

SAP BUSINESS ONE CASE STUDY: TRIBE MEDICAL

Industry: Medical Equipment Distribution

Solution: SAP Business One®

Implementation Date: 2014

Company: Tribe Medical Group Inc. ("Tribe"), founded in 2006, is the exclusive Canadian distributor for Arthrex and LifeNet Health. Tribe Medical's mission "To Put Patient Outcomes First . . . In Everything We Do" drives us to provide orthopaedic surgeons with unparalleled quality in product, service and medical education as a partner in the pursuit of less invasive healing for the patient.



“SAP Business One has resulted in a complete 180-degree change in how our business operates. It provides us with a single source of truth allowing everyone in the organization to look at the same database containing accurate information – Name, Job Title, Tribe Medical

Before: Challenges and Opportunities

- Legacy software lacked capability to provide the full scope and functionality needed
- Prior to implementation, the business experienced loss of inventory due to non-sterile or expired inventory
- Lack of real-time visibility into financial and inventory for Field Sales Teams
- Legacy software was manual and time consuming to track and record reports

Why SAP and Illumiti

- Illumiti's deep industry expertise, proven track record and strong references
- Functionality of SAP Business One – enables integration with suppliers and ensures sales numbers align
- Ability to integrate all aspects of business transformation into a single platform
- Efficiency improvements from built-in reporting with real-time analytical capabilities
- Scalable solution that will grow with their business

After: Value-Driven Results

- Gained greater visibility into key aspects of the business
- Greater functionality allowed for detailed reporting per SKU in key areas of interest
- User friendly solution that reduced user time spent on orders enabling the team to spend more time on higher value work
- Ability to better support Sales team with an application developed in collaboration with SAP
- 'Single source of truth' across the organization with increased data accuracy

Illumiti is a Systems Integration and Management Consulting company. We enable customers to realize their vision by leveraging SAP technology, people, and leading business practices. Since its founding, Illumiti has developed a reputation for delivering successful customer projects faster, smarter and leaner.

Quick Facts

- One of the leading implementers of SAP Business One in North America
- SAP North America Partner Award for Maintenance Retention, Small & Mid-Sized Business - 2018
- 120+ Consulting Engagements
- 25+ Customers Leveraging Our AMES Offering
- SAP North America Partner Excellence Award for Emerging Enterprises - 2018
- Completed 100+ SAP implementations since 2003

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