Consulting Engagement to support Mitsubishi Power Americas Inc. To transform into a data-driven organization

Case Study

Industry:	Energy
Technology:	SAP, SharePoint, CRM, OneStream, CashOnTime
Country:	USA

Client Profile:

Mitsubishi Power Americas Inc. is one of the leading power generation and energy storage solution companies in the USA. The company is designing, manufacturing, serving, and optimizing power systems worldwide. Mitsubishi's power generation solutions include natural gas, steam, aero-derivative, geothermal, distributed renewable technologies, environmental controls, and services. The company is also committed to environmental protection & carbon reduction and is at the forefront of green hydrogen and battery energy storage systems.

Challenges:

Mitsubishi Power is on the journey of digital transformation with an overall target to achieve best-in-class customer experience (Cx) and employee experience (Ex) to support the entire portfolio of projects, advance autonomous operations, real-time customer interface, smart and efficient manufacturing. In this fast-paced digital transformation journey backed by data transformation. Mitsubishi power onboarded KCS Inc. to access the overall readiness of the organization and suggest the way forward.

Solution

Experts at KCS conducted a detailed analysis session on the client's existing technological ecosystem and offered the below-listed solutions:

- In our Digital Transformation Consultation solutions, we recommended modern-aged software such as SAP, CRM, OneStream, CashOnTime, SharePoint, etc. to the client which can help them in streamlining their business operations
- SAP will create a centralized system for the client that enables every department to access and share common data to create a better work environment for every employee in the company
- SAP will gather and process data from all functions in the client's company on one platform

- The SAP system will also help the client in managing cash flow, hiring and managing staff, dealing with government regulations, and driving growth
- The CRM integration can help client enhance their sales by interpreting customer needs and historical trends
- CRM will help the client's firm cut down unproductive ways of sales and apprehend only the profitable ones
- OneStream software will help Mitsubishi Power in simplifying financial consolidation, reporting, budgeting, planning, and operational analytics
- With one platform and one model, OneStream eliminates the need to learn, integrate and maintain multiple modules, silos, or applications
- OneStream will offer guided workflows, delivering a turn-key solution for different end-user groups, and lowering the learning curve
- CashOnTime is one type of invoice collection software that will help the client in optimum coverage and connection for all of their customer relations optimization processes
- CashOnTime is the perfect solution for credit management, collection, litigation, electronic invoicing, and accounting reconciliation
- SharePoint will act as a one-stop-shop for the client's whole enterprise content and it will provide employees a centralized
- place to locate any relevant information stored within the platform
  The content versioning feature of SharePoint will help the employees of Mitsubishi to track multiple versions of documents, such as legal contracts, policies, and other important business documents using SharePoint document libraries

KCS Approach

On the journey to digital transformation, while achieving world-class customer experience and employee experience, KCS assisted Mitsubishi Power by recommending some of the best software solutions in the market. Using OneStream, the client can now simplify financial consolidation, reporting, budgeting, planning, and operational analytics. The CashOnTime software will help the client in managing all of their e-invoices, credits, collection, and accounting reconciliation. The SAP system will also help the client in managing cash flow, hiring and managing staff, dealing with government regulations, and driving growth.

Tech Stack

SAP CRM

OneStream SharePoint

Outcomes:

- Our digital transformation consulting solutions inspired Mitsubishi Power in digitalizing various operations in their business.
- With the help of our solutions, clients can now manage important documents easily
- In our digital transformation consulting solutions, we gave the client a roadmap to implement Big Data technology in their business
- Our experts also explained the role of Cloud solutions and their various components in the client's business comprehensively
- The client has successfully deployed all the software solutions we suggested into their business

KCS

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