

Executing Phase 1A of an SAP S/4HANA Implementation for a Hardline Retailer

Established in 1922 and remaining family-owned for nearly a century, the client is a leading provider of tire and automotive services throughout the Midwest region. They offer an extensive portfolio of premium tires from renowned brands at consistently competitive prices, guaranteed to be the lowest in the market. In addition to tires, they provide services like light automotive repair, auto glass replacement, and corporate fleet maintenance.

The client has been growing via organic expansion and acquisition over the years with significant growth planned in the coming years. To support growth well into the future, the client engaged Clarkston for their help with initiating a business transformation and re-imagining of the core IT landscape. To enable this transformation, the client sought to thoughtfully decommission their homegrown ERP solution in favor of a modern, cloud-based solution, selecting SAP S/4HANA to be the core of this new landscape.

The recent go-live (Phase 1A) delivered the core financial engine, which included:

- General Ledger
- AP Management
- AP Invoice Doc Management
- AR & Billing (B2B)
- Treasury
- Financial Reporting

The 2025 go-live (Phase 1B) will deliver supply chain functions, notably Procurement & Inventory Management, as well as centralization of Fixed Assets.

Retail Case Study

PROJECT OVERVIEW



INDUSTRY:



Retail

PRODUCT AND SERVICES:



Tire and Automotive Service

PRIMARY OBJECTIVES:

- Re-platform the brand's current, homegrown technology stack to a state-of-the-art solution built around best-in-class Software-as-a-Solution (SaaS) packages
- Implement an ERP system for core finance and supply chain functions as well as ancillary core systems and infrastructure

RESOLUTION:

- Introduced a streamlined and scalable Accounts Payable (AP) process (store-level as well as centralized)
- Brought the chart of accounts into best practice to better facilitate real-time reporting & analytics (including store-level financial reports)
- Strengthened integrations across the landscape, including to vendors and banks, to maximize end-to-end automation opportunities

KEY BENEFITS:

- Enhanced productivity for in-scope business areas, most notably within the AP function
- Minimized store-facing disruptions during the implementation process
- De-risked the client's tech stack by decommissioning their aging, homegrown ERP functions in favor of a cloud-based & best-in-class SAP solution

KPIs

- Established a core SAP community of finance users and support resources
- Introduced automation for batch processing of financial tasks and established interfaces with banks and partners
- Implemented a flexible, store-facing reporting solution to offer greater visibility to stores of their own P&L
- Trained 27 users over 26 hours using 70+ training simulations

CONTACT US

