

# HB Communications Selects mySAP® Business Suite



## QUICK FACTS

### HB Communications

- Location: North Haven, CT
- Industry: Professional Services
- Products: Design/Install AV Solutions
- Revenue: \$150 million USD
- Employees: 500
- Web Site: [www.hbcommunications.com](http://www.hbcommunications.com)
- SAP Solutions and Services: mySAP Business Suite, SAP Best Practices
- Partner: Answerthink



With the increase in global communications the need to communicate effectively has never been greater. Video conferencing technologies (VC) offer a medium for communication with clients without travel downtime and expenses.

## Challenges and Opportunities

- Replace existing, antiquated systems
- Throughput lag from one process to the next
- Visibility to materials through out fabrication
- Many disparate solutions to operation and maintain

## Objectives

- Business processes to address: PS, MM, FI/CO, CS, SD, portals
- Update system to match industry best practices
- Increase process efficiencies
- Increase project visibility

## Implementation Highlights

- 200 users at two locations
- Employee Self-Service (ESS) for time & expenses
- SAPO portals for aftermarket service requests

## Why SAP

- More project centric functionality than Oracle
- Fixed Bid – Fixed Scope

## Benefits

- World-class industry functionality
- Material visibility
- Single integrated solution decreasing TCO
- System support for future business segments

