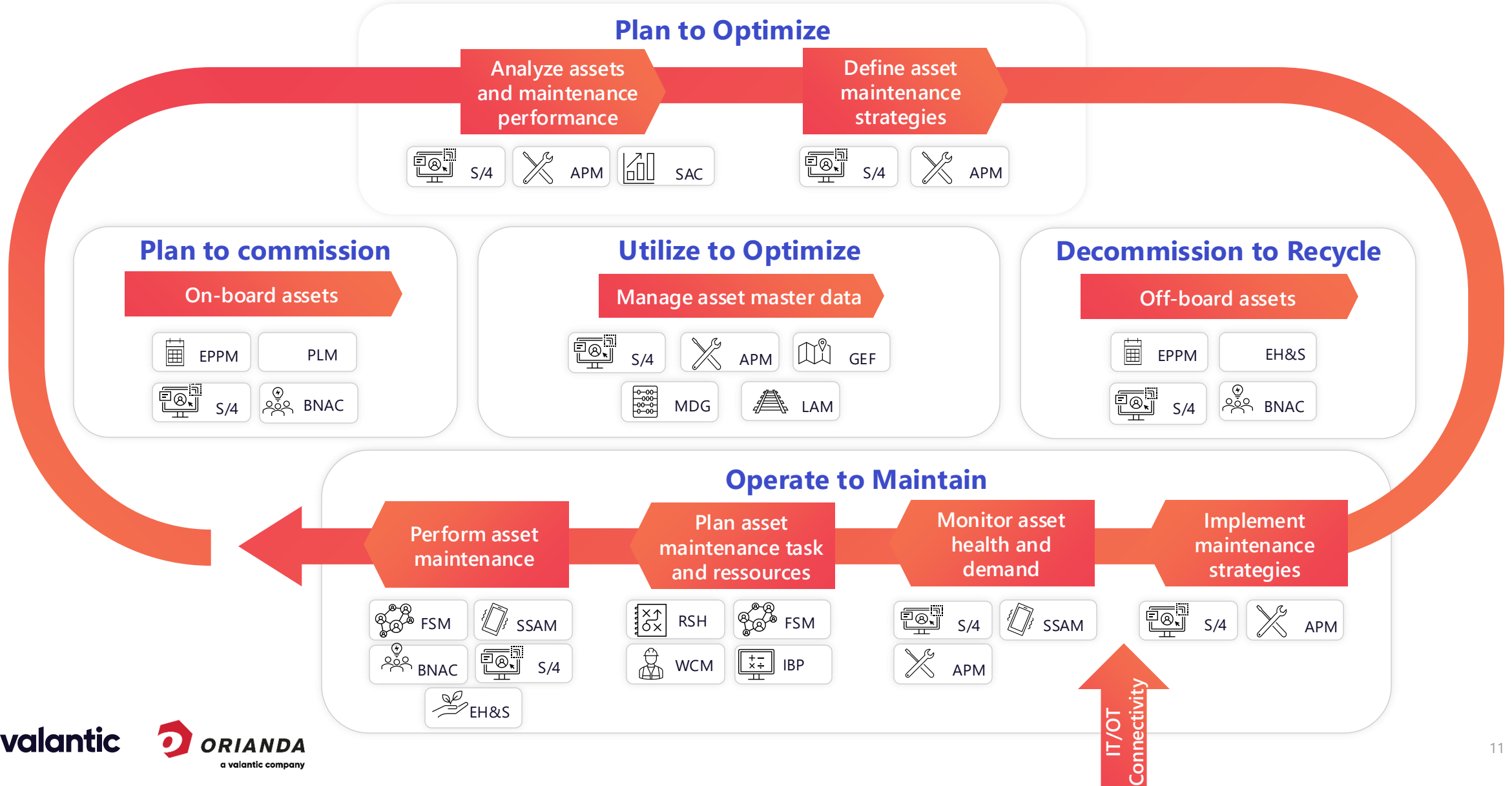
Automated data exchange between operators, manufacturers and maintainers of assets is becoming increasingly important



Futurize your Asset Lifecycle Management





Intelligent Asset Lifecycle Management with SAP




S/4HANA Overview

Suite LoB Solutions

-  additional license
-  additional installation


SAP S/4HANA LoB Solutions

-  additional license



SAP S/4 HANA

Enterprise Management

SAP S/4HANA LoB Solutions

-  additional license

Suite LoB Solutions

-  additional license
-  additional installation

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

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

Service

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

- Maintenance Management
- Asset operations and maintenance

Asset Management

- 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

- Enterprise portfolio and project management
- Product engineering

R&D / Engineering

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

- SAP Enterprise Product Development (EPD)

