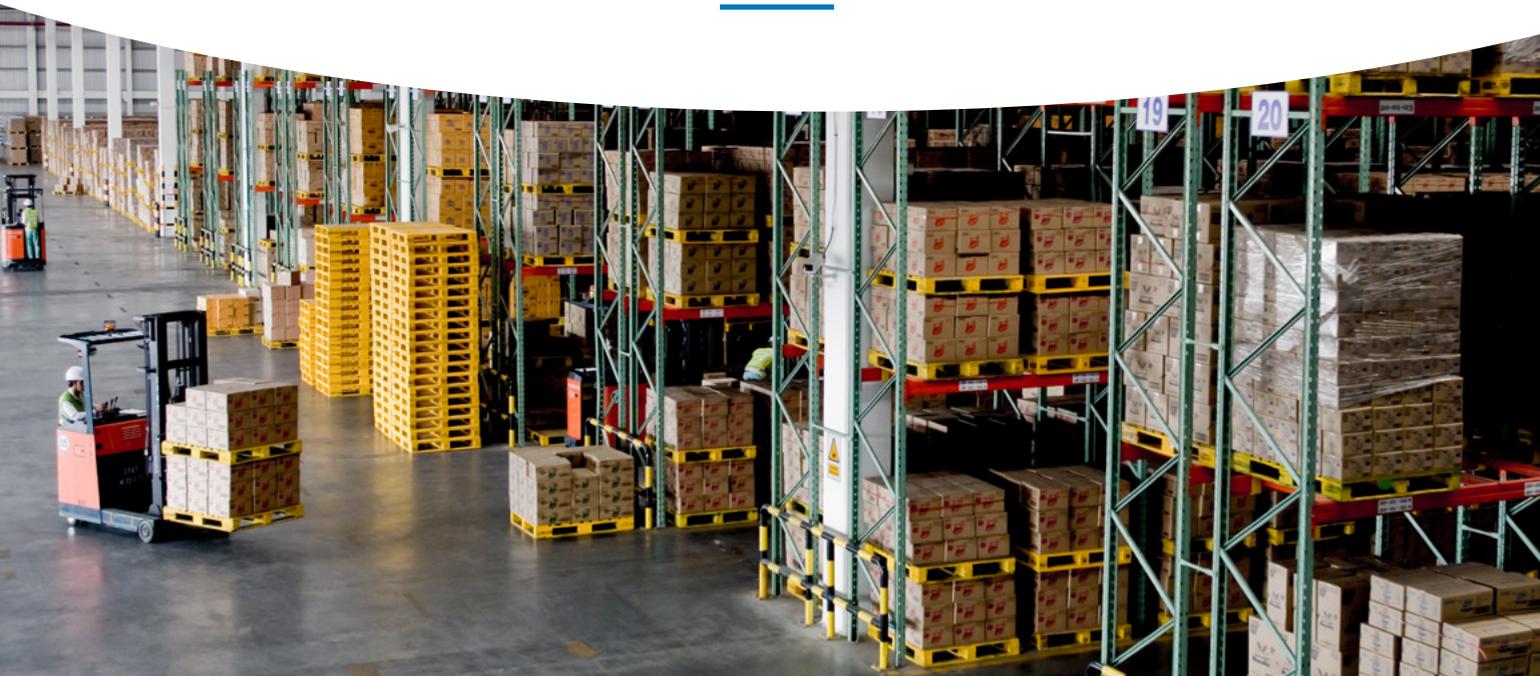




# Vision33

STORIES FROM SUCCESSFUL DISTRIBUTION COMPANIES

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## Learn How Wholesale Distributors Are Succeeding with SAP Business One®

Vision33, the largest global SAP Business One® partner, has seen the difference that an integrated business management solution can make to growing and large enterprises.

The solution of choice for growing distributors is SAP Business One. Whether you distribute soft goods, hard goods, heavily-regulated products or fresh produce, SAP Business One has all the features you need to gain control of your inventory with improved planning strategies and control processes.

The following Vision33 customer success profiles demonstrate how growing businesses like yours can leverage transformative SAP technology to make a difference to your business.

*“SAP Business One has streamlined our processes and helped us become one of the fastest shippers in the industry. Whereas the competition can take several weeks to deliver an order, VIETRI can do it within 2 to 3 business days on average.”*

**Jody Davis**  
Customer Service and IT Manager, VIETRI

## Location

Roseville, California,  
United States

## Website

antwireless.com

## Industry

Distributor, cellular  
telephone services

## Products and Services

High frequency hardware  
and software solutions

# 20

Employees

## Solutions

SAP Business One,  
Customer Portal, Boyum:  
Usability Package,  
Productivity Package;  
Citixys: Credit Card  
Module, Inventory Pro;  
Paymate Clarity, Ceecom  
Maintenance and Rental  
Solutions

## High Frequency Hardware Supplier Gains Control of Business Operations with SAP Business One

**“We are in complete control of what is going on and we only need one place to look at. Most importantly we can scale up with no extra headaches.”**

**Frantzis Panayiotis**  
President

### Challenges

- Outgrown the capability of Quickbooks.
- System could no longer support sales growth.
- Disjointed business processes from across the organization including CRM, sales orders, accounting, and inventory.

