

A low-angle photograph of a palm tree against a clear blue sky. The trunk of the palm tree is covered with several large, green, cylindrical communication antennas or sensors, illustrating the integration of technology with nature.

HOI-MEA has streamlined their operations and brought great operational excellence with SAP solution

HOI-MEA Implementation

Company: HOI-MEA

Industry: Engineering and Construction

Products/Service:

Telecommunications infrastructure services

Location: New Maadi, Egypt

Website: <http://hoi-mea.com/>

SAP Products:

- FI-CO
- Material Management
- HCM

Background

HOI MEA for Engineering Co. is a leading company in GSM industry field in Middle, North Africa, and Gulf Areas. Since its establishment in 2001, the company has always strived for the highest quality in the industry. Within a short span, HOI MEA has had technical solutions for the telecom field, from antenna mounting structures to fast solutions and decorative structures. The company has also positioned itself in the market amongst the best contractors serving the region



Founded in 2001, HOI-MEA has positioned itself as one of the leading service provider for telecommunications infrastructure services and engineering in the region, with offices across Egypt, UAE, KSA, Qatar, Sudan.

Success Strategy

HOI MEA has been operating in the market for more than 15 years, providing the highest quality service in Egypt and the Gulf area, They have a vision to expand their operations to the whole Middle East. One of the company's success factors lies behind their ongoing effort to develop their talents and products, for that they created an R&D department to offer the best products to be able to compete fiercely in the global market.

Challenges

The company has more than 600 employees spread over 7 manufacturing plants, which urged the Human Resources executives to look for a solution to help them manage their employees productively and efficiently. They didn't have a consistent employee data management or personnel administration system, most of the work was done manually resulting in a high error rate and a great waste of time.

They aspired to have a complete visibility over their warehouses, as well as an automated,streamlined and optimized operations. They were also facing hard time managing the company's financial affairs as they didn't have a reliable solution to manage the large amount of financial data.

HOI faced difficulties in accessing reliable information due to lack of integration between the different business areas,That's why, HOI MEA replaced their legacy outdated system with an integrated solution from SAP system.



Implementation

ECS worked closely with HOI to identify objectives and meet stakeholders expectations. A significant time was taken to understand the business processes they want to work with. The project has taken 6 months, ECS team was able to deliver the project on time and within the assigned budget.

Results

Over a 6 months period, the implementation team of ECS with the involvement of HOI project team were able to implement SAP solution, comprising Material Management, Finance and Controlling and Human Capital Management. Since SAP solution went live, the company has been experiencing multiple benefits, Although it is too early to realize quantifiable results, the team was able to enjoy simplified processes, improved business transparency and great operational efficiency. They have got many benefits related to their financial operations, the system enabled a smoother and efficient accounting processes with minimal errors. There was a great improvement in the way they manage their employees, they had a single and consistent view for all employees.

Today

Today, HOI has gained a scalable system that can support business growth, they have saved a lot of cost due to process improvement and reduced time needed to get tasks done. They are planning to leverage the SAP system to reveal more opportunities and possibilities for future development.



HOI-MEA Improved business transparency and enabled faster, more efficient processes