

SAP BUSINESS ONE CASE STUDY: GEMSEN



Industry: Consumer Electronics

Solution: SAP Business One®

Implementation Date: 1/1/2016

Company: Since 1985, Gemsen began as a consumer electronics distributor focused on car stereos. Today, Gemsen is a leading consumer electronics and home audio electronics distributor with businesses in home automation, merchandise and apparel.

“ Our goal at Gemsen is to continue to be the experts in consumer electronics distribution in Canada and provide the best customer experience to our consumers. With SAP Business One we know we can achieve this goal.

– Sal Riina, CEO Gemsen

Before: Challenges and Opportunities

- Out grew old system “Sage Business Vision”
- Opportunity to move from a subscription based software to owning the licenses
- New OES government regulations required more detailed reporting on the taxes required for recycling of electronic related products that the current system could not achieve
- Gain quick access to real-time data on inventory levels and SKU performance by property and category
- No integration with backend ERP system and eCommerce web store

Why SAP and Illumiti

- Illumiti’s deep industry expertise, proven track record and ability to provide a plethora of references solidified our decision in selecting them as our implementation partner.
- Reliable and quick service from Illumiti, who consistently met and communicated expectations and concerns
- Execution of a company-wide integrated business transformation on a single platform more reliable business processes through best practices and standardization
- SAP Business One open the opportunity to review SKU performance on a detailed SKU level to assist in better decision making

After: Value-Driven Results

- Data transparency, real-time access, and ad-hoc reporting through SAP Business One allowing for detailed SKU level reporting by properties
- SAP Business One seamlessly integrates with e-commerce solution
- Gained the ability to back date and change information on a SKU level
- Utilization of bar code scanning devices reduced data entry errors and significantly increased efficiencies across the warehouse
- Ability to add a new property to a SKU and run a report on the SKU performance based on the property

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
- 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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