### Why SAP Business One

- Ability to manage all aspects of business through a single integrated platform.
- Intuitive solution that adapts to company's way of doing business.
- Robust business management solution that meets the requirements of current and future business needs.

### Benefits

- Complete control of all core business operations.
- Scalable ERP foundation supports long-term growth.
- Support for CRM, sales, accounting, and inventory on a single, integrated solution.



## Industrial Hose and Rubber Supplier Streamlines Accounting Processes Across Multiple Entities with SAP Business One

**“It’s very important to have a partner that understands the challenges we were facing. With SAP Business One and Vision33, we were able to automate the settlement process between three entities with divisional accounting.”**

**Jahan Roohi**

Vice President, Finance

### Challenges

- Manual processes and duplicate data entry resulting from the purchase of goods between three regional entities.
- Difficulty forecasting and ordering goods that require a 6-month turnaround due to limited insight into sales.
- Outgrown capabilities of existing ERP system due to sustained year-over-year growth.

### Why SAP Business One

- Automates settlement process and treats three corporate entities as divisions.
- Inventory forecasting allows users to anticipate future demand based on historical sales data and adjust material planning accordingly.
- Comprehensive ecosystem of certified industry solutions for a tailored ERP system.

### Benefits

- Simplifies purchasing and accounting processes between three corporate entities.
- Inventory optimization and demand forecasting improves profitability 10% year-over-year.
- Provides same-day delivery to customers for greater customer satisfaction.

### Location

Toronto, Ontario,  
Canada

### Website

[buchananrubber.com](http://buchananrubber.com)

### Industry

Distributor, wholesale,  
rubber

### Products and Services

Industrial hoses,  
couplings, and sheet  
rubber

### Solutions

SAP Business One,  
Customer Portal,  
Employee Portal, N'ware  
LISA Express WMS,  
Valogix Multilink, Boyum  
Usability Package,  
Third Wave Advanced  
Productivity Pack,  
Paymate Platinum, Clarity  
Payroll



cb medical

## Location

Calgary, Alberta,  
Canada

## Website

cbmedical.ca

## Industry

Distributor, wholesale,  
medical supplies

## Products and Services

Incontinence and general  
medical supplies

# 2-10

Employees

## Solutions

SAP Business One,  
Customer Portal,  
Interconnect, Coresuite  
Country Package, iBolt SE,  
Third wave CW

# General Medical Supplies Distributor Streamlines Operations with SAP Business One

## Challenges

- Lack of reliable business data to forecast future customer and stock orders.
- Limited visibility into the supply chain.
- Legacy systems unable to keep pace with business growth.

## Why SAP Business One

- Comprehensive tracking functionality for better control and inventory management.
- Integrated accounting function automates inventory counts in real-time.
- Scalable platform supports long-term growth to facilitate high order volume.

## Benefits

- Ensures delivery of products on time and on budget, while minimizing shipping costs.
- Inventory management provides greater visibility of products from vendor to customer.
- Better vendor relationship management results in a healthier bottom line.



Clearmark Interactive

## Digital Coding Distributor Supports Sales Growth with SAP Business One

“Our business had outgrown the software we were using. It had limited capability to cover all the elements of our business as it was an accounting-based software. SAP Business One allowed us to bring all our business processes and functions into one centralized software system and therefore improve efficiency and enable growth.”

**Catherine Binder**  
Chief Financial Officer

### Challenges

- Accounting-based software had limited capability to cover all elements of the business.
- Existing solution no longer supports sales growth.
- Cumbersome reporting was time-consuming and did not provide real-time visibility.

### Why SAP Business One

- Support for all core business processes in a single integrated solution.
- Trusted midmarket solution from financial systems leader, SAP.
- Robust business management solution far exceeds the capabilities of the previous solution.

### Benefits

- Business has grown year-over-year since implementing SAP Business One.
- Improved processes and efficiencies within the business.
- Scalable ERP foundation supports long-term growth.

### Location

Annesley, Nottingham,  
United Kingdom

### Website

[interactivecoding.co.uk](http://interactivecoding.co.uk)

### Industry

Distributor, digital coding  
solutions

### Products and Services

Thermal transfer  
overprinting, thermal ink  
jet, print apply labeling,  
software, training, and  
consumables

### Solutions

SAP Business One,  
Boyum: Usability  
Package, Mail Chimp;  
Coresuite: Country  
Package, Cloud  
Connector, Field Service;  
Draycir Spindle



since 1971

Community Foods

### Location

Witham, Essex,  
United Kingdom

### Website

communityfoods.co.uk

### Industry

Distributor, natural and  
organic dried foods

### Products and Services

Organic foods, dried  
fruits, organic pasta  
sauces

## 2-10

Employees

### Solutions

SAP Business One,  
Boyum: Usability  
Package, Productivity  
Package; Cindercone  
Magma EDI, Produmex:  
Site, Terminal

## Natural and Organic Dried Foods Supplier Increases Production Capacity with SAP Business One

**“Our business has changed since deploying SAP Business One – with a greater emphasis on production. Our core reporting and management information is now derived from SAP Business One, and is available at any point of time.”**

**John Nichols**  
IT Manager

### Challenges

- Disparate stock and finance systems resulted in disconnected processes and lack of inventory control.
- Manual processes and data entry increase the risk of human error.
- Limited visibility into daily operations and their company data.

