



**TECNICS**

**Leveraging SAP To Enrich  
Business Process**

# About TECNICS

TECNICS Integration Technologies is a global leader in Security, Cybersecurity, Cloud integration and automation, and financial IT services, specializing in automating processes, digitalizing finances, and creating custom workflows for financial management. Founded in 1998, our 800+ consultants have implemented thousands of projects worldwide. We transform legacy infrastructure into fully integrated solutions, empowering our clients to better serve customers and stakeholders

Our SAP practice is led by a highly experienced SAP Professional with over 38 years of experience, specializing in SAP project Delivery. He worked in Organizations like MICROSOFT, SAP India, and PHOENIX Business Consulting. He has vast experience in delivering complex implementation and upgrade projects with global templates and rollouts including S/4 HANA and Rise with SAP. As a leader with substantial hands-on experience, his philosophy and values have enabled him to succeed and inspire others.

# SAP Expertise and Support:

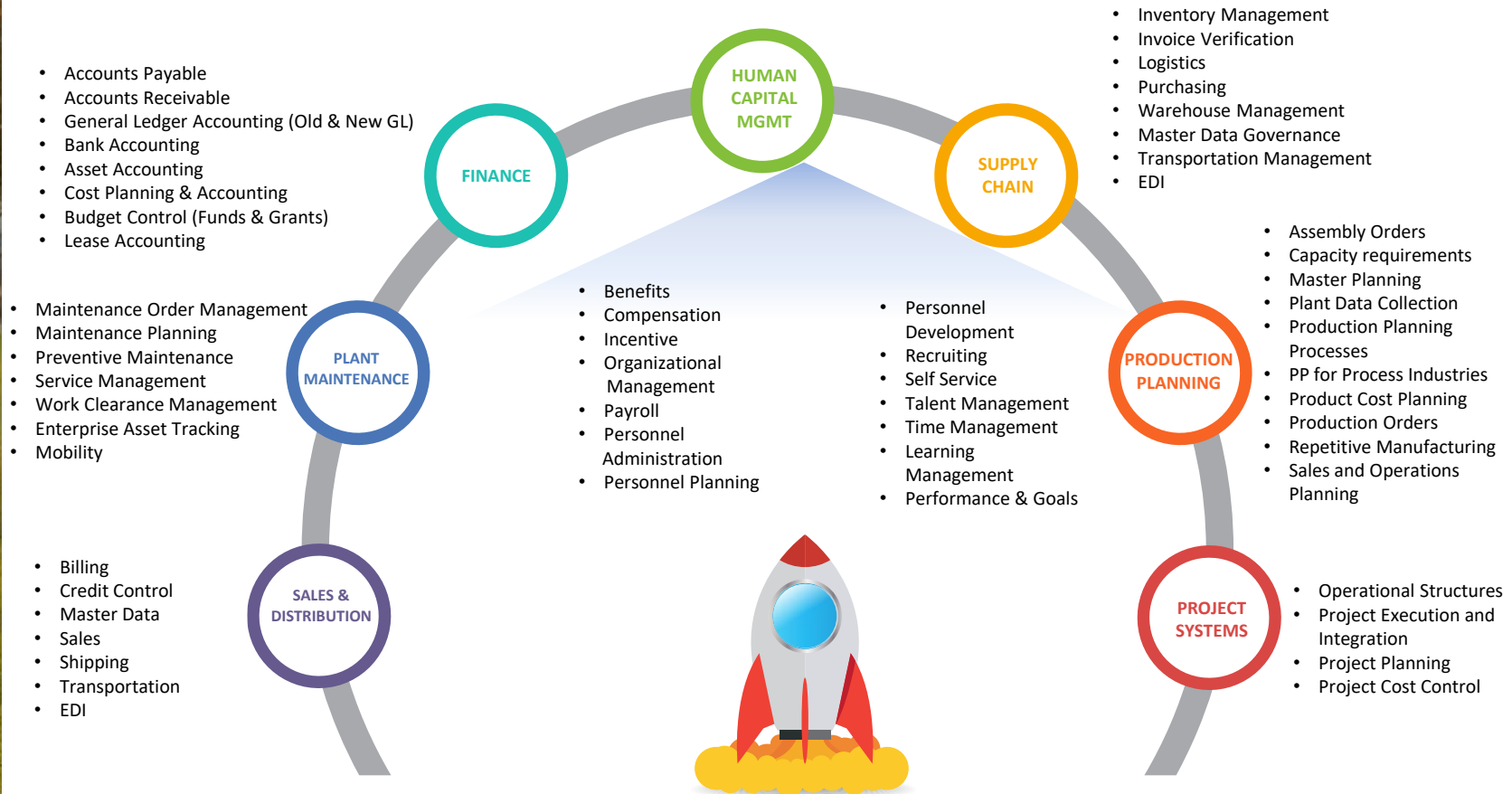
TECNICS has consultants and SAP experts spread across multiple locations worldwide. Each individual and team contribute to the overall delivery of the product or service. With 800+ consultants, our technical expertise includes:

1. INTEGRATION
2. DATA MANAGEMENT
3. ABAP
4. FIORI
5. SECURITY
6. Functional ( All Modules )
7. Analytics
8. Basis

TECNICS can offer you the following support (AMS) models:

1. Onsite Dedicated
2. Offsite Dedicated
3. Offsite Shared
4. Hybrid

# SAP Functional Expertise



# SAP Technical Expertise

- Interface Design & Development
- SAP Process Orchestration
- SOAP/REST Services (WebService/oData)
- SAP Cloud Platform Integration
- Mulesoft & Dell Boomi Integration Software
- Interface Monitoring & Controls

- Data Quality Assessment
- Data Migration
- Data Governance (SAP MDM)
- SAP BODS, SLT
- LSMW, Migration Workbench

- SAP Business Workflow
- SAP Process Orchestration
- SAP
- Shipping
- Transportation
- EDI

## INTEGRATION

## APPLICATION DEVELOPMENT

## REPORTING ANALYTICS

- User Interface Development (Fiori, Portal, Module Pool)
- Enhancements (Enhancement Framework, Cloud Extensions using SAP Cloud Platform)
- SAP ABAP, ABAP/HANA CDS, UI5, JavaScript
- Business Rules (BRF+, Cloud Business Rules)
- Cloud Application Programming
- Extensions/ Integrations on SAP ByD, SAP SFSF, S/4HANA, SAP Ariba, SAP Concur

- Business Warehouse / Intelligence
- Embedded Analytics (HANA/ABAP CDS)
- Dashboards / Story Boards (SAP Analytics Cloud)
- Business Objects (Crystal, Webi, Analysis for Office, Dashboards)
- ABAP Reports/ Ad-hoc Queries

## INFRASTRUCTURE MANAGEMENT

- Hardware Sizing
- Virtualization
- SAP Licensing/ Measurement
- System Administration
- Network Administration
- Firewall/ Access Controls
- Installation of SAP Applications with appropriate OS/DB

## HOSTING

- Amazon Web Services
- Microsoft Azure
- Provisioning of Resources
- Monitoring
- Account Management
- Access Management (VPN/User)

## DATA MANAGEMENT

## APPLICATION SECURITY



# Case study NEW ERA Introduction:

New Era Caps USA is a leading headwear and clothing company that specializes in designing and manufacturing baseball caps, snapback hats, and other types of headwear. The company was founded in 1920 by Ehrhardt Koch in Buffalo, New York, and it has remained a family-owned business ever since.

The company currently has a manufacturing setup in 11 locations throughout the world.

**Background:** Originally named E. Koch Cap Company, New Era Caps USA started by producing Gatsby-style caps for men. In the 1930s, the company began producing baseball caps for local teams, and it soon became the official cap supplier for Major League Baseball (MLB) teams. Over the years, New Era Caps USA expanded its product line to include hats for other sports leagues, such as the National Football League (NFL) and the National Basketball Association (NBA).

Today, New Era Caps USA is known for its high-quality headwear and clothing, and its products are sold in over 80 countries worldwide. The company has also collaborated with various fashion brands, sports teams, and entertainment companies to create limited-edition collections and exclusive designs.

In recent years, New Era Caps USA has made significant strides in sustainability and social responsibility. The company has implemented eco-friendly manufacturing practices and has partnered with organizations to promote environmental conservation and social justice.

The company currently has a manufacturing setup in 11 locations such as the United States, Canada, China, and Bangladesh.



# Case Study

New Era Cap Company & Tecnicos have been partnering for over 15 years, implementing, maintaining, and enhancing New Era's SAP Landscape - located in Buffalo, New York, is an American headwear manufacturer. New Era is the exclusive manufacturer and marketer of the official on-field cap worn by every Major League Baseball team and their minor league affiliates, as well as select teams in the Korea Baseball Organization, Nippon Professional Baseball, and the Australian Baseball League, and maintains agreements with other licensed entities including the National Hockey League, National Basketball Association, National Rugby League, Big Bash League, and over 200 colleges and universities in the United States. New Era became the official on-field cap provider for the National Football League.

## BUSINESS CHALLENGES

1. New Era wanted to build a site for end users allowing them to customize and order caps online.
2. Custom caps should have photo-realistic fabric, color, stitching, and logos.
3. Flow-based design where the user will follow a series of steps to complete customization and ordering.
4. Integrating with SAP while limiting the features available to end users.
5. Customizing the logos and different areas within the logo.

## SOLUTION WE DELIVERED

1. Tecnicos leveraged Flex 4.5 and Adobe Flash to build a very responsive, photo-realistic cap customization solution.
2. The intuitive user interface guides the user through a series of steps of customization to complete the ordering.
3. Integrated with SAP with a custom web service that abstracts the detail of SAP while providing required functionality to the front end.

