



UNITEAM MARINE GROUP
Supporting International
Growth with SAP solution

Executive overview

Company

Vision

Why SAP

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Solution

Benefits

Future plans

Company

Uniteam Marine Group

Industry

Shipping, Ship Management

Products and Services

Full management, operations, crew management, technical management, financial administration, consultancy and ISM / ISO 9001:2008 services

Web Site

www.uniteammarine.com

SAP® Solutions

SAP® Business All-in-One

SAP® BusinessObjects™ Business Intelligence (BI)



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Uniteam Marine Group. Committed to quality, through controlled growth.

Working as a team in Limassol, Cyprus, since 1978, the Uniteam Marine Management Group has expanded into a multinational company with associated offices based in Hamburg - Germany, Klaipeda - Lithuania, Odessa - Ukraine, Singapore and Yangon - Myanmar. The group is active in full management, operations, crew management, technical management, financial administration, consultancy and ISM / ISO 9001:2008 services. What sets Uniteam Marine Management Group apart is the care and attention given to each and every Client and ship.



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Aiming at satisfied and well-served Clients

By following Uniteam Marine Group commitment to quality rather than quantity, through controlled growth, the Group's ability to manage all ships personally is not a goal but a reality.

When you improve the customer experience, you can increase customer loyalty and build positive word-of-mouth recommendations that help build your business. Satisfied and well-served Clients are for Uniteam Marine Management Group the best reference.

The Group objectives were:

- Implement a platform to support the company's international growth
- Provide better decision support systems with BI technology
- Improve visibility into Group and customer profitability



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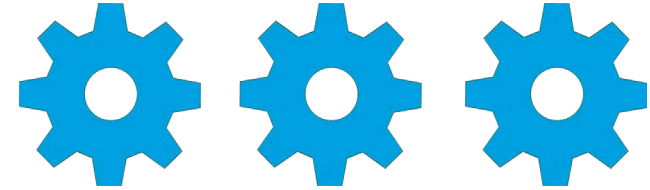
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Flexibility and robust technology

The Group's need for an international ERP software supporting business and legal requirements in different regions was a key factor of the partner's selection. SAP possesses a solid brand awareness and presents a robust technology which could support Uniteam Marine's future growth plans.



“We needed a platform that could support our international growth and provide better performance visibility at all levels. With SAP® Business All-in-One supporting our international operations and SAP® Business Intelligence offering us cutting edge decision support systems we have what we need to manage our growth.”

Andreas Papanisiforou, Financial Controller, Uniteam Marine Group

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12 week implementation on a fixed budget

SAP Partner's commitment and expertise and the experience of Uniteam Marine Group were the key elements for a successful project implementation. A fast implementation of 12 weeks on a fixed budget was ensured by application of ASAP methodology, use of SAP Best Practices and strong executive buy-in and support.

The challenges were to:

- Replace ailing technology
- Reduce manual tasks and data entry overhead
- Deliver automated and accurate reports

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Key elements: Commitment & expertise

SAP® Business All-in-One: The integrated, adaptable SAP business management software solution supports the Group's international growth and helps Uniteam Marine to streamline operations across the entire Group.

SAP® Business Intelligence: Combining transactions with real-time analytics to dramatically improve data-intensive processes such as planning, forecasting and pricing optimisation.

“Based on our experience, SAP Partner's commitment and expertise, are key elements for a successful project implementation.”

Andreas Papanisiforou, Financial Controller, Uniteam Marine Group

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Real-time business data for real-time business process

Some major benefits of the implementation of SAP solution in Uniteam Marine Group were:

- Provided decision makers and end-users with real-time business data
- Improved customer profitability measurements
- Replaced manual tasks with automated processes
- Well-defined qualification process and well-defined requirements