### Why SAP Business One

- Complete integration with finance, sales, purchasing, inventory, and production.
- Short deployment period compared to other ERP solutions available on the market.
- Control and visibility of their company data.

### Benefits

- Increased production capacity through a scalable solution.
- Ability to cross-reference data from inventory and accounting, for greater visibility.
- Access to real-time data for better decision making.

## Packing Supplier Achieves 500% Increase in Growth with SAP Business One

“SAP Business One has out-of-the-box, best in class small business processes requiring very little customization and low total cost of ownership with high availability. Since implementing SAP Business One, we’ve seen over 500% growth and 200% increase in employees. To top it all, we are now a data-driven business.”

**Glen Kinney**  
Owner

### Challenges

- Existing accounting solution, Quickbooks, was difficult to adapt to growing business needs.
- Manual paper-based processes resulted in duplicated data entry.
- Limited visibility throughout the organization.

### Why SAP Business One

- Supported by a large ecosystem of SAP certified, third-party industry solutions.
- A single integrated system that supports all key business areas.
- Allows access to real-time information and reporting instead of manual reporting.

### Benefits

- The company has grown over 500% since implementing SAP Business One with a 200% increase in employees.
- Data-driven business that allows management to make decisions anytime, anywhere.
- Business process optimization results in streamlined operations for more profitability.

### Location

Tumwater, Washington,  
United States

### Website

corrpac.com

### Industry

Distributor, packaging  
and fulfillment

### Products and Services

Industrial packaging,  
janitorial supplies, retail  
store packaging, and food  
supplies

### Solutions

SAP Business One,  
Customer Portal,  
Employee Portal, Sales  
User for Employee Portal,  
Boyum Usability Package,  
Citixys iVend, Prodimex  
Scan



Global Supply Chain Solutions

## Location

Dallas, Texas,  
United States

## Website

[www.costflexrisk.com](http://www.costflexrisk.com)

## Industry

Third party logistics (3PL)

## Products and Services

Outsourced material  
management solutions

## Revenue

**\$10,000,000 USD**

## Solutions

SAP Business One, Third  
Wave

## Third Party Logistics Provider Improves End-to-End Operations with SAP Business One

**“Prospects and customers know we have the proper workflows and controls in place because we’re running SAP Business One.”**

**Philip Odette**  
Chief Operating Officer

### Challenges

- Manual processes and data entry increase the risk for human error.
- Disparate systems result in disconnected business processes and lack of integration throughout the company.
- Difficulty ensuring the right amount of inventory for production requirements.

### Why SAP Business One

- Support for all core business processes in a single integrated solution.
- Scalable solution for future growth with additional functionalities.
- Trusted midmarket solution from financial systems leader, SAP.

### Benefits

- Access to accurate and up-to-date information across the company for informed decision making.
- 66% reduction in reconciliation time and 45% reduction in time to develop reports.
- Improved order cycle time, cash flow, and freed resources to focus on strategic initiatives.



Great Giant Foods

## Fruit Importer and Distributor Improves Reporting and Global Collaboration with SAP Business One

### Challenges

- Lack of communication between American operations and Indonesian headquarters.
- Financial reporting was time-consuming and prone to data entry errors.
- Outgrown capabilities of existing accounting software and spreadsheets due to sustained year-over-year growth.

### Why SAP Business One

- Scalable ERP solution's modular design supports addition of more business functions as the company continues to grow.
- User-defined fields ensure uniformity across all business reports.
- Automated reporting leads to a more efficient financial close process.

### Benefits

- Unify all departmental operations under a single integrated business solution.
- Access consistent business data from across the organization.
- Provides local employees and overseas-based executives with accurate, real-time information for better decision making.



### Location

Irvine, California,  
United States

### Website

[ggf-usa.com](http://ggf-usa.com)

### Industry

Distributor, importer,  
fresh produce

### Products and Services

Canned pineapple  
and dried fruit

12

Employees

### Solutions

SAP Business One,  
Customer Portal, Boyum:  
Usability Package,  
Productivity Print &  
Delivery



H&S Building Supplies

### Location

Concord, Ontario,  
Canada

### Website

hsbuild.com

### Industry

Distributor, wholesale,  
building supplies

### Products and Services

Building and  
maintenance supplies

### Solutions

SAP Business One,  
Boyum: Productivity  
Package, Usability  
Package

## Building Supplies Distributor Improves Decision Making with SAP Business One

### Challenges

- Lack of communication and document sharing throughout company results in inefficiencies.
- Limited visibility into business prevents strategic planning and leveraging new market opportunities.
- Slow retrieval of customer information results in satisfaction issues.

### Why SAP Business One

- Ability to manage all aspects of business through a single integrated business management solution.
- Accurate data capture throughout business supports quick and informed decision-making.
- Reporting functionality enables users to customize reports to meet their specific information needs.

