



Your SAP partner
for a Supply Chain
that performs

HRC CONSULTING

Key figures

OUR MISSION

Your SAP transformation, delivered.
Deep business know-how, technical
excellence, and a partnership built on
trust.

Paris

Lyon



2 hubs in Lyon
& Paris

+100

SAP Supply Chain experts
at your side

€22.8M

Group revenue, 2025

>100

projects delivered, from SMEs
to international groups

HRC CONSULTING

Our approach



YOUR BUSINESS NEED

From scoping to daily support, your priorities drive every step.

Upstream studies

- Application mapping
- Selection & risk analysis
- IT/OT convergence study
- Fit/gap analysis
- Business blueprints

Integration

- Seasoned, specialized teams
- Mastery of SAP Activate
- Mastery of the phases & activities of an integration project

Support

- Preventive maintenance
- Enhancement maintenance
- User support & solution expertise
- Operational continuity

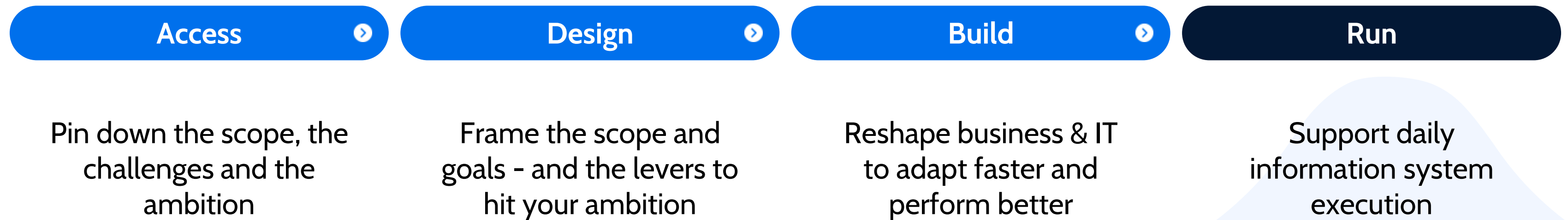


Our support





Four steps, built around your business processes





Methods & Organization

Business consulting from strategy to adoption — needs, target, testing and change management

Access



Design



Build



Run



Pin down the scope, challenges and ambition

Frame the scope and goals - and the levers to hit your ambition

Reshape business & IT to adapt faster and perform better

Support daily information system execution

Scoping study

Feasibility study

Opportunity study

Selection support (requirements)

Program definition

Master plan definition

PROJECT
MANAGEMENT

Methodology by business process

Business acceptance test preparation

Master data and cutover management

Training management

Business acceptance test management

Cutover management

Business support management

Business CIP (continuous improvement plan)

CHANGE MANAGEMENT

Project & program management — schedule, budget, risks



Methods & Organization

End-to-end SAP engineering — design, integrate and run your solutions to a high quality bar

Access



Design



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challenges and ambition

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system execution

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Opportunity study

Selection support (requirements)

Program definition

Master plan definition

BUSINESS
SUPPORT

Design documentation

Integration test preparation

Application development

Test management (unit and
integration)

Go-live management

Post Go-Live support setup

Maintenance support (AMS)
setup

Project & program management — schedule, budget, risks



Why choose HRC Consulting?

One partner, all the way - from scoping to adoption

Dual DNA: Business + SAP

experts across supply chain, manufacturing, finance, quality & architecture

Proven methodology (SAP Activate)

clear governance, quality gates, risks under control

Built for adoption

training, in-app guidance, service center

“Clean Core” approach

Fit-to-standard first, smart extensions second

Accelerators

our own accelerators (BPML, HRC Software), plus best-in-class tooling (Jira, Miro, Balsamiq, Enable Now).

