Meeting the Growing Sales Demand With SAP Business One®

SAP Business One

Vision33

ABOUT | KENMORE Label & Tag

Vision33

Founded in 1985, Kenmore Label & Tag is a full-service, one-source manufacturer and supplier of labels, tags, forms, thermal printers, ribbons, and printer cartridges for customers throughout North America. Customers requiring quick turnarounds, vendor-managed inventory, or online ordering for multiple SKUs rely on Kenmore for its ability to satisfy a range of business needs.

Company

Name:
Kenmore Label & Tag

Industry:
Printing consumables, labels, and tags

ERP Solution:
SAP Business One® Cloud

Location:
Solon, Ohio

Summary

- 10% growth in sales, 5-10% increase in order accuracy rates, and doubled the number of orders processed

- More efficient sales ordering process led to an increase in the number of orders processed daily

- Ability to identify and manage revenue opportunities with advanced CRM

- Single, transparent view of operations and inventory across multiple locations

- Robust solution allowed the company to vwork more effectively and efficiently opportunities with advanced CRM

> *SAP Business One is such a robust system. While it runs our daily operations, we can focus our time and energy on other areas, like production, sales, and purchasing.*
>
> *Gina Flinchbaugh, general manager of Kenmore Label & Tag*

Visit them at
www.kenmorelabel.com

The Challenge

Before SAP Business One, Kenmore Label & Tag used Sage BusinessWorks to manage its operations. But more customers led to more sales, and BusinessWorks couldn't keep up.

The growth also affected Kenmore Label & Tag's ability to manage the rapidly increasing number of parts, inventory, and in-house production activities.

Other business operations also fell behind, including inventory control, sales, purchasing reporting, part histories, and quoting systems.

Pictured above from left to right: Gabe Kessler of Vision33 and Adam and Gina Flinchbaugh of Kenmore Label Tag

The Solution

SAP Business One's comprehensive features are perfect for Kenmore Label & Tag. Gina Flinchbaugh, the general manager, says, "We chose SAP Business One because it has all the business components we need—from inventory to reporting to sales—in a single solution."

With its processes tightly integrated by SAP Business One, Kenmore Label & Tag runs as efficiently as it had envisioned. The company easily manages its in-house production and inventory and experienced a 10% growth in sales, a 5-10% increase in order accuracy rates, and improved order processing from 10-15 customer orders daily to 20-25.

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> *Vision33's consultants are very experienced. They have the flexibility to implement and customise parts of SAP Business One that were critical to our needs. We knew our business was in good hands."*
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> *Gina Flinchbaugh, general manager of Kenmore Label & Tag*

Working With Vision33

Kenmore Label & Tag knew SAP Business One was only part of the equation to transform its processes. The next step was choosing the right partner to get the most out of its SAP Business One investment.

Kenmore Label & Tag chose the number one global SAP Business One implementation partner, Vision33, for the job.

During the project, Vision33 sought a thorough understanding of Kenmore Label & Tag, its expectations, and its goals for SAP Business One.

"Vision33's consultants are very experienced. They have the flexibility to implement and customise parts of SAP Business One that were critical to our needs. We knew our business was in good hands", says Flinchbaugh.

Outlook

Kenmore Label & Tag's streamlined processes continue running smoothly, thanks to SAP Business One. "SAP Business One is so robust. While it runs our daily operations, we can focus our time and energy on other areas, like production, sales, and purchasing", says Flinchbaugh.

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.co.uk**.*

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

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