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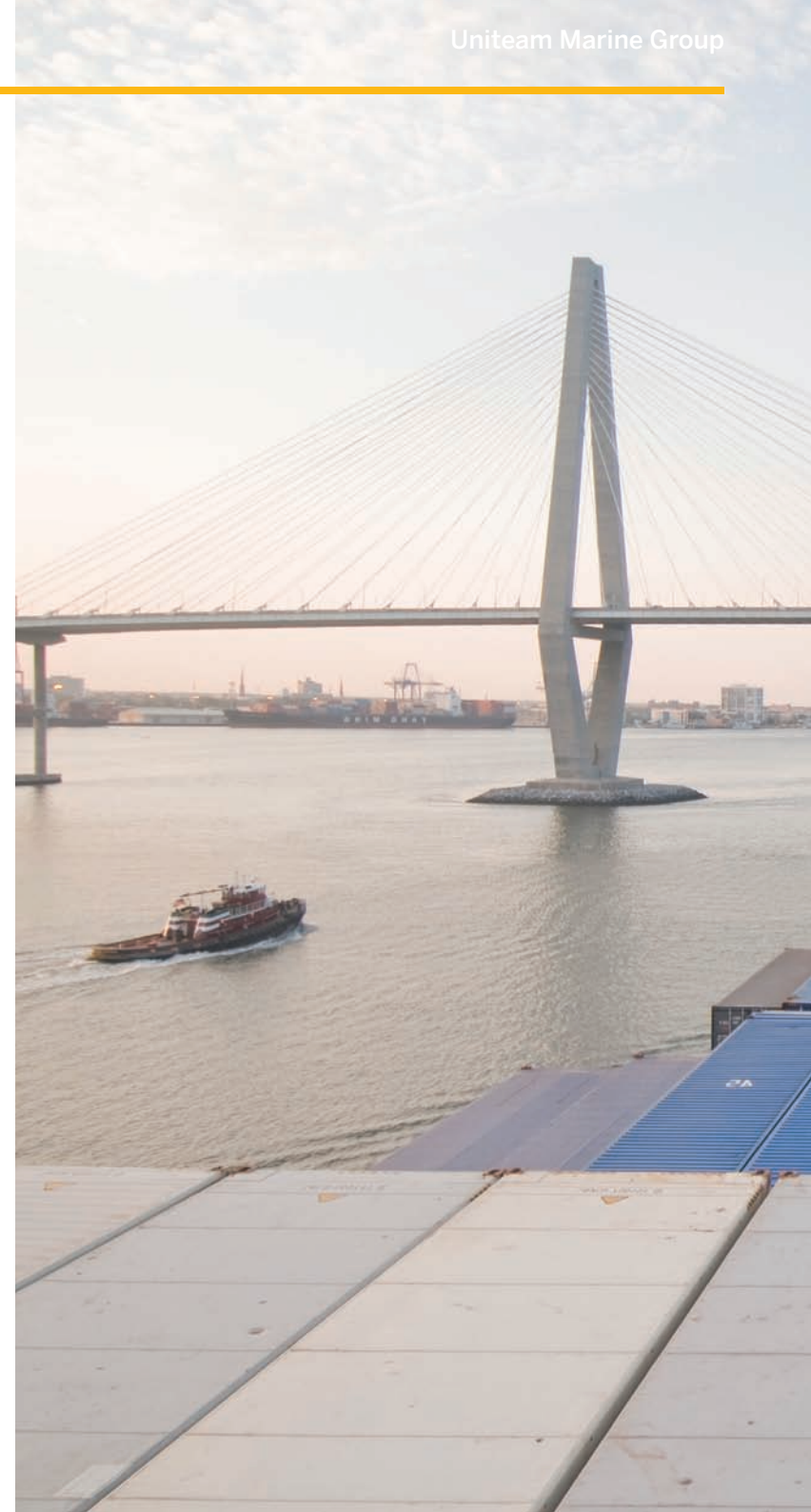
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Run readier with SAP

With SAP Business solution, Uniteam Marine Group is more able to use service excellence to differentiate from competition and grow revenues and margins.

The Group runs readier than ever to:
Collaborate better, Decide better, Adapt better and Operate better, supporting the international growth and future plans.





The Best-Run Businesses Run SAP™



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