Industry references

senior teams, hands-on in the field





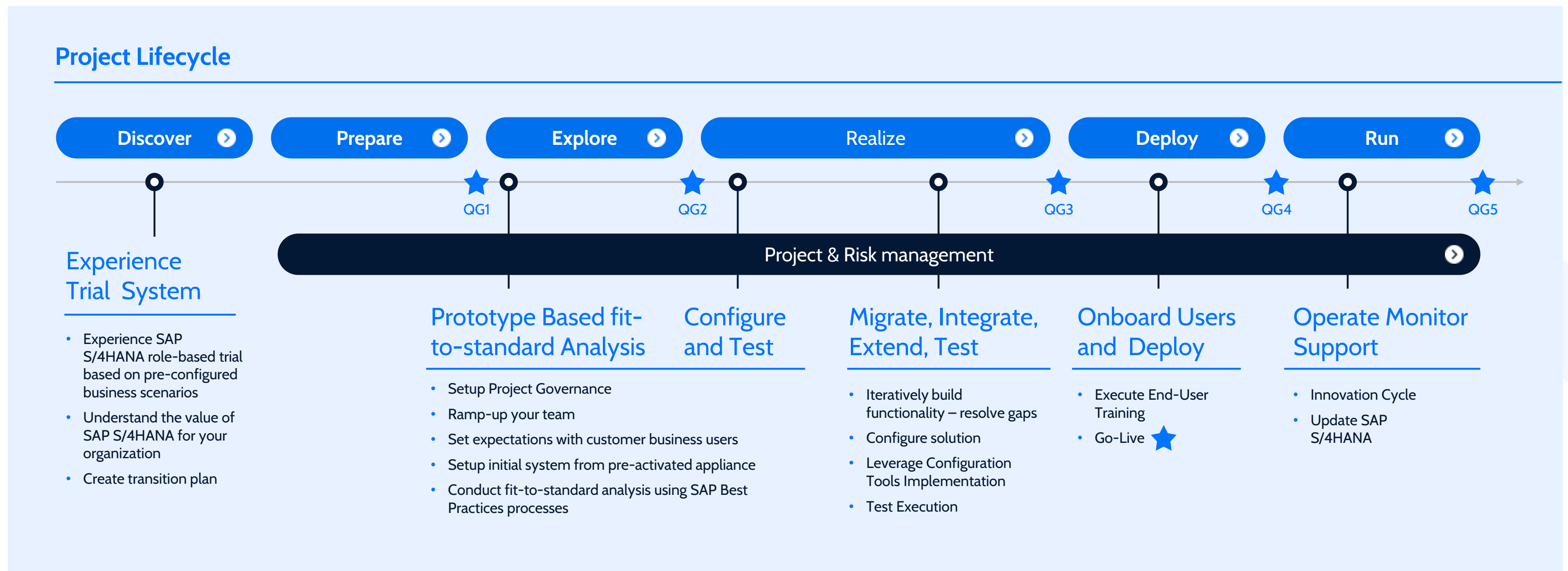
Methodology





Our approach – SAP Activate project methodology

- **SAP Activate is a hybrid methodology** that promotes a collaborative, agile approach grounded in Best Practices to ensure a **controlled and successful deployment** of SAP solutions.
- **This methodology applies** to designing the **Core Model**, to **pilot implementations** and to **deployment projects** (roll-out). **The Explore phase is then used as a Fit Gap Analysis.**
- **Each phase is marked by Quality Gates (QG)** to ensure alignment and quality at every milestone throughout the project.





Our approach - SAP Activate project methodology

- **SAP Activate is a “Best Practices”-driven methodology** that enables a collaborative, iterative approach, **ensuring agility** throughout the project and **driving adoption** of the solution.
- **Within Activate, we use a central accelerator called the *Business Process Master List (BPML)*.**
Enriched by our experience on logistics/warehouse implementation projects, it structures activities end to end: **scoping, gap traceability matrix, roles & authorizations, testing & training, etc.**

Business Process Master List - Extended Warehouse Management (EWM)

Lvl	#	Description	Scope	Lvl	#	Description	Scope	Description
1	6	Warehouse management	IN	1	6	Warehouse management	IN	
2	6.1	Inbound Flows	IN	2	6.1	Inbound Flows	IN	
3	6.1.1	Goods receipts from purchasing	IN	3	6.1.1	Goods receipts from purchasing	IN	
3	6.1.2	Goods receipts for stock transfert (Intra / Inter Company)	IN	4	6.1.1.1	Inbound delivery creation in EWM	IN	- Inbound delivery will be created in EWM at the time of the good receipt (goods already on the docks) - There is no prioritization of purchase order at good receipt process
3	6.1.3	Goods receipt of supplier consigned stock	OUT	4	6.1.1.2	Inbound delivery integration from ERP (ASN or manual creation)	OUT	- No EDI ASN integration in the ERP - No manual creation of inbound delivery from purchasing department
3	6.1.4	Goods receipt of subcontracting purchase order	OUT	4	6.1.1.3	Goods receipts preparation - Batch Management	IN	- All glasses will be Batch managed - At good receipt, the following characteristics will be captured : - Supplier Batch (mandatory for all batches) - Production date (mandatory for all batched) - Country of origin (mandatory) - Plant of origin (mandatory for transfer, will be automatically assigned at GR) - Expiration date (not captured but calculated automatically based on production date)
3	6.1.5	Customer returns	IN	4	6.1.1.4	Goods receipts preparation - Serialization	OUT	- Glass is not able to manage serial number scanning outside of production lines, therefore no serialization is needed
3	6.1.6	Integration with Quality process	OUT	4	6.1.1.5	Goods receipts preparation - Packing	IN	- ID sheet will be created at good receipt from external supplier - Cover sheet are received from external supplier and packed with the ID sheet - Packaging is done on 2 levels (1- ID sheet 2- Stillage) - Non St Gobain Stillage will not - Numbering of the HU is internal and should respect specific warehouse ranges
3	6.1.7	Putaway strategies	IN	4	6.1.1.6	Good receipt posting	IN	- Visual Control at GR (Quality and Quantity) - Reception cross several purchase orders at the same time - Partial GR per ID sheet should be possible - Preparation + good receipt should be done using RF terminal or Tablet
3	6.1.8	Inbound transportation	IN	4	6.1.1.7	Quantity tolerances management	IN	- Good receipt quantity until PO quantity + tolerance (over-delivery) possible - Good receipt should be blocked if tolerances breached, in that case, PO quantity will be updated positively + reception unblocked
3	6.1.9	Cancellation and Dispute management	IN	4	6.1.1.8	Synchronous Good receipt (EWM embedded only)	OUT	
3	6.1.10	Unplanned good receipt (without document)	OUT	3	6.1.2	Goods receipts for stock transfert (Intra / Inter Company)	IN	Transfers are called "sessions" in Orion
3	6.1.11	Deconsolidation process	OUT					
3	6.1.12	Missing Part management	OUT					
3	6.1.13	Cross-docking	OUT					
3	6.1.14	Customs	OUT					
3	6.1.15	Printing, communication, document storage	IN					
2	6.2	Internal Flows	IN					
3	6.2.1	Inventory Management	IN					
3	6.2.2	Scrapping process	IN					
3	6.2.3	Ad-hoc consumption	IN					
3	6.2.4	Ad-hoc reception	OUT					
3	6.2.5	Quality inspection on stock	OUT					
3	6.2.6	Ad-hoc internal movements	IN					
3	6.2.7	Ad-hoc transfers	IN					
3	6.2.8	Shelf life expiration date management	IN					