### Benefits

- Reduces manual processing of purchase orders and invoices for greater data accuracy.
- Better vendor relationship management results in a healthier bottom line.
- Document relationship map improves internal communication through easier access to day-to-day documents.



Intermex Foods

## Food Distributor Reduces Processing Time and Sees 34% Immediate Savings by Moving to SAP Business One Cloud

“SAP Business One is a tool for decision making. It is knowledge in one source and one database. It will be what sets us apart from our competition.”

**Rafael Benavides**  
Project Manager

### Challenges

- Manual business tools no longer capable of supporting business growth or high volume of orders.
- Lack of collaboration between departments without a centralized system.
- Legacy system unable to identify company successes and opportunities for improvement.

### Why SAP Business One

- Provides full visibility into all areas of the business.
- Real-time data allows the company to track key performance indicators.
- Cloud solution enables staff to access company data anytime and anywhere.

### Benefits

- Efficient cost control resulting in 34% savings following go-live.
- Generate reports from accurate data in minutes instead of months.
- Make informed business decisions with the insight provided by captured business data.

#### Location

Calexico, California,  
United States

#### Website

[pagasa.com.mx](http://pagasa.com.mx)

#### Industry

Distributor, wholesale,  
food

#### Products and Services

Pasta and cookies

#### Solutions

SAP Business One Cloud



**JOHNSONS**

OF WHIXLEY

PROFESSIONAL NURSERYMEN

Johnsons of Wixley

### Location

Whixley, York,  
United Kingdom

### Website

nurserymen.co.uk

### Industry

Distributor, nursery

### Products and Services

Plants and trees

**120**

Employees

### Solutions

SAP Business One,  
Employee Portal, Philight  
Sharperlight,  
M Computer Epos,  
Enprise Banking Module,  
Boyum: Productivity  
Package Print & Delivery,  
Mailchimp, Usability  
Package

## Wholesale Plant and Tree Distributor Automates Internal Operations with SAP Business One

“Since implementing SAP Business One we have been able to tailor the system to meet our requirements. With the various customization sources we can make changes quickly to form powerful solutions to satisfy user requirements and requests. We are continually developing processes to make them more efficient and enhance the clarity and value of reported data. Systems are integrated and automated saving time and complexity. SAP Business One will be our system of choice for a long time to come.”

**Darren Earle**

IT & Systems Manager

### Challenges

- Dependent on 15 disparate systems from Microsoft Excel sheets to SQL databases.
- Manual processes and duplicate data entry resulted in inaccuracies.
- Fragmented reporting as a result of multiple data repositories.

### Why SAP Business One

- Unified ERP system consolidates data from different departments under one platform.
- Intuitive solution allows users to configure reports to meet their needs.
- Large ecosystem of SAP-certified, third-party industry specific solutions.

### Benefits

- Scalable system supports long-term business growth.
- Access to real-time information for strategic decision making.
- Data from different departments are connected seamlessly through a single solution for greater visibility.



KIC

## Automotive Distributor Anticipates Customer Demand with SAP Business One

“SAP Business One allows us to remain agile in a competitive market. We have been able to scale our business and increase efficiencies in our business processes – which are goals we would not be able to accomplish with our previous business solution.”

**Grant Hatton**  
Senior Vice President

### Challenges

- Managing supply chain logistics with long manufacturing lead times.
- Manual business processes including data entry and cost tracking.
- Lack of visibility of customer orders due to information silos.

### Why SAP Business One

- Visibility into all key areas of business from a centralized solution.
- Integrated vendor portal makes it easier to do business with overseas vendors.
- Templated reports deliver a full snapshot of company performance.

### Benefits

- Accurate, real-time reporting provides greater insight into business operations.
- Enhanced vendor relationships through greater information transparency.
- Streamlined business operations result in increased profit margins.



### Location

Vancouver, Washington,  
United States

### Website

[kic-group.com](http://kic-group.com)

### Industry

Distributor, automotive  
parts

### Products and Services

Design, engineering, and  
wheel-end distribution

### Solutions

SAP Business One,  
Interconnect, Customer  
Portal, Valogix, True  
Commerce EDI,  
Navigator, Coresuite:  
Mobile Sales, Country  
Package, Cloud  
Connector; AchieveIT  
Software

### Location

Sycamore, Illinois,  
United States

### Website

medalliancegroup.com

### Industry

Distributor, medical  
device

### Products and Services

Blood cooler systems,  
oxygen delivery systems  
and more

**15**

Employees

### Solutions

SAP Business One,  
Employee Portal,  
Navigator; Plus One User,  
Plus One Utilities

## Medical Device Supplier Improves Product Traceability and Transparency with SAP Business One

“We knew that our ERP system was something we needed to address when we became ISO 13485 certified. We needed a solution that could track our medical devices through the system, and assist with inventory management and expiration dates. SAP Business One had a nice look and feel to it when we demoed the system during our decision process. It checked all of our boxes for what we needed to improve and utilize the system for and has turned out to be a great choice.”

