

# Case

GRUPO LPJ

## Client

VLI is a company that offers logistics solutions integrating ports, railways and terminals.

Currently, it operates the Norte Sul (FNS) and Centro-Atlântica (FCA) railways, integrating terminals for loading and unloading products for rail transport, and operating in port terminals located on strategic axes on the Brazilian coast.

Present in more than 300 cities and 10 states, it annually transports more than 41,662 million tons of products through its ports and more than 38,835 million tons of products on railways, serving various segments such as agricultural, steel and petroleum derivatives industries, biofuels, sugar and alcohol industry, mining, civil construction, among others.

## Goals

In an unprecedented action in Brazil, VLI established a partnership with SAP to implement the SAP Fieldglass solution, respecting the architecture of other SAP solutions already implemented at VLI (SAP ECC, SAP ARIBA) and developing in a pioneering way, the integration of the solution SAP Fieldglass and SAP ECC.

With this project, all management of the outsourced workforce and services provided through its partners will be centralized in SAP Fieldglass.

## The Initial Scenario

To operate its business, VLI had partnerships with more than 6000 suppliers from different locations. To manage the process of contracting services from suppliers, managing outsourced workers in accordance with current Brazilian legislation, measuring and auditing services provided, it had a large internal structure of employees and a high operating cost.

Given the scenario of constant evolution and seeing an opportunity to reduce costs in its production chain, it began searching the market for a solution that provides automation of processes and significant gains in management and controls.

## SOURCE's Solution

Thanks to the already recognized long-standing partnership with VLI Logística and due to the excellence of the services provided, SOURCE, a company from Grupo LPJ, was chosen among the partners in the competition process for the project.

SOURCE acted on two fronts. One of them was the development of integration between SAP ECC and SAP Fieldglass, given the vast experience in SAP product integrations and also due to the knowledge of configuring the VLI environment.

It was also selected to manage the project as a whole, integrating all fronts (VLI – business, SAP Fieldglass – Project team, Source LPJ – Integration team).

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## Benefits Achieved

Through this project, VLI reaches a new level with the implementation of end-to-end management of the execution of outsourced labor services, from the mobilization of labor, followed by the execution of the service until the actual financial revenue.

This achieves several benefits, including:

- Cost reduction, contract risk reduction and better financial management;
- Total management of service measurement;
- Control of third-party personnel and labor and technical documentation;
- Supplier performance management.

## Testimonials

### André Cannavale Financial Business Partner Manager

*"The implementation of SAP Fieldglass will bring a series of benefits to very relevant VLI processes such as third-party management and service measurement, and it was a very complex and extremely challenging project, since it was a pilot in the Brazilian market and required changes not only in the system, but also in the processes and organizational structure. To achieve this, VLI relied on the diligence, perseverance, organization, sense of urgency and ownership of LPJ and its resources in both project management and the technical integration of the tool with SAP ECC and this partnership was vital to the execution of the project."*

### Lana Shcherbytska Delivery Executive SAP Fieldglass

*"Throughout the SAP Fieldglass system implementation project at VLI, the LPJ company played an important role: it developed integrations with the SAP Fieldglass system in the SAP ECC system. The SAP Fieldglass project team would like to express a high level of satisfaction with the partnership and the work performed by LPJ, who demonstrated commitment to the solution and timelines, excellent technical knowledge and flexibility for the complex demands of VLI in finding alternative solutions and compliance with functional requirements, and technical. The entire LPJ team is made up of very competent professionals, with technical knowledge and a proactive attitude. The synergy that was created between the SAP Fieldglass and LPJ teams throughout the project helped achieve the common goal: improving VLI's worker and service management processes with the SAP Fieldglass system. Due to its complexity, the work developed was pioneering in the Brazilian market and could be used as a case for other clients in the future."*