



ARCLIGHT

Industry: Retail

Number of Decurion theater locations: 16

Employees: 1,400 (approx.)

Customers served: 10 million per year (approx.)

Average number of transactions: 9.5 million per month (approx.)

Solution: S⁴-as-a-Service, including S/4 Finance with Procurement & Inventory Management, HANA platform on a private cloud, invoice management via EDI, Business Intelligence, and mobile apps.



Success Story:

Lights, Camera, & Go Live:

How ArcLight Cinemas went live with SAP in just 12 weeks

The Challenge

ArcLight Cinemas is an upscale movie theatre chain that shows new release blockbusters, specialty and retrospective films, and also offers food and beverages to their customers. They are primarily based in southern California, with several theatre locations in the Chicago and DC metro areas, but have aggressive plans to expand throughout the US in the near future. According to David Bent, the Vice President of Finance for the Decurion Corporation (ArcLight's parent company), "we needed a system like SAP to help us with our plan for further national expansion."

The Solution

Because the theatres primarily operate PC - based systems, a hand - held solution running on phones or tablets was the most logical and economic choice for ArcLight. Savantis offered a hosted model of S/4 HANA, the latest version of SAP software, to meet ArcLight's needs and also set them up with a suite of mobile apps that allows them to better track and control their inventory directly on the theatre floor. Based on the strict timeline they needed to follow due to their fiscal year - end, ArcLight followed Savantis' Rapid Implementation Methodology, which allowed them to fully implement SAP in just 12 weeks.

The Timeline

January 1st was the determined go - live date, primarily because December 31st was ArcLight's financial year - end. "We implemented this whole solution in just 12 weeks. And we did it on budget as well. But we used some interesting methods to achieve that. We took the SAP standard business practice without any customizations in order to minimize the length of the implementation. So, this was an interesting methodology, but we were extremely happy with the results."

"When you look at the cost, in my experience, the longer the implementation goes on, the more it costs.

There has been a payback on this SAP project of approximately 5 months. We were very fortunate to work with Savantis."



David Bent, Vice President of Finance, Decurion Corporation



Notable Number:

- After using their new system for just 4 months, over **38 million transactions** have been processed. SAP's new and intuitive role-based user interface, Fiori, is able to query those transactions within seconds to provide users with vital financial information in the moment, allowing management to make informed business decisions in real-time.

"The thing we found out is that whichever way we are slicing and dicing the numbers, we get the same answer. The fact that we can build that confidence in the numbers is extremely important to us and the business."

David Bent, Decurion Corporation

Business Impact and Process Improvements

According to David, "ArcLight is really changing up what we do in terms of analyzing our data in real time. These systems allow us to act on real data in the moment, and actually do something to make our customers have a better experience. Which will entice them to want to come back. And I think that's the real business impact."

- The majority of manual processes have been eliminated, which means freed up resources, fewer data errors and reconciliations needed, and time saved.
- SAP and the Point-of-Sale systems are now integrated, so the financials are now consistent no matter how they are pulled from the system.
- The product master file is now consistent between theater locations.
- Staff can now drill down at the item level in real-time to better track where their inventory is going and how their money is being spent.
- The new financial and inventory systems allow ArcLight to gain greater visibility into their specific product mix and the margins associated with each of the thousands of product SKUs that they manage. ArcLight now has the knowledge to act on these insights and adjust the product mix as needed at the individual cinema level.
- The new systems are scalable for growth as ArcLight plans for national expansion. While they are experiencing the business benefits of this upgrade now, they will not need to transition to a new system down the line.

About Savantis

We make SAP software affordable for mid-sized businesses by successfully implementing it in weeks, not months or years.

In addition to complete ERP and CRM implementation services, we also offer a transactional content & document management solution, mobile apps, hosting, and other support services (such as training, staffing, and technical support). In short, we are your one-stop-shop for all of your SAP needs, and we'll be here to help you every step of the way.

We make the most scalable, functional, market-leading business software in the world affordable, enabling mid-sized businesses to effectively compete with anybody.

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