

SAPHY PMER
Guibeville, France
www.groupe-captec.fr

Industry
Industry Machinery &
Components

Products and Services
Machine tools and
accessories

Employees
8

Revenue
2 Million €

SAP Solutions
SAP Business One

Getting more international with **SAP** **Business One**®

Saphy main business is the manufacturing of machine tools and also distribution of accessories and parts of other machines and industrial equipment.

They worked with OPTI-ONE to deploy SAP Business One and they have improve their productivity beyond their expectations and now they are thinking on growing more internationally.

Before: Challenges and Opportunities

- Old and non flexible software
- Non remote access software
- They were having messaging problems as they were u

Why SAP and Partner

- SAP Business One is an easy to use and easy to integrate and which follows the bases of a sales team
- SAP B1 has no limits in adaptability to their needs
- OPTI-ONE has always a quick response and they understand our needs

After: Value-Driven Results

- SAP B1 have forced them to improve in their processes and has allow the different units to work better together to enhance the company productivity overall
- They have improved their internal communication thanks to SAP B1
- Improvement in the sales cycle and logistics
- They consider growing national and internationally now that they have SAP Business One solution

“The SAP solution may seem costly on paper but once you start using it, you very quickly realize the very interesting productivity gains it generates; after a few years, **the investment pays for itself.”**

Éric Capdeville, CEO, SAPHY-PMER

Featured Partner



Unified

Communications, allowing to manage all the sales processes in one system

>25%

Time-saving



Vimeo link:
<https://vimeo.com/251184925>