**Lindsey Allende**  
VP Operations

### Challenges

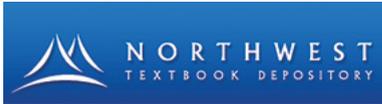
- Legacy accounting solution did not meet business’ requirements for growth.
- Lack of product traceability was a real concern.
- Manual inventory processes that was cumbersome to manage.

### Why SAP Business One

- Stable and mature business management software that allows them to meet regulatory compliance.
- Ability to efficiently manage inventory and track products and expiration dates.
- Extensive user functionality empowers employees with information they need to do their job.

### Benefits

- Support for all areas of business including sales orders, inventory and product traceability on a single, integrated solution.
- Track products in and out quickly and accurately.
- More efficient data analysis for quick decision making.



Northwest Textbook Depository

## Textbook Distributor Brings Order to Business with SAP Business One

“SAP Business One has brought order to our systems. It is a stable system, it does everything we need, and it keeps getting better and better.”

**Elmer Seeley**  
President

### Challenges

- Existing system was difficult to adapt to growing business needs.
- Lack of visibility throughout business due to limited reporting capabilities.
- Retrieving inventory records was a time-consuming process.

### Why SAP Business One

- Trusted, reliable solution from financial systems leader, SAP.
- A single, integrated business management solution to run entire business.
- Local support services offered by leading global SAP channel partner, Vision33.

### Benefits

- Automated processes streamline operations for greater efficiency.
- Real-time reporting provides insight into inventory, sales, and accounting for better decision making.
- Business data captured throughout company provides historical record of documentation for consignment inventory.

#### Location

Portland, Oregon,  
United States

#### Website

[nwtd.com](http://nwtd.com)

#### Industry

Distributor, textbooks

#### Products and Services

Elementary and high school textbooks

#### Solutions

SAP Business One, Boyum

## Location

Vancouver, British Columbia,  
Canada

## Website

peerlessengineering.com

## Industry

Manufacturer and  
distributor, industrial  
equipment and  
machinery

## Products and Services

Hydraulic pumps,  
structural framing  
solutions

## Solutions

SAP Business One,  
Coresuite Country  
Package

## Motion Control Solutions Manufacturer Integrates Operations with SAP Business One

**“SAP Business One was the perfect fit because of its integrated modules and having all information in one source. We selected Vision33 because of their expertise in implementing ERP solutions, deep local resource pool and the fact that they are able to provide additional assistance through their IT department which we have worked with over the years.”**

**Valerie Ion**

Network Administrator

### Challenges

- Different products supported the business including SAGE Platinum for financials, purchase and sales orders, and Microsoft Excel for service calls and bill of materials.
- Error-prone, manual data entry process when consolidating numbers from multiple sources.
- Limited ability to retrieve customer information such as call details, resolution time and overdue calls.

### Why SAP Business One

- Ability to store information in a centralized database.
- Local support services offered by leading global SAP channel partner, Vision33.
- Quick and easy access to customer information and reports can be grouped by customer and employee.

### Benefits

- Improved inventory management with the ability to assign items to specific warehouses and manage products by serial numbers or batches.
- Improved insight into inventory for sales employees with alerts to notify if stock is low.
- Automated processes for greater efficiency and accurate reporting.

## Computer Technology Supplier Streamlines Operations and Accelerates Business Growth with SAP Business One

“SAP Business One is efficient, effective, and very adaptive tool that allows our trained staff to provide quick turnaround for customized reports and queries. Additionally, SAP Business One allows our team to develop utilities and applications that can easily interface with SAP Business One. We now have a tailored ERP system that works for us.”

**Jeff Roberts**  
Supply Chain Manager

### Challenges

- Existing ERP solution was aging, offered no flexibility and presented risks for the company.
- Internal custom workaround required to develop new queries and reports took months to produce.
- Non-intuitive and complicated end user experience.

### Why SAP Business One

- Highly flexible and intuitive solution that adapts to company's way of doing business.
- Stable and mature business management software that supports business in the long run.
- Powerful reporting that provides real-time insights into the company.

### Benefits

- User-generated reports saving hours of work.
- Access to real-time information for better decision making.
- Scalable platform streamlines operations and accelerates growth.



### Location

Ann Arbor, Michigan,  
United States

### Website

[profacea.com](http://profacea.com)

### Industry

Distributor, computer  
technology

### Products and Services

Human machine  
interface, industrial  
personal computer

50

Employees

### Solutions

SAP Business One,  
Customer Portal,  
Third Wave Advanced  
Productivity Pack

### Location

Portland, Oregon,  
United States

### Website

resortsupply.com

### Industry

Distributor, houseware  
packages

### Products and Services

Dinnerware, flatware,  
barware, kitchen tools,  
bath accessories

20

Employees

### Solutions

SAP Business One, SANA  
Commerce, Boyum  
Usability Package

## Houseware Packages Supplier Builds a Solid Business Foundation with SAP Business One

**“Our old inventory management system wasn’t meeting our needs – it would crash, time out and generating reports was a nightmare. Switching to SAP Business One has made a huge impact to our day-to-day operations. It’s been 3 years since we started using SAP Business One and we couldn’t be happier!”**

**Elizabeth Aley**  
Chief Financial Officer

### Challenges

- Systems malfunctions with legacy inventory software.
- Needed a more efficient way to pull data and generate reports.
- No whole-of-business integration with other departments.