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

Sourcing&Procurement

- Central procurement

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

- Core HR and time recording

Human Resources

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



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 |

Digital Transformation – Project QUER

Initial situation

- Numerous and historically grown applications
- Complex multitude of interfaces
- A far-reaching modernization of the hardware and software landscape has been part of the corporate strategy since 2018

Solution approach

- Orientation towards process leaders
- Creation of a complete system design using a greenfield approach based on the latest SAP best practice processes and experience from comparable companies
- Combination of on-premise and cloud solutions
- Solutions for vehicle maintenance, construction projects, infrastructure maintenance and technical facility management
- Maintenance execution including checklists and logistics integration with the mobile solution SAP Asset Manager
- Resource deployment planning with Divcon Dynamic Plan
- Consistent application of agile project methods (SCRUM) Special focus on raising employee awareness and training

Added value

- Improved efficiency and use of resources
- Reduction of high stock levels through standardized system processes
- High degree of system coverage, standardization and digitalization
- Use of SAP Asset Manager enables mobile process handling along the asset lifecycle in the areas of rolling stock and infrastructure



Rail transport

Largest alpine railway Switzerland

#1

Route network in km

384

Investment volume total CHF

360 Mio.

Investment volume (infrastructure)

220 Mio.

Complex rail vehicle maintenance

Initial situation

- Necessary realignment of rolling stock maintenance due to increased technical and regulatory requirements
- Maintenance processes not fully supported by the system
- High manual effort in planningLack 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 maintenance 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 inspections are integrated in SAP QMMobile 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 in the error rate
- Reduction in administrative effort and increase in process efficiency



Rail- and public transport

Orders per month **5000**

Mobile users **500**

Fleet size **13000**

Shortened vehicle stay **20%**

Handling maintenance processes with checklists

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

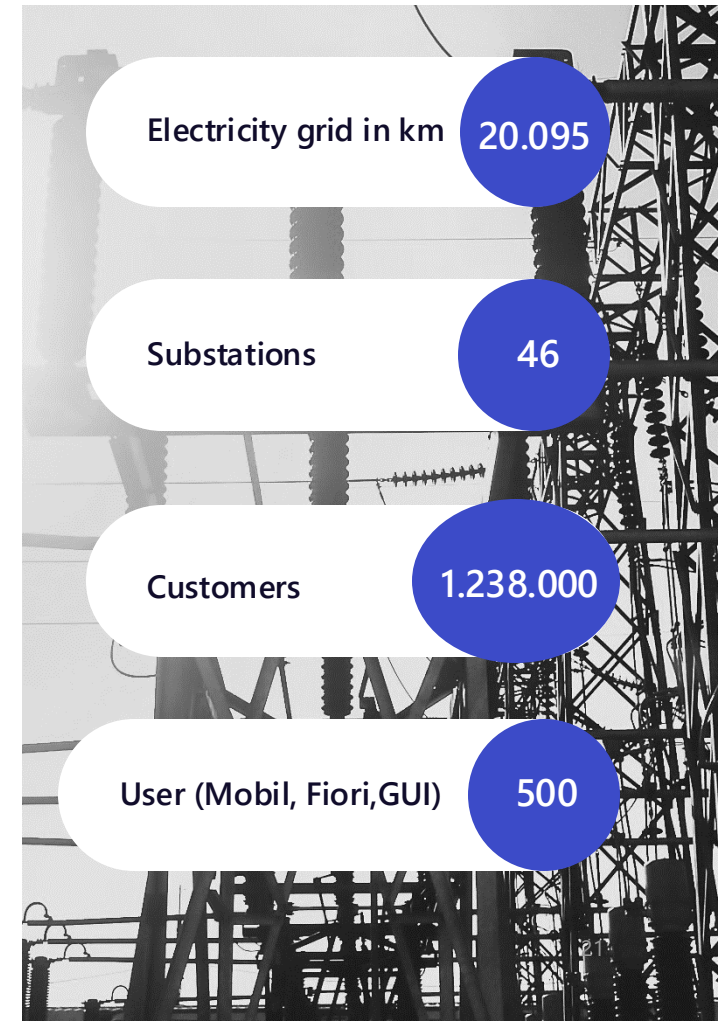
- Consistent & uniform mapping of maintenance processes in SAP EAM
- Mapping of all assets in SAP in standardized structures
- Introduction of customized FIORI apps for common use cases
- Implementation of the SAP checklist solution
- Resource deployment planning
- Mobile maintenance execution
- Interfaces: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

Added value

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



Energy production & transmission grids



Digital transformation: construction and project management

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- Mapping of the entire business process in SAP ERP PM, PP, PS, MM, QM, DMS, etc.
- Vehicle maintenance is planned as a project, the vehicle-specific revision/modification is mapped with PS and PM resources
- Component maintenance/refurbishment is mapped in PM/PPQuality inspections are integrated in 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
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Mobile users **500**