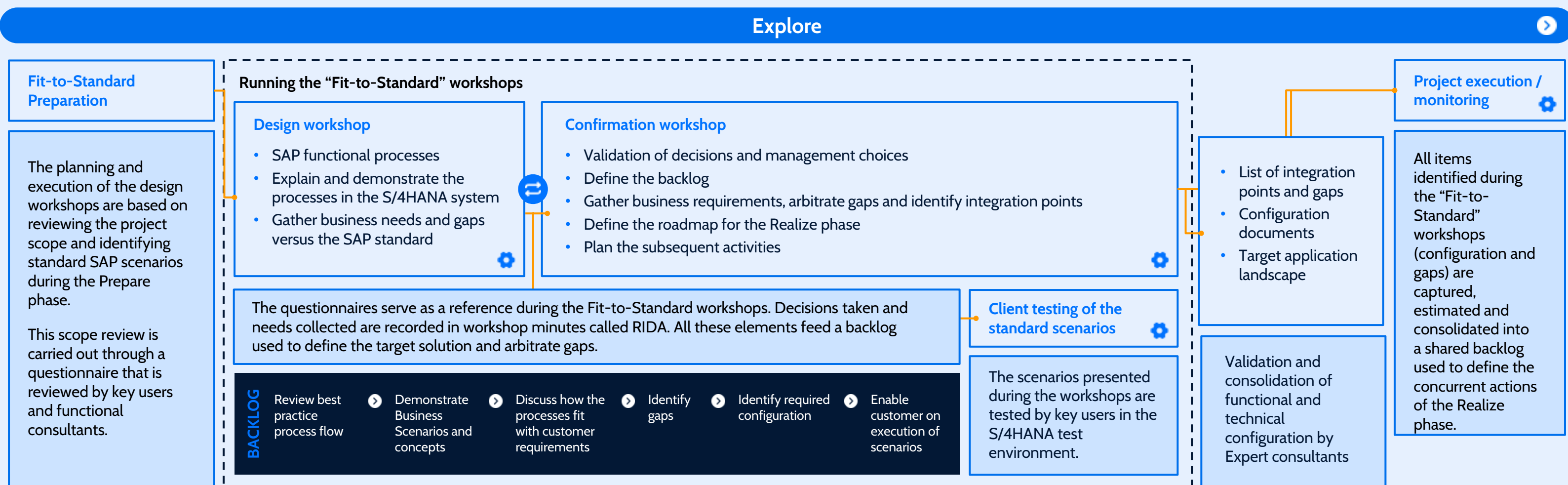


Our approach - SAP Activate project methodology

Explore

- The Explore phase is dedicated to the high-level and detailed design of the Core Model.
- It is based on a “Fit-to-Standard” approach enabling adoption of and alignment with existing standards and best practices.