### Why SAP Business One

- Flexible, adaptable, and expandable solution meets current and future business needs.
- Reliable solution that allows employees to access data anytime and anywhere.
- Intuitive solution that makes generating reports easy.

### Benefits

- Enhanced reporting capabilities that support better decision making.
- Robust solution that the business could depend on.
- Scalable system supports long-term growth as revenue increases.

## Public Safety Equipment Supplier Improves Business Processes Through SAP Business One

“SAP Business One gives us the foundation to double our business. Our customers are better taken care of and we can see all aspects of our business.”

**Mark Yager**  
General Manager

### Challenges

- Rapid growth led to outgrowing the capabilities of spreadsheets and its accounting solution.
- No access to real-time reporting made it difficult to forecast product demand.
- Determining supply on-hand required physically checking the warehouse with each new order.

### Why SAP Business One

- Enables the company to manage inventory more effectively and create a better customer experience.
- Allows access to real-time information and reporting instead of manual stock keeping.
- Provides a snapshot of company performance and tools to forecast demand each month.

### Benefits

- Manages and fulfills orders more quickly and efficiently.
- Process twice as many customer orders, with the same level of resources.
- Provides insight into inventory – streamlining both purchasing and warehouse management.

### Location

Surrey, British Columbia,  
Canada

### Website

[sigmasafety.ca](http://sigmasafety.ca)

### Industry

Supplies, public safety  
equipment

### Products and Services

Vehicle equipment,  
enforcement tools, and  
public safety officer gear

### Solutions

SAP Business One,  
Coresuite Country  
Package

## Location

Richmond, British Columbia,  
Canada

## Website

staub.ca

## Industry

Distributor, wholesale,  
electronics

## Products and Services

Electronic devices for  
car and home

**22+**  
Employees

## Solutions

SAP Business One,  
k-eCommerce Web Store  
Enterprise Pack, Valogix,  
Solver: Report Publisher,  
Power User, End User,  
BI360 Reporting;  
Paymate, N'Ware,  
ECS Process Weaver,  
Coresuite: Country  
Package, Mobile; Boyum:  
Productivity Package  
Print & Delivery, Usability  
Package, iPayment



Staub Electronics

## Electronics Wholesale Distributor Streamlines Operations with SAP Business One

**“SAP Business One has without question been an incredible success for Staub and a major competitive advantage for our business.”**

**Scott Trotter**

Vice President, Sales and Operations

### Challenges

- Manual operations limited capabilities, were inaccurate, and time-consuming.
- Outdated legacy system imposed limitations on business processes.
- Growing inventory required an improved inventory management system.

### Why SAP Business One

- Support for eCommerce, inventory management, and efficient business processes throughout the company.
- Flexible business management solution that adapts to mature business processes.
- Large ecosystem of SAP certified, third-party industry solutions.

### Benefits

- Implemented multi-location warehouse management, greatly increasing inventory visibility.
- Reduced cross-dock order processing time from 15 hours to 2-3 hours per week.
- Improved visibility of shipment tracking information for customer service representatives and customers.

## Office Refreshment Providers Consolidate Business Systems with SAP Business One

“With SAP Business One the capabilities are limitless. We have really pushed out the frontier of what is possible now.”

**Stuart Harris**  
Managing Partner

### Challenges

- Business system unable to scale to meet increasing volume of sales orders.
- Difficulty accessing important business data from system to inform strategic decisions.
- Outdated legacy business system had limited IT support.

### Why SAP Business One

- Maintain low total cost of ownership compared to traditional on-premise infrastructure.
- Scalable solution delivers what is needed to manage key business areas today and tomorrow.
- Trusted solution from financial systems leader, SAP.

### Benefits

- Two family-owned businesses seamlessly connected through a single solution for greater visibility.
- Access to real-time information for better decision making.
- A single business management solution provides support for additional processes as business continues to grow.

### Location

Long Beach, California,  
United States

### Website

[altafoodcraft.com](http://altafoodcraft.com)  
[associatedcoffee.com](http://associatedcoffee.com)

### Industry

Distributor, food and  
beverage

### Products and Services

Office refreshments

**51-200**  
Employees

### Solutions

SAP Business One,  
Customer Portal,  
Boyum: Productivity  
Package Print & Delivery,  
iPayment, Usability  
Package



Superior Auto Extras

### Location

Los Angeles, California,  
United States

### Website

superiorautoextras.com

### Industry

Distributor, wholesale,  
automotive accessories

### Products and Services

Car accessories

### Solutions

SAP Business One,  
Interconnect, Valogix

## Automotive Accessories Distributor Takes Control of Inventory with SAP Business One

“Vision33 has been the perfect partner to go to and talk to.”

**Alex Student**

Vice-President of Sales

### Challenges

- Need for an integrated, full suite business management solution.
- Lack of a streamlined system to manage product variances for 2,400 SKUs.
- Limited visibility with decentralized record of all customers and vendors.

