



27-29 April, 2021 | Digital Event

International SAP Conference for Mining and Metals

Speaker:
Manuel Robalinho



SAC to the Global Budget Company



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International SAP Conference for Mining and Metals

Agenda Day 2 - April 28, 2021

Click Here	Click Here	Click Here	Click Here
Mining & Metals Track	Building Materials Track	Chemicals Track	Forest Products, Paper, and Packaging Track

16:00 -
16:30

SAP Analytics Cloud to the Global Budget Company

Manuel Robalinho, SAP Consultant, Grupo Aço Cearense

This presentation will share the use case for using SAP Analytics Cloud for a company's global budget. Grupo Aço Cearense will talk about the OPEX budget, CAPEX, supplies, stock, payroll and taxes.

<https://www.tacevents.com/us/events-uk/international-sap-conference-for-mining-and-metals/agenda/>

Company Information



Headquarters Fortaleza, Ceara, Brazil

Industry Steel Industry

Web site Grupo Aço Cearense

For over 40 years in the Brazilian steel market and with a portfolio of 16,000 customers across the country, the Aço Cearense Group stands out for its growth and representativeness achieved in the steel market. It is a regional leader in the sector, with a production capacity of 1 million tons / year and a turnover of R \$ 3.6 billion in 2020.

+40

Years in the market

+16m

Customers all over Brazil

+1m

Tons per year of productive capacity

3.6bi

Billing in 2020



SAP® Analytics Cloud

“Grupo Aço Cearense uses SAP Analytics Cloud to manage and streamline the company’s budget processes and operations.

Thanks to this unique platform, we’re able to spend less time on budget processes and more time on scenario analysis, so we can improve future sales and margin results.”

Mr. MANUEL ROBALINHO

SAC Consultant of GAC

Challenge

Encompass all administrative, commercial, and industrial areas of business, so that budgeting is fast, accurate, and promotes budget versions that deliver planned income statement and cash flow reports.

Solution

We use SAC with specific models for OPEX, CAPEX, payroll, supplies, inventory, production and reporting. Each model interprets its calculation algorithms, through scripts sharing information with subsequent models in terms of budget flow.

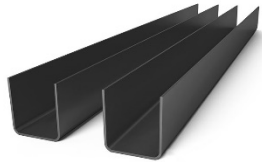
Outcome

Our budget is distributed among various companies and operating areas, with a total of 130 users who enter the information on the SAC platform. The presentation of a scenario is fast enough and assertive so that today we make several versions to adapt to the best world scenario of steel production and trade. The company has moved from a mid-year review budget to quarterly forecasts.

70% increased productivity during planning

40% increased budget reliability

60% increased flexibility to evaluate new scenarios



Business Challenges and Objectives

Challenges:

- Bring together consulting company and key-user specialists from each area of Grupo Aço Cearense, in order to pass their knowledge to the implementation company.
- The partnership between key-users, and implementation company allowed Grupo Aço Cearense to incorporate the best technology practices brought by Solveplan and the best business practices provided by key-users into SAC.
- Develop a robust and flexible platform, with access to SAP ECC information, to leverage our system's historical data for the desired insights associated with a budgeting tool.
- Use information from external (non-SAP) systems to enrich budget information.

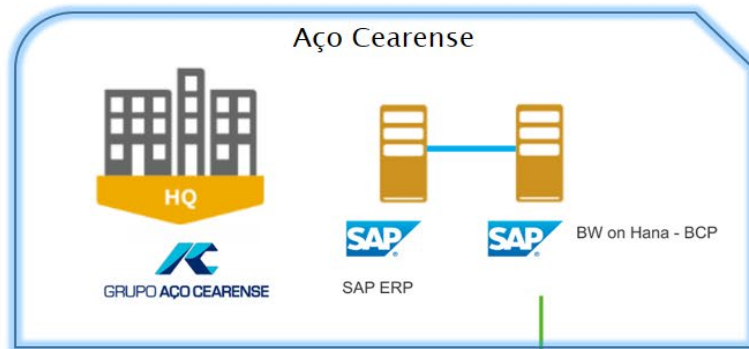
Objectives:

- Develop a decentralized corporate tool to collect information for the company's budget on a monthly basis.
- Allow monthly, quarterly or semi-annual reviews.
- Allow multiple versions of the same budget.
- Access external payroll and vacation registration systems for easy access to planning information.
- Use the capacity of production centers as a budget constraint.

Project Details

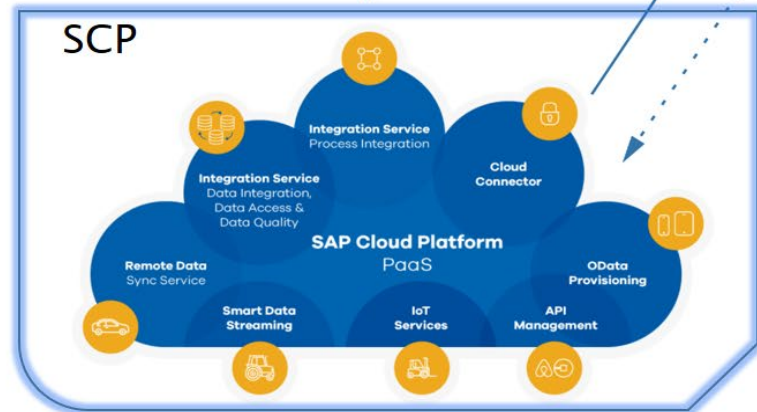
- Project was implemented in **SAC planning tool**, for the areas:
 - ✓ Commercial,
 - ✓ Supplies,
 - ✓ Inventory,
 - ✓ CAPEX,
 - ✓ OPEX,
 - ✓ Financial,
 - ✓ Steel Production and Forest Production.
- The budget is **multi-company, multi-currency and multi-version**.
- It aims to present quickly and consistently a **balance sheet and P&L planned** of the group Aço Cearense.
- We had **5 month's** of project
- **19 persons** involved in the project:
 - 9 Key-users
 - 4 SAC Consultants
 - 3 Aço Cearense Consultants

Architecture



SAP Cloud Connector

SAC Licenses
130 Planning Standard
1 System/Developer



Large implemented areas



Deployment

Status: **LIVE**

Date:

OCTOBER 2018

Number Users:

130



Production costs

Forest
Production
Costs



Payroll




S&OP



Asset
Accounting/
Capex



OPEX




Stock



Production
and
Consumption
Matrix



Supplies
Chain




Freight



Taxes



Financial



P&L, Cash
Flow

Benefits and outcomes

Deployment

Status: LIVE

Date:

OCTOBER 2018

Number Users:

130

Business

- -66% time required to draft a budget.
- We now have all auditable values and in one system.
- Setting clear and challenging goals for smarter resource utilization and maximizing earning opportunities.
- Creating a historical information base is one of the biggest benefits generated in the medium and long term. This tool allows the creation of a database that is incrementally formed over months and years.

IT

- SAP Analytics Cloud has made the technology easier because it has yielded 100% into our IT processes.
- It also broke an internal paradigm of working business processes in the cloud.

Human Empowerment

- As budgeting has become participatory (130 users participate in keying values), credibility, accountability, and auditing have created more confidence in budgets and made people who develop the budget more credible.
- Responsibility Sharing: The decentralized budget methodology naturally generates greater integration of managers with a clear definition of roles and responsibilities.
- Simple and affordable Performance Indicators for top management.

Thanks!

GRUPO AÇO CEARENSE  ANOS