Product Design Firm Manages Business, Not IT Complexity, With SAP Business One Cloud

SAP Business One

Vision33

ABOUT | humangear

Company

Name:
humangear

Location:
San Francisco, CA

Products:
Travel and lifestyle accessories

Customers:
Humans

Visit them at
www.humangear.com

Business Challenges

- Slow business management software
- No remote access

ERP Benefits

- No need for in-house IT maintenance
- Simple, configurable interface
- Scalable application will support continued growth
- Remote cloud access with guaranteed uptime
- Integrated operations for enhanced visibility

ERP Solution

- SAP Business One® Cloud powered by Amazon Web Services

Previous Software

- QuickBooks
- Product design software

Why Vision33?

- SAP-certified consultants for world-class implementation
- SAP Gold Channel Partner with decades of experience
- AWS Partner Network (APN) Consulting Partner

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> *Jordan Hurder, head of Operations and Sales*

San Francisco-based humangear seeks to outfit its 'humans' (the inclusive term for its valued customers) with innovative takes on traditional consumer products.

Since 2007, humangear has put humanity in its products by being down to earth and listening to its customers. When you're a product design firm that makes meticulous, environmentally conscious, practical gear like collapsible cups and evolved flatware, you have to dream big—and be agile.

humangear started with QuickBooks Premiere but quickly outgrew its accounting, inventory management, and sales capabilities.

Jordan Hurder, humangear's head of Operations and Sales, reflects on the company's previous accounting software. "It worked okay when humangear was really small, but as we expanded our product lines, it was clear we needed something more robust— something that scaled to a small company but could grow with us so we didn't need to replace it in a few years."

For a product design firm this down to earth, it took looking to the cloud for inspiration on managing fast growth. humangear's latest ingenious idea? Migrating its operations to SAP Business One Cloud for a scalable business solution and a lower total cost of ownership.

> **"** *I felt SAP Business One Cloud was right for our business because its user interface met our needs for simplicity and ease of use and because of the sheer number of customizations you can do with it."*
>
> *Jordan Hurder,*
> *head of Operations and Sales*

Looking to the Cloud for Inspiration

humangear chose SAP Business One Cloud, a powerful enterprise resource planning (ERP) system, as its new software. With SAP Business One Cloud, humangear could do more than migrate from its small business accounting software—it could launch the entire enterprise application in the cloud anytime, anywhere.

Hurder has already seen the benefits of a cloud deployment. "The guarantees from Vision33 about uptime are true. They made promises about uptime and delivered. It's convenient for staff working off-site at conferences or even on vacation. We simply use a remote desktop to access SAP Business One Cloud wherever we are." humangear didn't have to install servers on-premises, and running SAP Business One Cloud on a virtual machine means there are no performance issues in its Apple-based environment.

By partnering with Vision33 to assist with the SAP Business One Cloud implementation, humangear could maintain the creative freedom of a small startup. "We still operate like an agile startup— we don't have an in-house IT department. Contracting that out helps us avoid large in-house IT resource costs," explains Hurder. As humangear grows, SAP Business One Cloud will help the company maintain that agility.

Real Value for the Company and the Customer

humangear—and its customers—felt immediate benefits after SAP Business One Cloud's implementation. QuickBooks couldn't handle multiple warehouses, but SAP Business One Cloud gives humangear visibility across the company and manages its overseas warehouses with real-time reporting. Fulfillment has improved dramatically. "We use SAP Business One Cloud to improve fulfillment to overseas customers," says Hurder. "We can provide a higher level of service by having our warehouses closer to them. Their import costs are much lower if they're based overseas and buying from us. That would have been nearly impossible with our old system."

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Gearing Up for More Success

humangear can't wait to continue its journey with SAP Business One Cloud. "It's not only improved our forecasting, it's improved our delivery performance," says Hurder. "It's easy to set inventory aside for a customer you know will order. We can also promise delivery dates more accurately. We don't have to keep as much safety stock on hand, which is a real benefit, and we have a true picture of the cost of inventory."

"SAP Business One Cloud positions us for future growth. The solution is right for us, not just for the next three or four years, but for the long run," concludes Hurder.

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Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox (saltbox.io) and iDocuments (idocuments.io).

*For more information about Vision33, visit **www.vision33.com.***

Contact your nearest Vision33 sales office to discuss how we can help transform your business.

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