## BUSINESS BENEFITS

1. A high-performance site was available for users which allows them to choose a range of colors for fabric, stitches, and logos.
2. Became a popular site for users who wanted their custom-made MLB caps.
3. Excellent feedback and a huge following on Facebook.

## TECHNOLOGY INVOLVED

- Flex 4.5
- Adobe Flash
- SAP
  - FI/CO
  - SD
  - MM
  - PP
  - WM
  - BW/BO
- ABAP



# Solution:

1. Tecnicos is also involved in migrating the client's current systems to SAP S4 HANA.
2. MRP and Demand Planning
3. Implemented interface with their Hybris E-Commerce.
4. Third-Party Supplier Portal

# Technologies/Modules worked on:

1. Implemented AFS solution and ECC modules like
  - a) Procure To Pay
  - b) Order To Cash
  - c) Manufacturing / Production Planning
  - d) Warehouse Management
  - e) Analytics
  - f) SAP E-Commerce Hybris





# Conclusion:

Overall, The AFS solution, and various ECC modules including SAP E-Commerce Hybris are potent tools that can help your business. However, it requires careful planning and setup to ensure it works effectively for your business.

Tecnics has been a trusted partner for New Era Caps for 17 years now. Tecnics supports New Era Caps with 30 SAP consultants who are providing support and giving advice from India, our Off-shore Support and Development center.



# Case Study GIBRALTAR Introduction:

Gibraltar Industries is a leading manufacturer and distributor of building products for residential, industrial, and infrastructure markets, and Renewable Energy and Conservation in the United States, Canada, and Europe. Gibraltar Industries has 17 subsidiaries across the USA.

**Background:** The company was founded in 1993 and is headquartered in Buffalo, New York. Gibraltar Industries operates through three business segments: Residential Products, Industrial and Infrastructure Products, and Renewable Energy and Conservation.



# Case Study

## BUSINESS CHALLENGES

1. Our client is one of the largest leisure tour operators in the United States and a wholly-owned subsidiary of American Express.
2. Today, Our client provides leisure vacation packages for over 200 destinations and more than 2,100 resorts and hotels worldwide, departing from cities Nationwide.
3. Our client wanted to automate its vendor payment process and as part of it wanted a portal for ease of use and monitoring of the payment process.
4. The key challenge was to integrate this whole process with the budgeting system.
5. Another key challenge was to implement the ACH process with the NACHA format.

## SOLUTION WE DELIVERED

1. A solution with a process was put in place where the payment process was automated and scheduled with the payment requests forwarded to the bank for further action.
2. As part of the solution, the vendors too would be intimated with an email for follow-up.
3. The whole process was set to be maintained and monitored with a portal built on the Java platform and integrated with SAP

## BUSINESS BENEFITS

1. Transparency both internally and externally when it came to the payment process.
2. Faster and more streamlined payouts lead to better vendor relationships.
3. Automated, so manually moving payable invoices through the approval process is eliminated.

## TECHNOLOGY INVOLVED

1. SAP R/3 version 4.6c
2. FICO
3. ABAP



# Technologies/Modules worked on:

- 1.PTP
- 2.PTM
- 3.RTR
- 4.OTC
- 5.BW
- 6.Variant Configuration

Conclusion: Overall, Variant Configuration in S/4HANA PP is a powerful tool that can help you to offer a range of product options to customers without having to create multiple material masters. However, it does require careful planning and setup to ensure that it works effectively for your business.

Tecnic has been a trusted partner for Gibraltar Industries and all its subsidiaries for 11 years now. Tecnic supports Gibraltar Industries with 26 SAP consultants who provide support and give advice from India, our Off-shore Support and Development center. Tecnic has helped with the migration of their main plant to S4 HANA and Tecnic is now supporting the migration of other subsidiaries to S4 HANA.



# Some Of Our SAP Clients





# Some Of Other Clients



# Employee Summary - By team, by skills

Experience →	Expert > 10 years	Senior 6 – 10 years	Mid Level 3 – 6 years	Junior < 3 years
Skill Set ↓				
ABAP	1	8	5	11
S/4 Analytics	2	1	3	
Business Ware House		1	2	1
Business Objects			2	1
SAP System Administration	1	2	1	1
SAP Security			2	
SAP ARIBA			1	
SAP SRM				
SAP ECC & S4 – All Modules	4	8	10	8
SAP ECC & S4	3	1	1	2
SAP ECC & S4	1	1	1	2

A close-up photograph of two men shaking hands. The man on the left is wearing a blue suit jacket, and the man on the right is wearing a dark suit jacket. They are standing on a green golf course. The background is a soft, out-of-focus green.

# TECNICS

*Thank  
You*

## It's The TRUST That Matters

Trust moves mountains too. The first step, however, is a genuine understanding with a firm shake-hand that sets the journey of miles bringing nothing but results overtime.

