

Sloan Valve X - B2B Hybris commerce implementation within 6 months



SLOAN.

Sloan Valve Company, Inc. founded in 1906 and based in Franklin Park, Illinois, manufactures restroom solutions.

Scope

Sloan wanted to leverage Hybris Commerce investment to implement a global B2B solution and engaged Echelon to build a B2B commerce site for their customers, Collaborative ordering for the Sales team and 24x7 self-service for B2B customers. Echelon was responsible to implement Hybris B2B Commerce Cloud platform and integrate it with current enterprise applications as per the defined scope. The detailed scope included:

- SAP ERP– SAP Cloud for Sales (Contacts, Quotes, Service Tickets)
- Active directory for Sales reps
- Widen – for product images
- Google Analytics – standard
- Scope for Drupal integration is to provide a navigation link on Sloan.com to the B2B Hybris site.
- configuration of search based on the B2B Accelerator.
- B2B commerce site for their customers
- Collaborative ordering for the Sales team
- 24x7 self-service for B2B customers

Outcome

Using the HYBRIS system, SLOAN witnessed improved customer experience, Direct customer ordering platform instead of manual orders from Sales representatives, smooth ordering processes for customers, Systematic quotations generation, Sales representative accelerator, ASM – Assisted Service Mode for Customer Service Reps, customer self-services, product syndication model, product and PCM

Why Choose Us?

Echelon is one of the three original SAP HEC Global Partners and continues to be one of less than ten global HEC-AMS partners. Our leadership has been working with the HEC organization since its inception and has jointly worked in a multitude of global SAP deployments. Echelon's cloud-first approach and extensive experience with S/4HANA allows our customers to benefit from our lean and repeatable implementation approach.

Echelon was first to the market in SAP S/4HANA with successful implementations in Heavy Equipment Manufacturing, OEM, and Wholesale Distribution. We provide:

- Greenfield implementations
- Technical upgrades (migration or Brownfield implementation) from Legacy SAP environments to S/4HANA Cloud environment
- Two-tier ERP strategies

Contact us to start your digital transformation journey. Our experts can help develop the business case and a roadmap to start your cloud journey.



1952 McDowell Rd,
Naperville, IL 60563



www.echelonsg.com
sales@echelonsg.com



+1 312 254 5016