



China Telecom Corporation
HP VIDEO TRANSCRIPT

China Telecom Corporation **China Telecom builds a new IT landscape with mySAP ERP and HP**

Interviewee: Mr. Shiping Liang
Director, Applications Division, China Telecom Corporation

The company and its vision

China Telecom is the largest fix-line operator in China. Our vision is to become a world-class telecom powerhouse. To support this vision, we re-designed our IT strategy. To deploy an ERP solution is the most significant initiative in this strategy.

ERP project goals

We have defined clear goals for an ERP system and its underlying IT infrastructure: We want to integrate the business functions to increase organizational efficiency. We also want to achieve real-time management. And we want to consolidate all the data sources within the company in order to obtain information transparency and strengthen collaboration.

Why SAP?

We were fully convinced that SAP understands and shares our strategic direction, and its solutions can help us realize our objectives. That was the decisive factor to win the bid.

Other factors for deciding on mySAP ERP included its broad range of functionalities, its integration capability and its expertise and best practice in running telecom business.

Why HP?

HP won the bid because it fully fulfills our technical requirements in supporting SAP. Most importantly, it outperforms other vendors with a better price/performance ratio. This allows us to have a competitive total cost of ownership.

The SAP HP solution

We have selected mySAP ERP to support financial management, human capital management, engineering project management, procurement and so on.

For maximum power and uptime, we selected HP rp5470 servers to support test and development systems and HP rp8400 for production systems. All servers are linked into a new storage area network under HP StorageWork Disk Array XP128, to ensure data availability.

Rapid Implementation

After 8 months of implementation, the system went live successfully at all three sites. Until today, we have around 1000 users.

Our plan is to deploy the system throughout the company within the next two years. The final number of users will reach 30,000.

Success factors

There are several factors which contributed to the success:



First we got the strong and consistent support from China Telecom's top management.

We had a constructive working relationship with our implementation partners.

And we had an excellent project team and worked closely with different departments and users.

Finally we managed the implementation by focusing on the essential business needs and growing the installation step by step. This indeed reflects the high degree of flexibility and scalability of the SAP system and its supporting HP hardware platform.

Business benefits

mySAP ERP made our business functions fully integrated. Before that, our accounting, finance, HR, project management and others were isolated functions and the internal communication was very weak. After the implementation of mySAP ERP, the communication and collaboration between business functions has significantly improved -- first between Engineering and Accounting, then between Accounting and HR.

With mySAP ERP, we consolidated and integrated various internal data sources, making information more transparent, easily accessible and centrally controllable.

Our top management is now able to have an accurate and timely view of our business. This is a major breakthrough for us. With this insight, they can make faster decision and get a stronger grip on management control.

Foundation for growth

HP's IT infrastructure has been an excellent platform supporting the running of SAP for more than a year. The HP Unix servers perform well and the system is very stable. Using mySAP ERP, China Telecom is able to optimize its business processes and enhance its business efficiency and competitiveness. SAP's software, in terms of functionality and capability, is very mature and reliable.

China Telecom's IT solution with best in class software and hardware is flexible and scalable, satisfying our current business needs, while supporting changes and future business growth.

SAP and HP support China Telecom's business transformation to build an adaptive enterprise in its vision of growth.