

# To transform the landscape, our clients started by transforming themselves.

## Fact Sheet:

<b>The Client</b>	: Montecarlo Construction Ltd.
<b>Headquarter</b>	: Ahmedabad, Gujarat, India
<b>Core Business</b>	: Infrastructure
<b>Solution</b>	: SAP ECC 6.0
<b>Users</b>	: At present, 6 sites and 50 core users using SAP. Expected to grow to 10-15 projects and around 75 core users in near future.
<b>Modules</b>	: FICO, PS, MM, PP, PM, SD, HR and DMS
<b>Implementation Time</b>	: Four months

## Client Speak

“Our partner Highbar Technologies understands the issues of the construction industry and possible ways to handle them in SAP.”

Mr. Mrunalbhai Patel  
Joint Managing Director,  
Montecarlo Construction Ltd.

Montecarlo Construction was incorporated in the year 1995 and is one of the largest private sector construction companies in India specializing in pioneering large-scale civil constructions and developing new-age construction technologies. Montecarlo has worked on many construction projects across various sectors including roads, buildings, mining, irrigation, canals and dams in various states across India.

## Business Need

Montecarlo was using a local ERP which was not providing access to critical information in an integrated manner. With the growth of the organisation, the need was felt by the management to have strong and rugged world-class ERP like SAP that could integrate its business functions and provide real-time reliable data of business operations enabling timely and cost-effective execution.

## Business transformation with SAP

Montecarlo treated SAP implementation as a business project and not an IT project. For implementation, they selected Highbar Technologies because of its construction domain as well as the SAP implementations experience.

During implementation, the management consciously questioned existing processes resulting in business transformation. Highbar has developed templatised solutions for SAP implementation based on industry best-practices. This helped in reducing the management mind share during implementation and it was possible to implement all the SAP modules within four months.

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# Business Benefits

While implementing SAP, years of established practices got questioned. For example, one of Montecarlo's projects had three logical units. And during the implementation of SAP, Montecarlo management took a conscious decision to treat them as a single project, thus resulting in process improvement. Also, Montecarlo found SAP very user-friendly which helped in easy adoption by the associates. Also with SAP, because of the integrated information across the organisation, the year-end process which earlier took 5-6 months is now completed in 2 months.

## Some of the key benefits include:

- Timely and accurate information leading to faster and better decisions
- Faster completion of year-end and month-end activities leading to accurate results of the organisation
- Reduced dependence on human resources for information retrieval
- Control of management costs and other costs resulting in improved profitability
- Availability of historic data, which helps in estimation and tendering for new projects & also procurement of materials
- Daily / periodic / milestone-wise costing available at anytime leading to set quantifiable target at each level

## About Highbar Technologies

Highbar Technologies, an HCC Group Company, is positioned to be the most preferred information technology solutions provider for the infrastructure industry. The Company's portfolio of enterprise business solutions, line of business IT solutions and process consulting is aimed at increasing efficiencies for Roads, Ports, Real Estate, Airports, Railways, Irrigation & Water Supply, as well as urban and industrial infrastructure (telecom, mining), both, in the private and public sector. Infrastructure domain knowledge backed by IT expertise and strategic alliances, are the key differentiators which enable Highbar Technologies to provide end-to-end IT solutions for infrastructure organisations.



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