



EKA Group Success Story



“We needed a system to keep up with the increasing size and complexity of our data and operations. We needed accurate, on time and undisputable information. With the SAP® Business One solution we were able to integrate our operations, standardize our information and have more visibility into our business.”

*Mike Loizides
Managing Director, EKA Group*



AT A GLANCE

Company Name

EKA Group
www.eka.com.cy

Industry

Building Materials and Construction
Systems

Key Objectives

- Integrate financial information
- Improve Management Reporting
- Integrate Customer Order information
- Reduce Inventory
- Perform project management and job costing
- Manage customer relationships by keeping track of proposals and customer complaints to the minimum

Implementation Partner

Supernova Consulting Ltd

Solution

SAP® Business One Solution

Implementation Highlights

Implemented solution with multiple business requirements for 52 users in 5 locations

Key Benefits

- Integration of systems and information across all company locations
- Improved job performance of sales personnel due to the immediate access to real-time information on product availability
- Savings in communication costs between employees in the different company locations
- Increased customer service (pre sales and after sales)
- Better control and higher visibility of company costs and profitability

EKA Group is a company with a long history. It was established in 1946 and began operations in the field of building materials and as a supplier to the few industries that existed then in Cyprus. The company has grown in the areas of sanitary ware and ceramics and it has become a market leader representing exclusively leading firms. The company continues to grow and evolve in its core markets in Cyprus and overseas expansion in specialized areas adopting a divisional structure

While the company has been on the growth path, it felt the need to have clear visibility of its operations and gain complete control of its business. An immediate area of concern was knowing and controlling the costs and profits of the business.

The company wanted to integrate all company locations and divisions using one, well integrated system for all of its current as well as future operations.

SAP® Business One was selected because it is a proven and cost effective solution which has been successful in the local market. The other deciding factor was the experience and expertise of the local SAP channel partner, Supernova Consulting Ltd, which could understand the business needs and requirements and could implement a solution to address them.

SAP® Business One is affordable, easy-to-use business management software designed specifically for small and midsize businesses. It enables companies to manage their critical business functions across sales, distribution, and financials, all in a single integrated system. With SAP® Business One, businesses can instantaneously access a complete and up-to-the-minute view of your business, so they can respond to customers faster and grow their business more profitably.

Supernova is the first SAP channel partner that has achieved Gold SAP channel partner status in Cyprus and offers both SAP® Business All-in-One and SAP® Business One solutions. This is the highest level of recognition attainable within the SAP PartnerEdge™ program.

Supernova Consulting Ltd is a team of certified management consultants and IT professionals helping its clients achieve *Business Excellence* through the implementation of innovative business and technology solutions aligned to their corporate strategy. With years of experience in large scale, mid-sized and small companies in Cyprus, Europe and the US, our team is dedicated in addressing the critical business issues with pragmatic and proven approaches to management consulting and information technology.

www.supernova-consulting.com

176 Makariou, Off. 101, 3027 Limassol, Cyprus
P.O.Box 56747, 3309 Limassol, Cyprus
Tel: +357-25-817880
Fax: +357-25-817881
E-mail: info@supernova-consulting.com



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