

SAP Quality Awards

Celebrating Excellence
in Implementations



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A PORSCHE COMPANY

MHP comes out on top in two categories at the SAP Quality Awards 2023.

PRESS RELEASE

MHP picks up two prizes at SAP Quality Awards 2023

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Jury convinced by Brose and Inovan projects

- MHP projects honoured in two categories at the 2023 SAP Quality Awards
- Working together with the Brose group, MHP implemented a holistic HR digitalisation based on SAP SuccessFactors
- Together with Inovan, the SAP Sales Cloud implementation took just six months, laying the foundation for a sales excellence initiative

Ludwigsburg / Mannheim – One "Grand Winner" and one "Winner". This was the outstanding outcome for MHP at this year's SAP Quality Awards, which were presented in four categories on 7 June 2023. The awards came for projects at the Brose group of companies and at Inovan, a subsidiary of the Pym Group.

In the category "Business Transformation SAP SuccessFactors", MHP was awarded first place as "Grand Winner", together with the Brose Group. This project involved the introduction of the cloud solution SAP SuccessFactors and created the technological prerequisite for holistic HR digitalisation worldwide. Today, more than 26,000 employees in 23 countries and 65 locations are benefitting from harmonised and digitalised HR processes. The jury was convinced that digitalisation of HR processes has thus been raised to a new level, and will consequently make future improvements in global HR work much easier.

Christian Ley, CIO of the Brose Group: "In the HR transformation, we don't want to optimise the tiniest details of individual IT components. Instead, the 'myHR' project is about the holistic conversion of our HR system architecture. And in this, MHP is more than just a service provider, but a qualified partner of equal status."

MHP partner Stefano Esposito continues: "In order to fully exploit the potential of the platform and benefit from short innovation cycles in the future, the organisation, processes and platforms were aligned in a holistic HR transformation.

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The result is a scalable and future-proof HR solution that was implemented in close cooperation between Brose and MHP."

Implementation of SAP Sales Cloud together with Inovan

In the category "Rapid Time to Value", the "Winner" award went to the supplier Inovan and MHP. Inovan employs around 800 people at locations in Europe and China and generated sales of around 155 million euros in the 2021 financial year. To support its customers even better and thus increase its own success, Inovan introduced the SAP Sales Cloud as part of a sales excellence initiative. The intuitive CRM solution was implemented in just six months. Since then, overall sales process efficiency has increased - it is now "guided" and transparent.

Hans-Jürgen Schüpff, Business Development Director at Inovan explains: "By introducing SAP Sales Cloud, Inovan achieved a significant improvement in the effectiveness of the entire sales process on the one hand, and better use of resources on the other. And this has led to an increase in the hit rate."

In addition, orientation to the customers' requirements now works even better, and the success rate for tenders has increased significantly. Finally, meaningful analyses enable a clear focus on sales growth and gaining market shares. As Steffen Stark, Associated Partner and MHP project manager says: "Our agile project approach based on SAP Activate, combined with a powerful SAP cloud product, means we can deliver sustainable added value for our customers in our projects in a short time and thus guide them to success, in keeping with our principle: deliver value beyond standard."

About the SAP Quality Awards for Customer Success

The SAP Quality Awards for Customer Success are SAP's own platform for honouring user companies and their implementation partners for outstanding management in SAP projects that have met SAP's ten quality criteria in a particularly noteworthy manner. The principles include embedding a business value, applying a sensible approach and transforming the business with the help of change management. This year, a total of 12 projects received awards in four categories.

An aerial photograph of a winding asphalt road that curves through a dense, lush green forest. The trees are vibrant green, with some catching the light and appearing yellowish-green. Two cars are visible on the road, one in the distance and one closer to the foreground. The overall scene is serene and natural.

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About MHP

As a technology and business partner, MHP digitizes its customers' processes and products and supports them in their IT transformations along the entire value chain. As a digitization pioneer in the mobility and manufacturing sectors, MHP transfers its expertise to a wide range of industries and is a premium partner for thought leaders on their way to a better tomorrow. MHP serves over 300 customers worldwide. Among them are leading corporations, innovative medium-sized companies and disruptive start-ups. MHP provides both operational and strategic consulting and delivers proven IT and technology expertise as well as specific industry know-how. The consultancy operates internationally, with headquarters in Germany and subsidiaries in the USA, the UK, Romania and China. For over 27 years, MHP has been shaping the future together with its clients. More than 4,000 MHP employees are united by the demand for excellence and sustainable success. This aspiration continues to drive MHP - today and in the future.

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