“Fit-to-Standard” approach

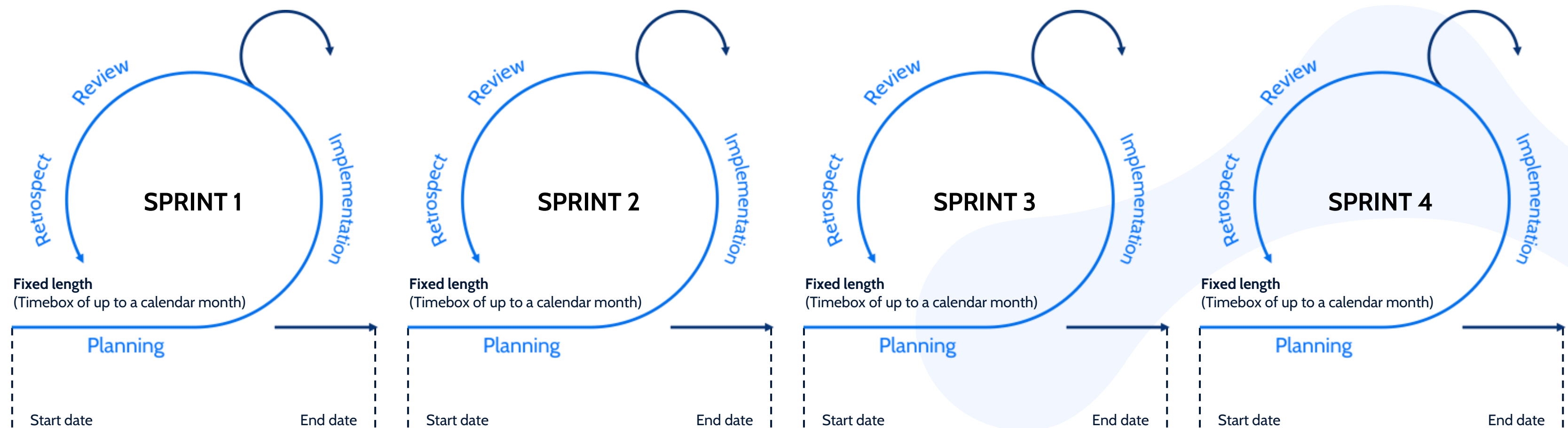




Our approach - SAP Activate project methodology

Realize

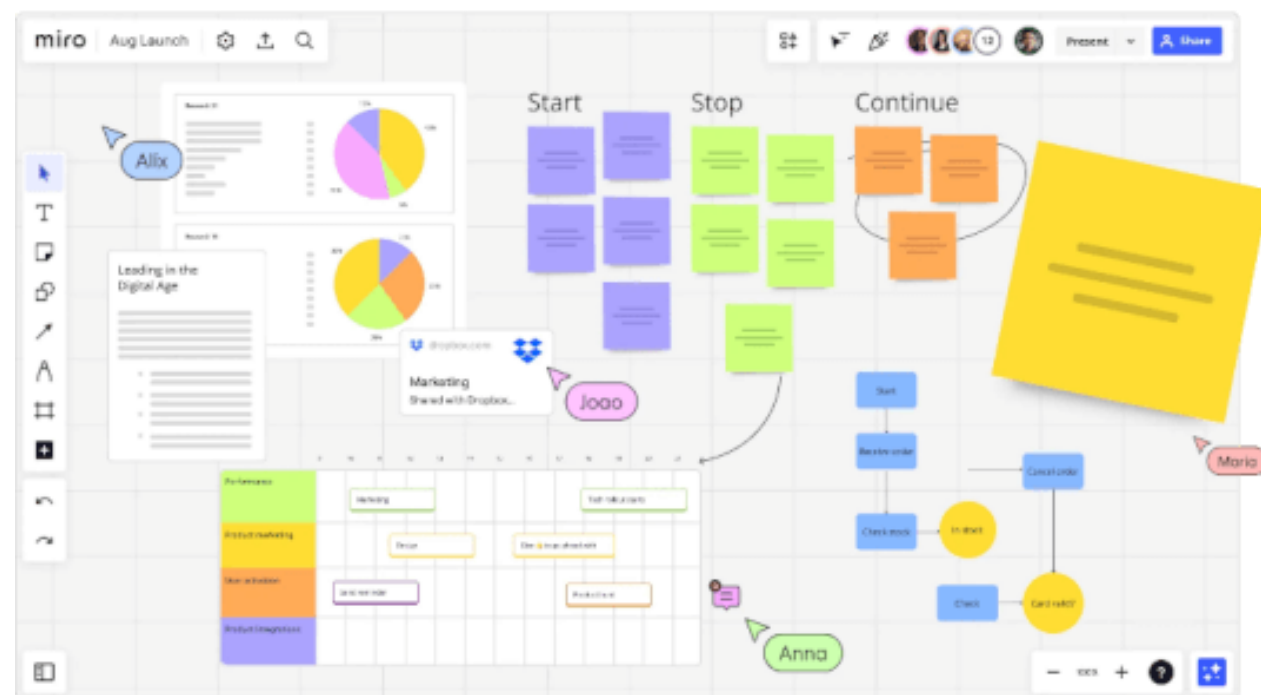
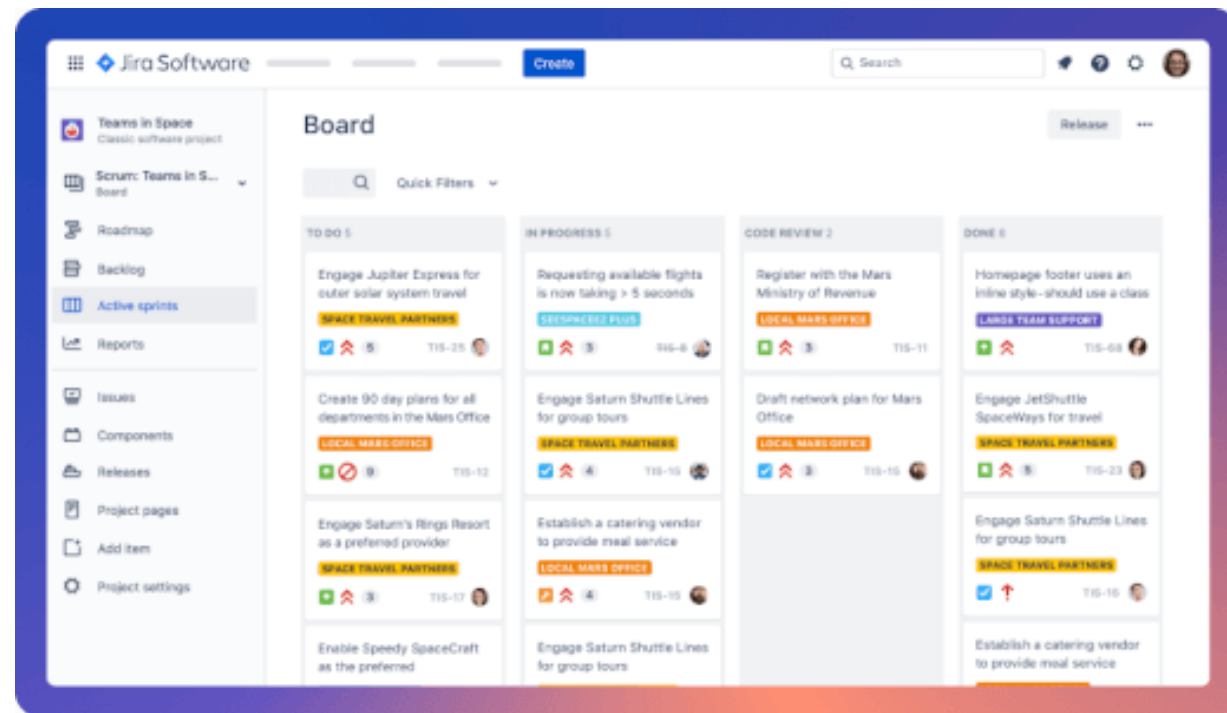
- The Realize phase is dedicated to configuring and customizing the Core Model. It is carried out through a series of iterations (Sprints) to configure, extend and test an integrated solution.
- This eases adoption of the solution by involving stakeholders early and by enabling early feedback, to identify and resolve issues before the final release.
- The Realize phase typically comprises 5 sprints lasting 5 to 6 weeks. The last sprint is used to run the integrated tests of the solution.





Our approach - Accelerators

Less scoping. Fewer risks. More adoption.



Run the project

- Jira: backlog, tasks, planning, status & reporting.
- BPML (Business Process Master List – HRC): end-to-end mapping, scope, requirements & gap traceability, roles/authorizations, test matrix.

Design & collaborate

- SAP Best Practices: ready-made content to speed up fit-to-standard workshops.
- Miro: interactive workshops & real-time co-design.
- Balsamiq: UI wireframes to frame structure & content fast.

Deliver & adopt

- HRC Software: SAP mobile apps for supply chain, warehouse and maintenance.
- SAP Enable Now: in-app guidance & training that drives adoption.

