IBM Supports ConvaTec in Major Business Transformation and SAP Migration Services, Completed In Record Time

IBM

ARMONK, N.Y., - 20 May 2010: IBM (NYSE: IBM [1]) today announced the successful global implementation of a major services project with ConvaTec to provide business transformation services as well a new single, global instance of SAP to support manufacturing, supply chain, order management and finance for the company's business in more than 90 countries. The global transformation was recently completed in record time, moving the company's business operations over to SAP in 30 markets and in three manufacturing plants in a little over 16 months.

ConvaTec, a world-leading developer of innovative medical technologies for community and hospital care, was divested from Bristol-Myers Squibb in August 2008. As part of the divestiture, ConvaTec had to move its operations over to its own IT infrastructure, financial administration and supply chain systems. With its new operating structure, ConvaTec sought out an integration partner who could help rapidly migrate to their own worldwide system under an extremely tight timeframe without disrupting business operations.

Under the agreement, IBM Global Business Services is providing ConvaTec a stand alone SAP system and a range of transformation services including finance and accounting services; a new ConvaTec Shared Services Center and new suite of finance and accounting tools; a new order management operating model, and providing SAP hosting and application support.

To help meet the aggressive timeline for this transformation, ConvaTec used IBM's Life Science Express solution, a pre-configured SAP solution specifically built for Life Sciences companies including industry best practices and services. The new SAP system and processes, powered by DB2 database software, helped the company streamline and automate business processes, improve customer service and eliminate data redundancy.

"IBM has demonstrated its ability to deliver on a very complex project within an incredibly short timeframe," said William Compton, ConvaTec Chief Information Officer. "Their business transformation and SAP expertise helped us achieve our aggressive goals with a seamless transition to our new systems. We are proud of the efforts of our combined teams globally."

"Implementing a Global, SAP-enabled Transformation in 30 countries in 16 months is a significant accomplishment," said John Leffler, IBM Managing Partner, Global Business Services SAP Practice. "We're pleased with the ability of the IBM and ConvaTec teams to quickly enable the flexible business processes ConvaTec needs to continue to grow and adapt in the fast moving medical technology market. IBM's

expertise in business transformation, combined with our extensive experience working with the world's leading Global Companies has helped us create a leading practice for accelerated Global Transformations."

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