

## **Benefits**

The ND-Solutions team continued its perfect record in keeping its unique guarantee – “On time. On Budget. On target.” According to Pratt, “ND-Solution’s guaranteed a fixed price and a four-month implementation time frame, and they did it. ND-Solution did a great job.” HoneyBaked now has an integrated system that provides them with a much better view of their company and enables them to more effectively stock and order merchandise. The system provides an excellent bottom line understanding of P&L.

## **New Dimension Solution Successfully Implement SAP R/3 Suite For Nation-wide Food Retailer in Record Time**

### *The Client:*

HoneyBaked, based in Atlanta Georgia, is the premier seller of gourmet hams in the U.S., and is well known for its spiral-sliced hams, turkeys and other food items. This coast-to-coast operation includes more than 250 HoneyBaked stores and does the majority of its business during the holiday season. HoneyBaked’s objectives were to streamline its infrastructure and to clearly understand how costs affected profitability. In addition, there were Y2K concerns with its accounting system.

### *Project Scope:*

HoneyBaked Ham needed to connect disparate and disconnected systems so they could track sales and share up-to-date information among departments. NDS was selected because of its fixed-price guarantee and ability to meet the toughest deadlines. “We needed to partner with an implementation firm that understood our business and could make migration as painless as possible,” said Bill Pratt, vice president of finance for HoneyBaked.

### *Resolution:*

HoneyBaked’s strict business cycle demanded SAP implementation as rapidly as possible so it wouldn’t interfere with vital holiday sales. The only possible time was during the slow summer season. Spearhead accepted the challenge to implement the R/3 suite in just four months – and at a fixed price. Using AcceleratedSAP methodology, together with accelerated financials and a pre-configured client, Spearhead and HoneyBaked began work at the end of May and completed the implementation by the end of September – on time and on schedule. This included Materials Management, Purchasing, all Financials and Controlling modules plus HR and HR-related payroll functions.

One major reason for the smooth implementation was the fact that HoneyBaked did not customize applications. In fact, the company adapted its business processes where necessary. The project team included seven highly experienced NDS consultants and a motivated HoneyBaked team. A key objective of any implementation is the smooth and effective transfer of knowledge from ND-Solution to its client. The HoneyBaked team was up to the task. “We developed a terrific rapport with the HoneyBaked people,” said Detlef Duwe, ND-Solution project manager on the HBH implementation. “Their skill, dedication and 150% commitment really helped make the project an outstanding success. This was a dream implementation.”