Result

faster scoping, objective fit-gap,
industrialized build, measurable adoption



Our expertise



A woman with long dark hair, wearing a light-colored blazer over a white top, is seated in a modern office chair. She is looking down at a laptop screen, which is partially visible on the left. The office environment is visible in the background, with large windows and glass partitions. The overall tone of the image is professional and focused.

EXPERTISE

Line of Business



PURCHASING & SALES

Challenges



Stronger business **performance**

- Lower logistics costs and tighter control of the financial flows across procurement and distribution



Modernize and **automate processes**

- Streamline your supply and billing chains, end to end
- Fewer errors, faster cycles



Closer Supply Chain collaboration

- Coordinate procurement, planning, warehousing and sales
- Shorter lead times, fewer errors, happier customers



Lock in regulatory **compliance**

- Meet local and international standards
- Keep supplier and customer risk in check



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Expertise



Master Data Management (Customers, Products, Pricing)



Quote-to-Cash

- Quote & sales contract management
- Pricing & commercial terms setup
- Order Management (SD) & availability check (ATP)
- Credit management & customer scoring
- Billing (SD-FI) and payment tracking
- Revenue recognition & returns management
- Sales analytics reporting (SAP BW/4HANA, SAC)



Procure-to-Pay

- Purchase order & purchasing contract management
- Direct & indirect procurement, services procurement
- Subcontracting management and material staging
- Supplier invoice control & verification (MM-FI)
- Procurement analytics (SAP Ariba, BW)

10+

dedicated Purchasing &
Sales consultants

From master data to advanced analytics, we cover the entire Purchasing & Sales cycle — streamlining your processes and securing every commitment.



sanofi



LONGCHAMP
PARIS



Partners & technologies

SAP (SD, MM, S/4HANA Order-to-Cash & Procure-to-Pay)

SAP Ariba for indirect procurement

SAP Revenue Accounting & Reporting



MANUFACTURING

Challenges



Modernize OT & IT infrastructure

- Adapt and scale operational and IT systems
- Keep industrial processes compliant
- Connect the shop floor to the ERP, seamlessly



Digitize & automate the shop floor

- Run production in real time with Industry 4.0
- Cut cost and lift quality with robotics and embedded AI
- Win on competitiveness by slashing downtime



Regulatory compliance & CSR

- Hit decarbonization and emissions targets
- Bring facilities up to environmental standards
- Make eco-responsibility stick



Resource optimization & traceability

- Get the most from equipment and raw materials
- Stay ahead of production hazards and variability
- Trace every batch and operation, end to end



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Expertise



Data and planning

- Master data management (MDM)
- Demand planning & MRP (incl. PP-DS)



Production execution

- Production order and process order management
- Material staging
- Process and equipment automation



Quality & laboratory

- Quality inspection & inspection lot management (QA/QC)
- Laboratory management



Integration & architecture

- OT/IT interfacing & MES ↔ ERP integration
- SAP Digital Manufacturing (SAP DM) technology watch
- Environment rationalization

20+

dedicated
Manufacturing consultants

From master data to the shop floor, we
cover the entire Manufacturing cycle.



Partners & technologies

SAP (Digital Manufacturing, PP-DS,
MII)





FINANCE & CONTROLLING

Challenges



Lower costs, more reliable models

- Lasting cost cuts through tight control of inventory, procurement and budget
- Sharper cost and margin models for better decisions



Digitalization & intelligent automation

- Automate repetitive work — data entry, reconciliations, reporting
- Free up time for high-value analysis with AI and RPA



CSR reporting & CSRD compliance

- Bring environmental and social indicators into reporting
- Stand up processes to collect and consolidate CSRD data



Modernize steering and governance

- Maximize use of equipment and raw materials
- Anticipate production hazards and variability
- Ensure end-to-end traceability of batches and operations



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Expertise



Financial accounting

- FI-GL, FI-AR, FI-AP, FI-AA, TR, FSCM (Cash & Credit Management)



Management control & analytics

- budgeting, industrial cost accounting, gross margin analysis, CO-OM, PCA, EC-PCA



Reporting & consolidation

- financial and CSR (CSRD) reporting via BW/4HANA & SAC



Data integration

- IDocs, interfaces from SAP SD, MM, PP to finance modules



Automation & RPA

- automatic reconciliations, accelerated closes

5+

dedicated Finance &
Controlling consultants

From bookkeeping to advanced analytics,
we turn your finance function into an engine
for performance and compliance.

Partners & technologies

SAP (S/4HANA Finance, Analytics
Cloud)



EUROAPI



sanofi



A photograph of four industrial workers in a control room. They are wearing hard hats (yellow and blue) and safety vests. One worker in a blue uniform and white hard hat is looking at a clipboard. Another worker in an orange safety vest and yellow hard hat is also looking at a clipboard. A third worker in a blue uniform and blue hard hat is in the foreground, looking at a clipboard. The background shows industrial equipment with pipes and gauges.

MAINTENANCE & QUALITY

Challenges



Reliability & equipment availability

- Get ahead of failures with predictive maintenance (IoT, AI, digital twins)
- Spot and pre-empt failures on critical equipment
- Slash unplanned downtime, maximize availability



Tighter control of maintenance costs

- Balance corrective firefighting with smart preventive action
- Plan people and parts with precision
- Keep the maintenance budget on track by prioritizing what matters



Compliance & regulatory safety

- Stay on top of legal and safety standards (ISO, ATEX, etc.)
- Digitize inspections, traceability and training (QR codes, AR, etc.)
- Lower risk to people and the environment



Digital transition & innovation

- Turn Big Data and analytics into sharper processes
- Boost operational accuracy with IoT sensors and AI
- Train and troubleshoot with virtual & augmented reality



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Expertise



Data & master data

- Master Data Management: equipment, parts, maintenance plans
- Compliance & traceability: inspections, audits, training
- KPIs & reporting: OEE, MTTR, MTBF, costs
- Controlling integration: cost management & ROI



Work planning & orchestration

- Planning and optimization: scheduling, calendars
- Corrective, preventive & predictive maintenance (IoT, AI, digital twins)



Operations execution & monitoring

- financial and CSR (CSRD) reporting via BW/4HANA & SAC



Spare parts & maintenance logistics

- Spare Parts Management: inventory, replenishment, logistics
- Spare parts management & service procurement

20+

dedicated Maintenance & Quality consultants

A partner and technology ecosystem that makes maintenance more reliable, agile and data-driven.



