Leap Great

CUSTOMER SUCCESS STORY

How a Global Fleet Management Company Delivered SAP Go-Live in Six Months Despite Major System Dependencies

A global vehicle leasing and fleet management provider needed to modernize its insurance operations with SAP. The challenge: achieve a six-month go-live timeline while another core SAP program—focused on leasing—was already underway. The insurance rollout depended on integrations with the existing program, increasing the risk of delays and misalignment.

To meet the deadline, the project applied the FrontLoad™ approach, developed by the professionals who would later go on to found LeapGreat.

Parallel Streams, Unified Delivery

From the start, the team prioritized early access to a functioning SAP environment. Business users were able to engage with real interfaces, real data, and real process flows, starting from day one.

This approach allowed:

- Refinement cycles to begin immediately.
- Early validation of cross-system dependencies and integration logic.
- Continuous user feedback to shape system evolution without disrupting timelines.

The insurance platform integrated SAP's Insurance Suite and multiple cross-functional modules, supporting policy administration, claims processing, and data migration.

Managing Complexity Without Delay

Seven external interfaces were built and validated within the same window. Policy data was migrated from legacy systems and was fully operational by the go-live date.

The result: the organization launched its pilot phase in six months, on schedule and within budget, despite significant integration dependencies and program overlap.

A Repeatable Framework for Time-Critical Rollouts

What enabled the organization to succeed was not more effort, it was a different delivery structure. By building early, validating constantly, and integrating refinements into live iterations, the project remained tightly controlled and responsive.

Today, LeapGreat delivers this approach through its automation platform, enabling even complex SAP programs to stay fast, aligned, and risk-aware.

For more information on how the FrontLoad™ approach can benefit your organization, visit our website: www.LeapGreat.com.