



Nene Storage Equipment

SAP Business One: Customer Success Story

SAP[®] Business
One

thinc*

Background

Nene Storage Equipment is a family owned business that has been trading since the 1960's and now occupies an enviable position as an industry-leader in the warehouse storage solution space.

With annual revenues in the region of £15 million and a staff headcount of 75, Nene's management team recognised that a review of their technology systems was an essential exercise, particularly if they wanted their success to continue in the future.

Requirements

- Stock Visibility
- Increased efficiencies in operations
- Less stock holding/increased cash flow etc
- Keen to not have a lengthy, disruptive implementation process



The company has been growing really fast and while we have a healthy demand for our products. It can be difficult to keep all information about sales orders, stock etc in one central place. I needed to improve the visibility of stock backlogs in order to increase efficiency in our operations. Our legacy systems were time consuming and we felt as though this was holding us back from making the most of new business opportunities coming our way.

With the implementation of a SAP Business One solution from Thinc, we are now able to plan the stock requirements more accurately, access sales reports, make accurate forecasts for stock which has improved our cashflow, reduced errors and made the team work more efficiently with their time.

Gary Coleman,
Operations Director, Nene



Results

10%

A 10% increase in turnover



Warehouse backlogs eliminated and now operating 2 weeks ahead of order schedule



Reduction in staff headcount and overtime pay



Significant reduction in manual/human errors in the system



The implementation at Nene was built on a clear understanding of system requirements, thorough planning and a good working relationship between client and supplier. This is what allowed us to meet Nene's expectations at the various stages of the process - proper communication and cooperation meant we were all able to work towards the same clearly defined goals.

It's always a pleasure to work with a business that takes the implementation of their critical business systems as seriously as a project such as this merits. It's just one reason why we look forward to working with Nene into the future and assisting them to get even more from the SAP Business One solution.

James Peel,
SAP Services Manager, Thinc