Partners & technologies

HRC Software (Maintenance & Spare Parts)
Assist Evolution (industrial IoT & predictive maintenance)
SAP EAM / PM / CS (Enterprise Asset Management & Customer Service)
SAP Fiori & SSAM Mobile (mobile and tablet apps)
SAP Asset Intelligence Network & Predictive Maintenance (IoT & analytics)

SEQENS



CHANTIERS
DE L'ATLANTIQUE

eraMet

sanofi

storengy



SUPPLY CHAIN

Challenges



Traceability & transparency

- Full visibility of every shipment, from raw material to final delivery
- A 360° cockpit to monitor, analyze and decide — all from one place



Real-time visibility

- Track stock and logistics flows in real time, on reliable data
- See shortages and bottlenecks coming, instantly



End-to-end responsiveness

- Joined-up processes from planning (S&OP, Demand) to execution (Production, Transport, Logistics)
- Service quality, locked in by smooth end-to-end orchestration



Innovation & warehouse performance

- Advanced solutions (IoT, RFID, automated storage, goods-to-man)
- WMS and connected tech to speed up and de-risk operations



Sustainability & steering

- Meet environmental standards and report your supply chain's CO₂ impact
- Footprint tracking built into day-to-day monitoring



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Expertise



SAP EWM / WM / TM / LE / HUM / LE-TRA



Warehouse management

- Stock-level tracking, expiry dates & batch traceability
- Inbound, outbound & internal flows, quality & production integration
- Connection to automation solutions (shuttle, AGV, conveyors, etc.)



Transport management

- Order integration & carrier selection
- TM planning, real-time execution & billing (Freight Settlement)
- Collaborative platform for sharing tracking & alerts



Operational reporting

- SAC / BW dashboards for logistics KPIs (OTIF, transport costs, stock turnover)

25+

dedicated
Supply Chain consultants

End-to-end coverage, from warehouse to
transport — for a Supply Chain that's agile,
collaborative and sustainable.



Partners & technologies

Tracking publishers: SAP (EWM, TM, LE),
Neptune Software, HRC Software
& mobility: Zebra Technologies, Shippeo
Optimization & simulation: PTV Group
(ORTEC, TourSolver)





ARCHITECTURE & SOLUTIONS

Challenges



Scalability

- Build an information system that scales with you — ready for organizational and technological change, robust and performant over time.



Cybersecurity

- Lock down data access and system-to-system exchanges — controls, encryption, identity management and audits that keep cyber risk out and compliance in.



Orchestration

- Connect your ERP (SAP S/4HANA) with modern and legacy apps — API management, integration bus and micro-services that streamline exchanges, automate workflows and centralize data.



Digitalization

- Design intuitive interfaces and tailored business apps (Fiori, React, mobile) that speed up onboarding, improve data quality and maximize efficiency.



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Expertise



Back-end development & technical extensions

- ALE, IDocs
- Adobe Forms, Smartforms
- BADIs, user-exits
- Workflows



Front-end development & UX

- SAP Fiori / SAPUI5
- Cloud Foundry
- SAP BTP
- Neptune (SAP & open edition)



Integration & orchestration

- Integration Suite (REST, SOAP, IDocs)
- API management
- Micro-services



Architecture & platforms

- End-to-end architecture consulting: on-premise, cloud, hybrid, DevOps, performance, high availability
- ECC & S/4HANA administration (on-premise / cloud)

15+

dedicated
Architecture & Solutions
consultants

One ecosystem to design, integrate and
secure your SAP solutions and business
apps.



Partners & technologies

Publishers & frameworks: SAP
(S/4HANA, BTP, Fiori), Neptune
Software, HRC Software
Tools & DevOps: BEOM (architecture &
DevOps), HubOne, Zebra (hardware)
Integrators & specialists: Assist
Evolution, IBI Solutions, Applium



A blue-tinted photograph of an industrial facility. In the foreground, four workers wearing hard hats and safety vests are gathered around a tablet, looking at the screen. They are standing on a metal walkway. To their right is a large, white industrial control cabinet with multiple doors and panels. The background shows a complex network of pipes, ladders, and structural steel of the facility. The sky is visible in the distance.

EXPERTISE

Industries



CHEMICALS

Challenges



Regulatory safety & compliance

- Stay ahead of Seveso III, REACH and local rules — industrial risk under control, full substance traceability, SDS management and regulatory reporting.



Competitiveness & industrial performance

- Sharpen production planning and execution to cut costs, lift OEE and stay flexible amid market and raw-material volatility.



Sustainability & environmental footprint

- Coordination across procurement, planning, warehousing and sales



Innovation & adapting to new uses

- Speed up product innovation — advanced materials, green chemistry, batteries, hydrogen — while adapting to industrial customers from construction to pharma.



PHARMA

Challenges



Secure the supply

- End shortages with a tightly managed Supply Chain — aligned capacity, controlled inventory, end-to-end visibility and stock-out anticipation, fully GMP/GDP compliant.



Speed up access to treatments

- Cut “time-to-patient” with agile industrialization, stronger quality control and smooth CMC variation management — bringing innovations, generics and biosimilars to market faster.



Sustainability & public health (One Health)

- Shrink the footprint of sites and products, rein in emissions and tighten monitoring of antimicrobial use to help fight resistance (AMR).



Simplification & transparency

- Streamline admin and lock in GxP compliance — traceability, data integrity, serialization and regulatory obligations, built in end-to-end.