Fleet size **13000**

Shortened vehicle stay time **20%**

Digitally integrated E2E Mapping of EAM business processes

Initial situation

- Fragmented IT system landscape for managing maintenance processes for energy systems
- Operational maintenance planning takes place in a non-SAP application that is not integrated
- Data was managed decentrally at application level
- Requirements for end-to-end asset lifecycle management and the latest maintenance strategies not in place

Solution approach

- Prototyping, technical go-live and location-based go-live (until 2026)
- Harmonization of asset master data and maintenance rules and regulations
- Mapping of E2E maintenance processes (maintenance, inspection, repair, fault clearance, work clearance management)
- Integration of SAP-based maintenance processes with a non-SAP solution for work clearance management
- Integration of SAP-based procurement processes with a non-SAP system-supported resource deployment planning
- Mobile processing of orders incl. checklists (SAP Asset Manager, Fiori apps) Time and activity recording Complete integration into the value flow
- Process-related integration of materials management and procurement into existing Group applications

Added value

- Reduced and needs-oriented IT system landscape
- User-friendly and efficient system operation (reduction in complexity and effort)
- Consistent and optimized E2E maintenance processes
- Efficient resource deployment planning and optimized employee utilization incl. integration of external service providers
- Basis for future maintenance strategies



Rail- and public transport

Users

380

Hydroelectric power plants

9

Substations

62

Solar systems (parks)

45

Digital and optimized service process for the maintenance of freight wagons

Initial situation

- Subsidiary of LHG (Lübecker Hafen-Gesellschaft)
- Maintenance service provider for freight car rental companies
- Service process partly on Excel & partly in SAP Increasing divergence in customers' 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 Fiori
- Launchpads /Cloud Connector

Added value

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



Rail- and public transport

Employees involved **13**

Orders per year **800**

Spare part/materials **500**

Service codes across all clients **5000**

Introduction of an integrated SAP-based maintenance solution

Initial situation

- A central SAP ERP system following 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

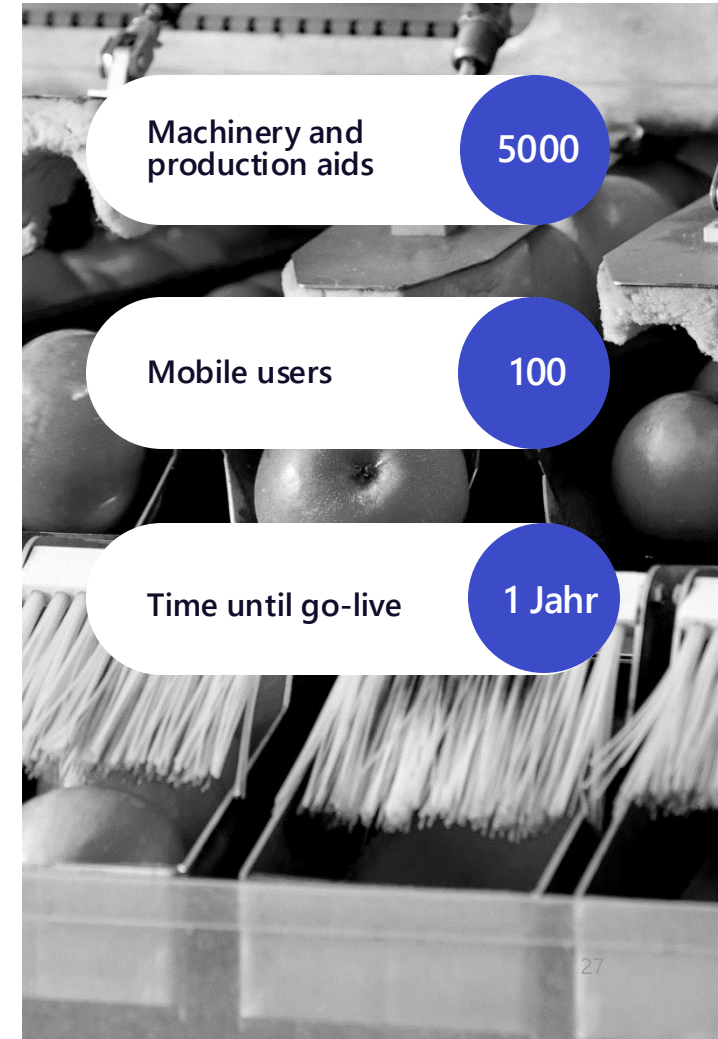
- Recording and evaluation of site specifics
- Fit-to-standard workshops to identify requirements and gaps compared to the standard/best practice
- Rapid development of a prototype, including mobile maintenance processing (SAP Asset Manager)
- Iterating workshops with increasing process depth to improve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

