CUSTOMER SUCCESS STORY

How a Global Professional Services Firm Scaled SAP Delivery While Lowering Resource Load

A global advisory and professional services firm specializing in financial services faced rising client expectations around speed, quality, and cost-efficiency in SAP programs. Traditional delivery models were struggling to scale across diverse industries and regions.

To address this, the firm incorporated early FrontLoad™ practices—developed by the team who would later form LeapGreat—into its SAP delivery approach.

Embedding a System-Centric Foundation

Instead of starting with lengthy design cycles, a global professional services firm began its engagements with working SAP systems from day one. With guidance from the founding team behind LeapGreat, they implemented a digital factory approach:

- Business units received functional SAP environments built on the latest global templates.
- These systems included the firm's own core assets, refined through previous engagements.
- Customers could test drive their future solution immediately—at full fidelity.

This setup enabled faster customer validation, easier identification of localizations, and early integration alignment—reducing downstream rework and cost.

Reapeated Delivery at Scale

With FrontLoad™ embedded, the firm achieved:

- Immediate target-state visibility for clients
- Lower resource demand per project
- Streamlined rollout of consistent global templates with localized refinement

The impact extended beyond individual client engagements.

The organization's SAP practice became more scalable and better equipped to handle complex rollouts in a competitive market.

Today, LeapGreat brings the same principles to broader markets through a SaaS automation platform. What began as a tailored delivery strategy for a global services organization is now a productized capability—designed to help any delivery team scale effectively without increasing project risk.

For enterprise architects, CIOs, and CTOs, this experience demonstrates the value of early operational exposure in large-scale SAP transformations. The FrontLoad™ approach offers a modern methodology that prioritizes execution, reduces risk, and accelerates progress. By adopting this approach, organizations can navigate complex transformations with greater confidence and clarity.

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