FOOD & BEVERAGE

Challenges



Operational efficiency & Supply Chain

- Master ever more complex multi-party supply chains — S&OP/IBP, shelf-life and cold-chain management, quality & standards, distributed platforms and shorter lead times across planning, production and distribution.



Consumer experience & expectations

- Win over customers who demand more transparency, sustainability and personalization — accelerate digital services (e-commerce/D2C, after-sales, loyalty) and turn data into differentiation.



Compliance, traceability & product safety

- Deliver real-time “farm-to-fork” traceability — batches, allergens, labeling and fast recall in any health or geopolitical crisis, with full transparency end to end.



Sustainability & resource optimization

- Shrink your footprint (water, energy, packaging), cut waste and scale eco-design and circularity — turning innovation into performance and compliance with what society expects.



MANUFACTURING

Challenges



Supply Chain resilience

- Weather disruption — pandemics, geopolitics, disasters, transport bottlenecks — with stronger S&OP/IBP, multi-sourcing/nearshoring, buffer stocks, supplier-risk monitoring and digital continuity.



Skills & Industry 4.0

- Beat skills shortages and an aging workforce: attract and retain talent, upskill teams and close gaps with automation (MES/APS, IoT/IIoT, cobots, vision, digital twins, AI) — while capturing critical know-how.



Sustainability & regulations

- Accelerate energy efficiency and footprint reduction (water, waste, CO₂), scale circularity and eco-design, and meet CSRD, REACH, RoHS and the digital product passport — with full material/process traceability.



OT/IT cybersecurity

- Protect ever-more-connected plants from rising threats: ISA/IEC 62443 segmentation, Zero-Trust, OT SOC monitoring, vulnerability management, backups/DRP and software supply-chain security.

A photograph of two industrial workers, a man and a woman, wearing hard hats and high-visibility vests. They are standing in front of large industrial control panels with multiple screens and buttons. The woman is holding a tablet and looking at it, while the man is also looking at a tablet. The background shows the complex structure of an industrial facility with steel beams and pipes.

ENERGY & UTILITIES

Challenges



Asset & infrastructure management

- Run vast, varied networks and sites (production, transport, distribution): industrialize preventive & condition-based maintenance (IoT sensors, telemetry, mobility), make interventions safer and keep downtime and Capex/Opex in check.



Energy transition & sustainability

- Accelerate decarbonization — energy efficiency, renewables and storage, grid flexibility, circular use of water and materials — and report against CSRD/EU Taxonomy and net-zero targets.



Resource supply chain & continuity

- Secure an end-to-end supply chain (oil, gas, minerals, water): planning, safety, traceability and critical logistics (pipelines, terminals, mines), with service continuity and distribution quality guaranteed.



Economic performance & compliance

- Sharpen financial steering (asset & investment planning, metering/billing, non-technical losses), meet ICPE/Seveso, health, safety and environmental rules, and strengthen data governance.



CSR & Responsible Purchasing — our commitments

Climate & Carbon footprint

- Carbon assessment (Scopes 1–3) completed in 2022, new measurement in 2025.
- Reduction plan: sustainable mobility allowance, remote work & video by default, refurbished purchases, electronic signature.
- Tracked indicators: tCO₂e/FTE, % low-carbon travel, % refurbished purchases.

Solidarity & Societal impact

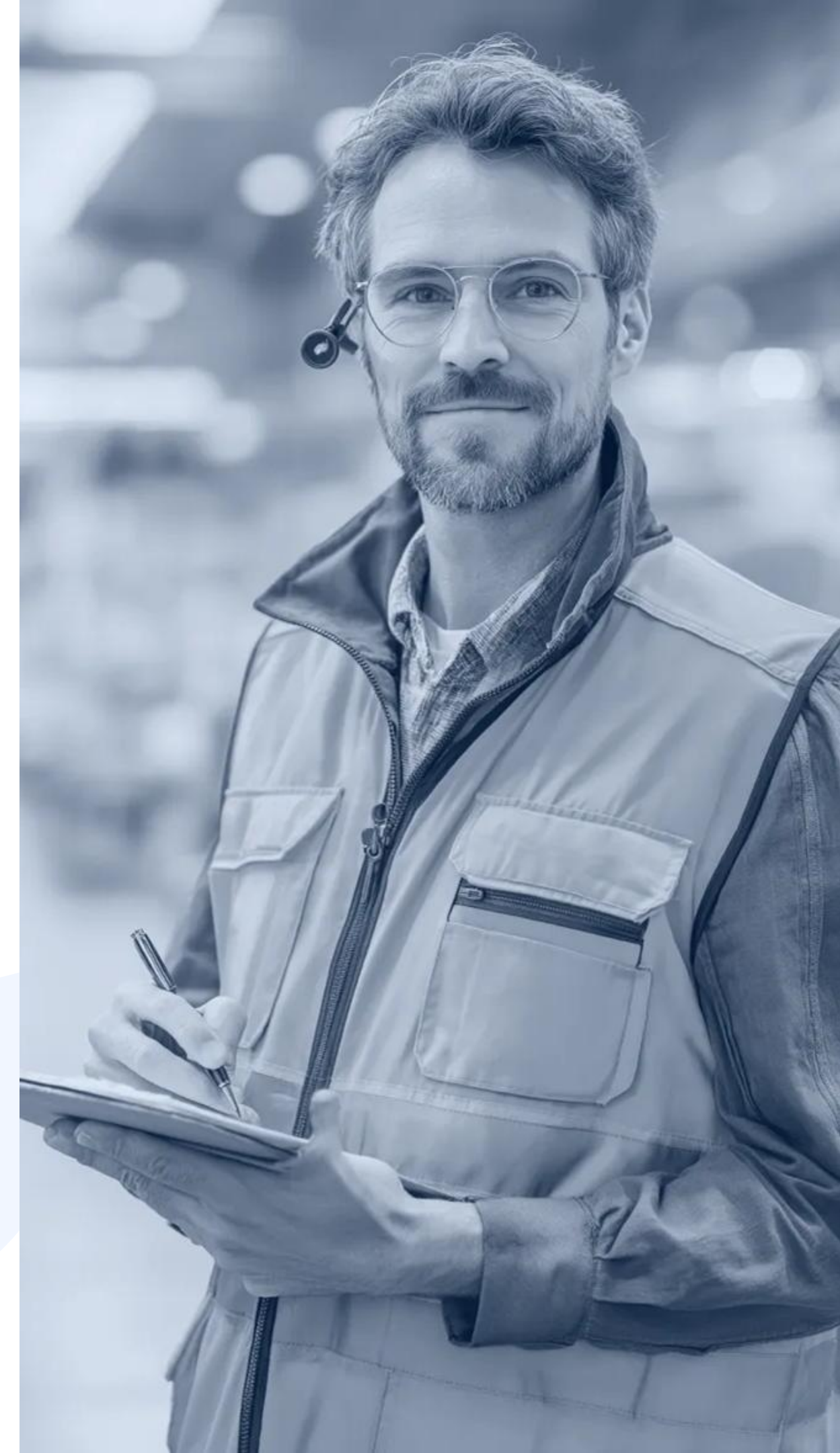
- Course des Héros, support for the AprèsJ20 association (long Covid).
- Charitable actions & sponsorship (as needed per client/project).
- Tracked indicators: volunteering days/donations, no. of actions per year.