### Why SAP Business One

- Intuitive interface is easy to learn for a high user adoption rate.
- Integrated inventory management supports stocking quantity, min/max, lead times, and planning horizons.
- World-class ERP partner, Vision33, provides comprehensive support throughout implementation and beyond.

### Benefits

- Software automates manual processes for significant time savings.
- Inventory management tools enables better management of cashflow.
- Control over warehouse, finance, and customer relations frees up time to focus on growth.

## Growing Protective Workwear Company Offers Personal Touch to Customers with SAP Business One

“Vision33 consultants are very hands-on. For a business of our size, with complex manufacturing operations, you need good support for an ERP system. I would rank Vision33’s support program as one of the best I’ve seen.”

**Stephen Beresford**

Strategic Marketing Manager

### Challenges

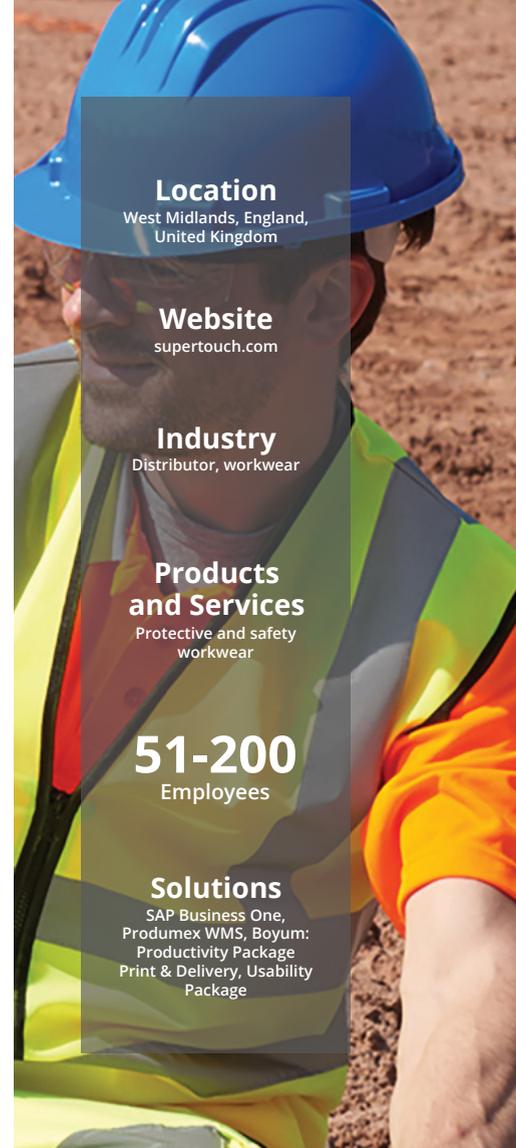
- Need to maintain real-time visibility of stock availability.
- Unable to integrate business software with integral MRP processes.
- Unable to upgrade existing business management solution; no product road map.

### Why SAP Business One

- Mobile app for iPhone and iPad enables sales people to query customer account history for even greater customer experience.
- Affordable, initial cost of investment less than other solutions on market.
- Extensive user functionality empowers employees with the information they need to do their job.

### Benefits

- Seamless integration between business backend provides greater operational efficiency.
- Integration between SAP Business One and company website empowers customers with self-service features and live account information.
- Container management improves inventory replenishment and provides supply chain visibility.



#### Location

West Midlands, England,  
United Kingdom

#### Website

supertouch.com

#### Industry

Distributor, workwear

#### Products and Services

Protective and safety  
workwear

## 51-200

Employees

#### Solutions

SAP Business One,  
Produmex WMS, Boyum:  
Productivity Package  
Print & Delivery, Usability  
Package

### Location

Norcross, Georgia,  
United States

### Website

toltecafoods.com

### Industry

Distributor, wholesale,  
Mexican and  
Mexican-American  
foodservice

### Products and Services

Mexican non-perishable,  
refrigerated, and  
frozen goods

### 11-50

Employees

### Solutions

SAP Business One,  
Produmex, Boyum PCl

## Mexican Restaurant Wholesale Distributor Improves Inventory Management with SAP Business One

**“Vision33 is all about customer service. We have leveraged the Vision33 TOTAL Care customer program and have access to knowledgeable and certified SAP Business One consultants that help guide us. We really appreciate the orientation and training to ensure we maximize our investment in SAP Business One.”**

**Maria M. Gutierrez**  
Operations Manager

### Challenges

- Legacy system could not compare sales data from one year to the next or spot inventory sales trends.
- Lack of visibility made determining profitability of orders difficult in an industry with competitively low margins.
- Growing inventory of 2,000 products was quickly outpacing QuickBooks' reporting capabilities.

### Why SAP Business One

- Scalable business management solution supports growth today and tomorrow.
- Affordable way to manage its entire business – from accounting and financials, to purchasing, inventory management, sales and customer relationships.
- Streamline processes and gain a greater insight into its operations.

### Benefits

- Run reports that reveal the impact of volume, cash, and customers discounts on profitability.
- Remote access gives sales reps the ability to view a customer's account to update on order status without having to call.
- Real-time reporting provides greater visibility into growing inventory for better customer service.

