



SUCCESS STORY

Scaling partner-driven fuel distribution without opening up the core system.

How Migrol extended SAP S/4HANA capability to its field operations with Implico and SAP BTP



Overview

Scaling partner-driven fuel distribution for Migrol

How Migrol extended SAP S/4HANA capability to its field operations with Implico and SAP BTP

This Success Story showcases how Implico helped Migrol, a leading Swiss energy provider, to scale its partner network without compromising the integrity of its SAP S/4HANA core system. By designing and implementing a cloud-based extension on SAP Business Technology Platform (BTP), Implico enabled external vendors to independently create and manage fuel orders – securely and in full alignment with SAP's clean core principles.

INDUSTRY	Energy / Fuel Distribution
CLIENT	Migrol AG, Switzerland
TIMELINE	~8 Months
TOOLS	SAP S/4HANA, SAP BTP, SAP Fiori

"Our objective was clear: Scale our partner network without expanding direct access to our SAP system"

– Adrian Maegerle, Head of SAP CCC at Migrol AG

Applied Expertise

- SAP BTP Architecture & Development
- SAP Clean Core Expertise
- Fiori Application Design
- System Integration & API Design
- Energy & Logistics Domain Knowledge

Benefits for Migrol

- Scalable Partner Network
- Preserved SAP Core Integrity
- Greater Vendor Autonomy
- Faster Order Processing
- Zero Support Tickets Post Go-Live



Migrol

Scaling partner-driven fuel distribution

Migrol, a leading energy provider in Switzerland, has long relied on SAP to manage its core business processes. As its network of independent sales partners grew, the company identified an opportunity to scale this model by onboarding additional vendors.

What Migrol couldn't afford to do, however, was simply provide unrestricted access to a sensitive internal environment. Each new vendor added would introduce unnecessary risk and complexity to Migrol's own processes – and infringe on the SAP clean core approach designed to facilitate faster decision-making, easier upgrades and scalable operations.

With its growth ambitions clearly defined and time of the essence, Migrol turned to Implico, its longstanding industry partner, to help find a solution that would appease both the energy retailer's independent sales partners and its internal stakeholders.

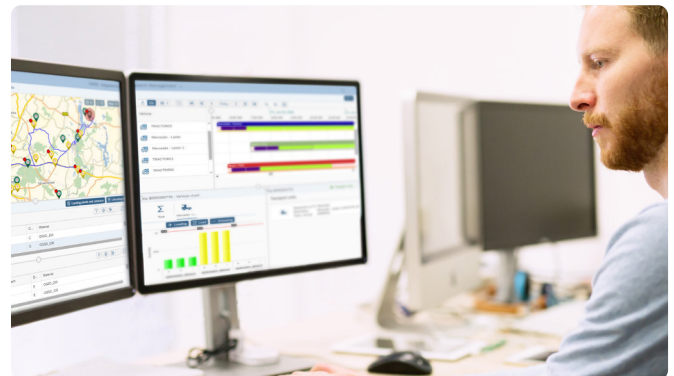
The challenge: connecting external vendors without compromising core systems

The key question for Implico was how to open up Migrol's processes to external users without increasing workflow complexity or risking the stability of the core systems. At the same time, the integrity of the core system had to be preserved. That meant any solution had to align with SAP's clean core principles while ensuring all data remained fully integrated, transparent and centrally available.

What the situation called for was a secure 'bridge', so to speak, between Migrol's SAP environment and its network of external vendors. And this is precisely where Implico's expertise came into play.

The solution: a cloud-based extension built on SAP BTP

Working in close collaboration, Migrol and Implico designed and implemented a solution based on the SAP Business Technology Platform (BTP). At the heart of the project is a Fiori-based application that acts as a secure buffer between external vendors and SAP S/4HANA. Through an intuitive tablet interface, vendors can create and manage orders independently, capturing customer demand in real time. The data is then transferred automatically into SAP, where it becomes immediately available for further processing – without requiring vendors to work directly in the system.



Orders are automatically stored in SAP S/4HANA for Migrol's back-office teams to review, adjust if necessary and process as part of their standard workflow. An existing price simulation tool was also upgraded and integrated into the new architecture, ensuring continuity for users while extending its functionality into the cloud environment.

The entire solution was developed and deployed within a relatively short timeframe from March to October 2025, highlighting the speed and flexibility made possible through SAP BTP – not to mention the efficient teamwork between Migrol and Implico.



Migrol

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The result: faster processes, greater autonomy and stable operations

By putting order creation and recording in the hands of partners and external vendors, Migrol has significantly streamlined its operational workflows. Vendors can now act with more autonomy, reducing their reliance on internal teams and accelerating the overall order life cycle. At the same time, all data flows directly into SAP, thus maintaining a single source of truth across the organisation.

Equally important is the fact that the solution has proven to be highly stable in day-to-day operations. Since its go-live, no support tickets have been raised – a deeply impressive outcome that underscores both the quality of the implementation and the effectiveness of the collaboration from project inception to completion.

"Our objective was clear: Scale our partner network without expanding direct access to our SAP system," states Adrian Maegerle, Head of SAP CCC at Migrol AG "Together with Implico, we found a way to do exactly that. The solution fits seamlessly into our landscape and gives our partners a much more efficient way to work. We were able to move from concept to go-live in a very short time, with all questions resolved quickly throughout."

About Migrol

Migrol is a leading Swiss energy service provider in the fields of heating, mobility, and sustainable energy solutions.

Through a nationwide network and comprehensive expertise, Migrol supplies private and business customers with the fuels and services they need – today and tomorrow.



Klaus Wunsch, Chief Consulting Officer at Implico, had the following to say on the collaboration with Migrol: *"This project shows how SAP BTP can be used to extend core systems in a controlled and meaningful way. By enabling external partners without increasing complexity in SAP S/4HANA, Migrol has created a strong starting point for future growth."*

A scalable foundation for future innovation

With its new cloud-based approach, Migrol has established a robust model for integrating external partners into its digital processes without compromising its system integrity.

By combining SAP S/4HANA with SAP BTP and a user-friendly Fiori application, the company has created a flexible architecture that can evolve alongside its business, in support of new use cases, partners and channels as they emerge.

At the same time, the project demonstrates how targeted extensions can deliver immediate operational value while remaining fully aligned with a fruitful long-term SAP-first strategy.

About Implico

We are a leading provider of solutions for business process digitalization in the supply chain of energy and natural resources.

Through our global presence and expertise, we increase our customers' efficiency and boost their profitability.



Scale your partner network. Without opening up your core.

Connecting external vendors to your SAP environment doesn't have to mean complexity or risk. SAP BTP makes it possible — securely, cleanly, and fast.

Talk to us about extending your SAP landscape the right way.

Get in contact with our advisory team



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