

SAF-Holland - Success Story

Efficient export control with SAP International Trade



At a Glance

Services provided:

- Implementation of SAP International Trade in S/4HANA Private Cloud (Greenfield), including basic configuration, activation of relevant foreign trade functions, and setup of the Fiori Launchpad
- Replacement of a non-SAP export control solution with SAP S/4HANA International Trade, including requirements gathering, blueprint creation, and implementation planning
- Introduction of export control functions such as embargo and dual-use checks in the SAP standard, in accordance with legal regulations
- Design and development of a user-friendly Fiori app (based on CDS views) for maintaining and managing compliance master data (e.g., national, regional, and global classifications)
- Integration of SAP International Trade with the SAP Business Technology Platform (BTP) to extend functionality and enable cross-system usage
- Development of an upload tool for customs tariff numbers and product classifications based on SAP BTP, implemented according to clean code principles
- Execution of key user training and support during User Acceptance Testing (UAT) to ensure end-user acceptance and system stability
- Go-live support and hypercare phase with direct user assistance to ensure a stable rollout in the productive system

The Customer: SAF-Holland

SAF-Holland is a globally active supplier to the automotive industry, specializing in axle and suspension systems for commercial vehicles.

With over two decades of production experience across five continents, the company is considered one of the leading partners in the industry.

The Challenge:

As part of its SAP S/4HANA transformation, SAF-Holland faced two key challenges: First, the full integration of its U.S. unit Haldex—which had previously operated on a non-SAP ERP system—into the new S/4HANA system landscape. Second, the export control solution used by Haldex also needed to be replaced and transitioned into a centralized, group-wide solution.

To address this, SAF-Holland chose to implement the SAP International Trade module as a standardized foundation for mapping the required foreign trade and compliance processes within the new system. The goal was to consolidate Haldex's export control functionalities within the shared SAP S/4HANA ERP and establish a future-proof, globally applicable solution.

For this demanding project, SAF-Holland sought an experienced SAP implementation partner with deep process knowledge in foreign trade and a strong focus on legally compliant customs and export control. SI PRO proved to be the right partner for the job.

The challenge lay in systematically identifying the functional gaps between the previous non-SAP solution and the SAP standard module International Trade. The aim was to centrally and user-friendly provide all customer-relevant functions not covered by the standard.

Together with SAF-Holland, the concept of a "Master Compliance Fiori App" was developed – a central interface for managing all relevant export control and classification data. The app was custom-built on the SAP Business Technology Platform (BTP) and seamlessly integrated into the SAP S/4HANA landscape.

The Result:

With the go-live in January 2025, a future-oriented SAP solution for export control and foreign trade was successfully implemented within just six months. By introducing SAP S/4HANA International Trade in combination with enhancements on the SAP Business Technology Platform (SAP BTP), a fully integrated, cloud-ready SAP environment was created that meets all requirements for global compliance and export control regulations.

Mr. Francis Oswald, Vice President Global Process Organization, summarized the project: *"SAF-Holland now has a modern, scalable, and standard-oriented SAP solution that offers long-term investment security and is optimally prepared for international rollouts in foreign trade – fully embedded in the SAP system landscape."*