



COST SAVINGS DELIVER PAYBACK IN NINE MONTHS

SAP BUSINESS ONE IMPROVES EFFICIENCY AND VISIBILITY

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Tom Tighe, Owner

QUICK FACTS

Company

- Tom Tighe Agri Supplies - a supplier of agricultural goods in Roscommon, Ireland.

Challenges and Opportunities

- Improve batch number tracking
- More robust inventory and warehouse management
- Improve delivery capabilities
- Implement advanced reporting

SAP Solutions and Services

- The SAP Business One application, implemented and supported by Greenrock Technologies Ltd

Benefits

- Payback in nine months
- VAT returns take minutes rather than hours
- Lower delivery costs through savings on fuel and other carrier-related expenses
- Batch number tracking reports available instantly and spreadsheets eliminated
- Improved inventory management
- Instant detailed, customised reports available without the need to use spreadsheets

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SAP BUSINESS ONE DELIVERS STREAMLINED PROCESSES AND IMPROVED REGULATORY COMPLIANCE AT TOM TIGHE AGRI SUPPLIES

Based in Roscommon, Ireland, Tom Tighe Agri Supplies is a small enterprise specialising in the agri supplies business. Employing three full time and one part time staff, and with a sizable customer base, the company supplies animal feeds, agricultural machinery, fertiliser, animal medicines and a large selection of consumables for the agricultural sector.

Shortcomings

Like many companies, after using its existing solution for some time, Tom Tighe Agri Supplies started to experience shortcomings. "We had outgrown the software," says Tom Tighe, Owner. "The software did not support batch number tracking, which is essential for current regulatory compliance. We needed a more robust inventory and warehouse management system. We also wanted to improve our delivery capabilities, as well as gain greater visibility of the business with advanced reporting."

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Easy decision

With these requirements in mind, Tom set out to look for a new system. The company contacted various Value Added Resellers and discussed its requirements. One of those was Greenrock Technologies Ltd.

"We met with Greenrock, who guided us through the selection and configuration of the SAP Business One application," says Tom. "We outlined what we needed from the solution and they were able to create a virtual tour tailored to our requirements."

"In the demonstration SAP Business One excelled in every aspect of meeting our requirements," says Tom. "The tour also brought to light some features we had not considered, such as barcoding, which has saved us many hours in stock management since we implemented the system."

In the end, the decision to purchase SAP Business One was easy. "We knew SAP's position as a leader in business software and we found that, with SAP Business One, we would be getting a first class product," says Tom.

"Key for us was the bottom line - could the system provide us with the functionality at a competitive cost," continues Tom. "The answer was yes. In fact, SAP Business One was more economical than its closest competitor and half the cost of upgrading the system we already had."



Fast implementation

With the decision to go with SAP Business One made, Tom and Greenrock turned their attention to implementing the system, which was completed in just three weeks. "Greenrock helped us every step of the way, even down to which hardware we should use" says Tom.

One of the biggest challenges was training the users on the new software. Greenrock put together a tailored, on site training package for the staff. All the regularly used processes had been documented and users were able to get hands-on experience with a demonstration system. Consequently, the training was completed in a very short time with few issues.

Another challenge was the business process mapping. "Moving from an older, more restrictive system, gave us the opportunity to streamline our processes," says Tom. "Also, we have a lot of bespoke processes. Greenrock's help and experience meant that, in the end, it was easy to put them into practice."

In any company, go-live with a new system can be daunting. However, this wasn't the case at Tighes. "We waited to close the year on our previous system and then started with SAP Business One on January 1st," says Tom. "Greenrock was on site for day one and the company has provided us with excellent service since. The support we have received from Greenrock has been really beneficial to us."

Objectives met

Since SAP Business One has gone live it has more than met the objectives the business was trying to achieve.

Delivery processes are more flexible. The company delivers a lot of animal feeds throughout the year and large quantities of fertiliser during the spring. By streamlining the processes used, the company has reduced fuel and other carrier related costs.

Inventory and warehouse management has been considerably improved. Staff can now check the stock value and see when goods need to be re-ordered at a glance. Planning and reporting has also been improved, as detailed, customised reports are available with just a few mouse clicks.

"Batch number tracking is a breeze," says Tom. "Before we were stuck with pages of spreadsheets. Now we can provide reports instantly. This is where SAP Business One has made the biggest cost savings for us and, based

almost on those alone, we have achieved a payback of just nine months."

Advice to others

Having used SAP Business One for some time now, what advice would Tom give to other, similar sized businesses?

"SAP has a really good product with SAP Business One," he says. "I would recommend other similar companies to move to it. I believe a lot of companies only think of SAP for the large businesses and sometimes overlook that there is an SAP product to suit every business, from one user to hundreds of thousands."

"I would also highly recommend Greenrock," continues Tom. "They put a lot of effort into understanding customer requirements, getting things right and keeping projects on track, even when it seems impossible. They were also extremely competitive compared to other companies we talked to."

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Tom Tighe, Owner



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