## Food Packaging Distributor Modernizes Internal Processes and Systems with SAP Business One

“We are now utilizing the system and our data to help our company move forward and thrive in today’s rapidly changing environment.”

**Lisa Erling**  
Chief Financial Officer

### Challenges

- Paper-based systems created a lot of manual work.
- Limited reporting prevented them from making informed decisions.
- No integration between processes and core departments.

### Why SAP Business One

- An affordable solution to manage growing business operations.
- A robust, ERP solution from financial systems leader, SAP.
- Comprehensive ecosystem of certified industry solutions for a tailored ERP system.

### Benefits

- Removes manual processes leading to greater information accuracy.
- Ability to view all aspects of business operation through a single system.
- Scalable system supports long-term growth as revenue increases.

#### Location

Salinas, California,  
United States

#### Website

veggrow.com

#### Industry

Distributor, agricultural  
packaging

#### Products and Services

Corrugated packaging,  
plastic packaging

## 200

Employees

#### Solutions

SAP Business One,  
Interconnect, Customer  
Portal, Valogix, N'Ware,  
Coresuite; Mobile Sales,  
Country Package, Cloud  
Connector; CitiXsys: POS  
Register, iVend

# VIETRI

IRRESISTIBLY ITALIAN

VIETRI

## Location

Hillsborough, North Carolina,  
United States

## Website

vietri.com

## Industry

Distributor, tableware

## Products and Services

Italian ceramic  
dinnerware  
and décor for the  
home and garden

# 50

Employees

## Solutions

SAP Business One,  
Interconnect, Customer  
Portal, B2B Marketplace,  
Sales User for Employee  
Portal, Valogix, Third  
Wave, N'Ware, ECS,  
Boyum iPayment

## Italian Tableware Company Hosts Efficient Operations on SAP Business One Cloud

**“SAP Business One has streamlined our processes and helped us become one of the fastest shippers in the industry. Whereas the competition can take several weeks to deliver an order, VIETRI can do it within 2 to 3 business days on average.”**

**Jody Davis**

Customer Service and IT Manager

### Challenges

- Legacy business management solution no longer able to keep up with scale of operations.
- Software at risk of becoming obsolete and losing support without a clear product roadmap for the future.
- Manual data reporting was inaccurate, time-consuming, and inefficient.

### Why SAP Business One

- Integrated business management solution manages inventory throughout warehouse.
- Real-time access to accurate information provides insight into day-to-day operations.
- Safe and secure cloud hosting allows company to focus on running business instead of IT.

### Benefits

- Scalable solution supports growing number of sales orders worldwide.
- Visibility throughout supply-chain through better real-time reporting.
- Streamlined processes reduce shipping to days instead of weeks.

## Technology Solutions Supplier Adapts SAP Business One with Open API

“Virtual Graffiti has grown threefold since installing SAP Business One in a way that we couldn’t have without it.”

**Hillel Sackstein**  
President and Founder

### Challenges

- Managing a highly transactional business with hundreds of customer orders.
- Need for an accurate system that can manage inventory movement with hundreds of brands.
- Access to greater financial reporting to assess what’s happening in the business.

### Why SAP Business One

- Adaptable solution with extensive API.
- All business information captured in a centralized database.
- Integrated system that provides full visibility into all functional areas of the business.

### Benefits

- Financial reporting into the business’ day-to-day operations enable greater decision-making.
- Flexible business solution adapts to fit business model as company grows.
- Real-time reporting provides better understanding of what is working and what is not.

#### Location

Irvine, California,  
United States

#### Website

virtualgraffiti.com

#### Industry

Distributor, information  
technology

#### Products and Services

IT solutions and network  
security providers

**50**

Employees

#### Solutions

SAP Business One,  
Vision33 Shipping,  
Boyoum: Productivity  
Package Print and  
Delivery, Usability  
Package, Productivity  
Document Manager

### Location

Bedfordshire, England,  
United Kingdom

### Website

zoedale.co.uk

### Industry

Distributor, pipes and  
valves

### Products and Services

Valves and actuators

**17**

Employees

**Revenue**  
**\$3,000,000 USD**

### Solutions

SAP Business One,  
Boyum: Productivity  
Package, Usability  
Package

## Growing Pipes and Valves Distributor Improves Flow of Business Data with SAP Business One

**“With our old system, we didn’t do a lot of reporting. Now with SAP Business One, daily reports tell us turn-over, gross profit margin, number of orders, and the average value of orders.”**

**Tim Guest**  
Managing Director

### Challenges

- Large stock holding of standard valves and actuators required efficient systems to manage stock.
- Limited visibility into warehouse meant MRP processes and stock levels were difficult to maintain.
- No real-time access to customers’ account details because of disparate systems.

### Why SAP Business One

- Provides a single view of operations to help control the flow of information.
- Scalable solution that connects business departments and systems.
- Provides a complete set of tools and real-time reporting to help manage and streamline operations.

### Benefits

- Enhanced reporting allows management to see gross profit margin, number of deals and average value of orders.
- Financial operations connect in real-time with other business processes.
- Alerts provide notification of when to order more products from suppliers, increasing order fulfilment and satisfaction.

**vision33.com**

**vision33.co.uk**