Added value

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



Food industry



Machinery and production aids

5000

Mobile users

100

Time until go-live

1 Jahr

Global digitalization of EAM processes & systems, incl. mobile solution

Initial situation

- Several plants in Taiwan & the USA
- Different maintenance processes & maintenance tools
- Planning / communication via MS Outlook & Excel, among others
- 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 for the adoption of standard & best practices
- Review & handling of plant specifics
- Process workflow for plants (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
- Increased efficiency & effectiveness through mobilization
- High data quality & data transparency as a basis for strategic decisions
- Sustainable reduction in costs, e.g. by eliminating unnecessary travel times or the management of archiving rooms

Medical engineering

Machinery and production equipment

<6000

Mobile users

150

Release 1: US plant EAM

Sep 21

Release 2: TW plant EAM/Asset Manager

Nov 22

Digital Asset Lifecycle Management in the GMP area

Initial situation

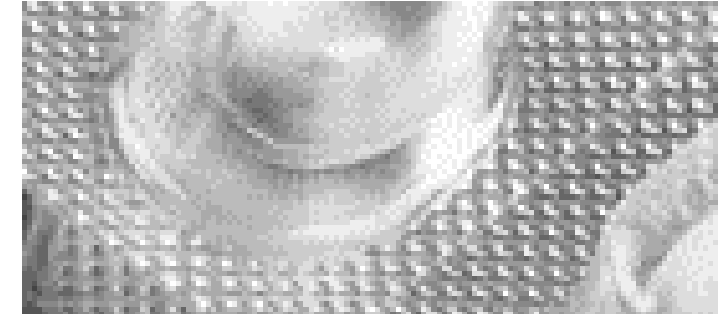
- GMP relevant environment & processes
- Order contents as SOP in Word form
- Order planning with own database-based solution 50 years of paper-based maintenance

Solution approach

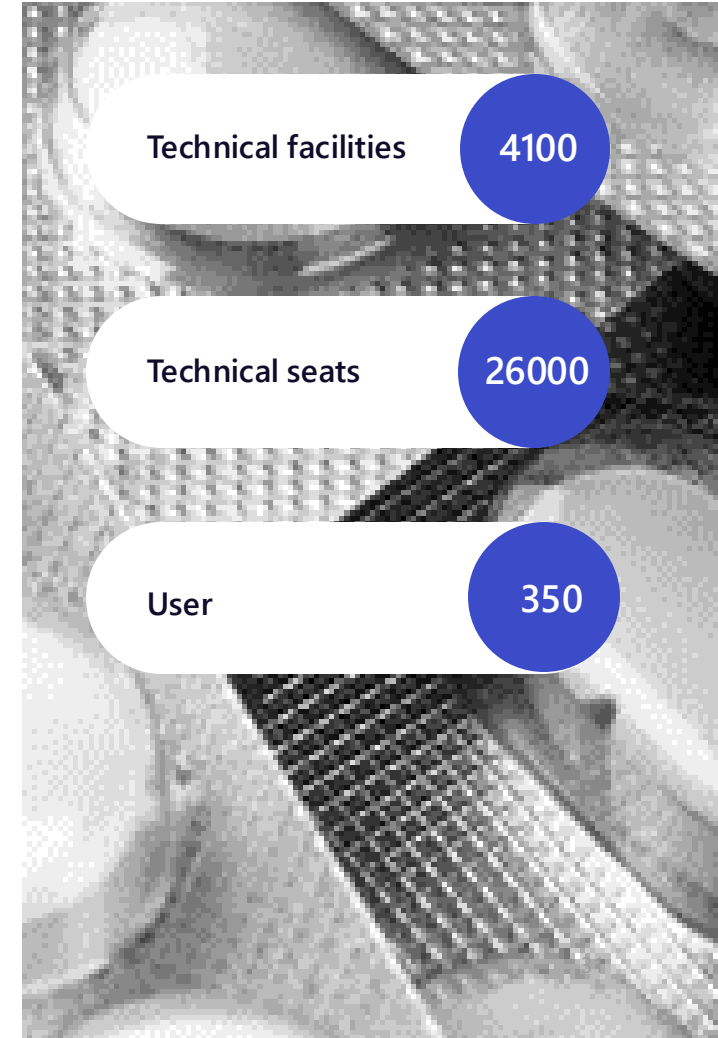
- Concept & prototype from requirements catalog
- Implementation based on use cases (introduction of SAP PM & QM)
- User-friendly solution for calibrations & measurement results
- Person-related assignment of individual processes

Added value

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



Pharmaceutical industry



Thank you for your attention!



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a valantic company**

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