Awareness & Inclusion

- Climate Fresk, 2 Tonnes workshops, disability-awareness sessions.
- Eco-friendly habits communication and internal campaigns.
- Tracked indicators: % of employees trained in CSR, no. of workshops/year.

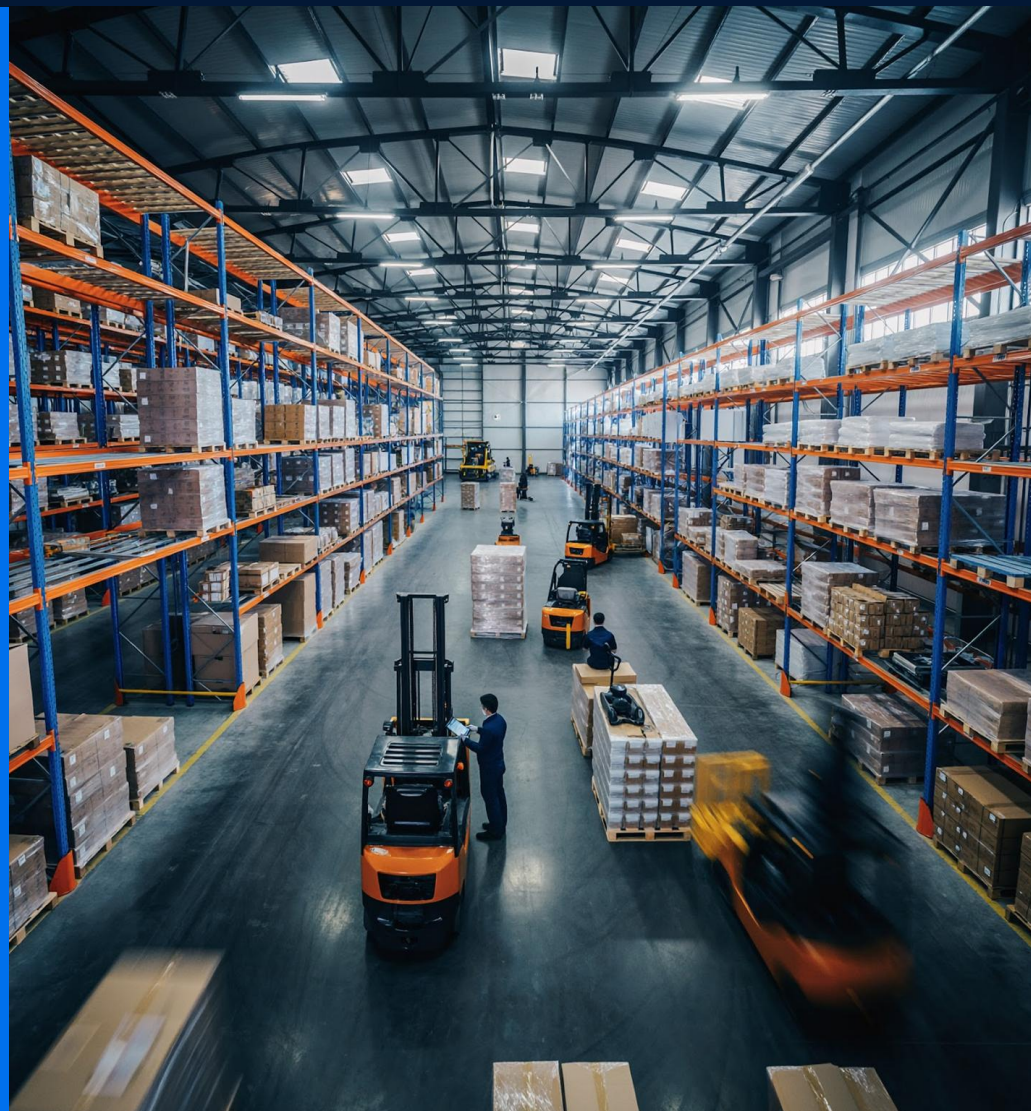
Circular economy & Responsible IT

- Second life for IT equipment (Cyclotronic), waste sorting & recycling.
- Responsible purchasing policy (refurbished first).
- Tracked indicators: % of refurbished fleet, kg of WEEE recovered/year.



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- ✔ Tailored solutions that deliver results

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