



## How can SAP Sales Cloud enable companies to **manage their complete client database effectively?**

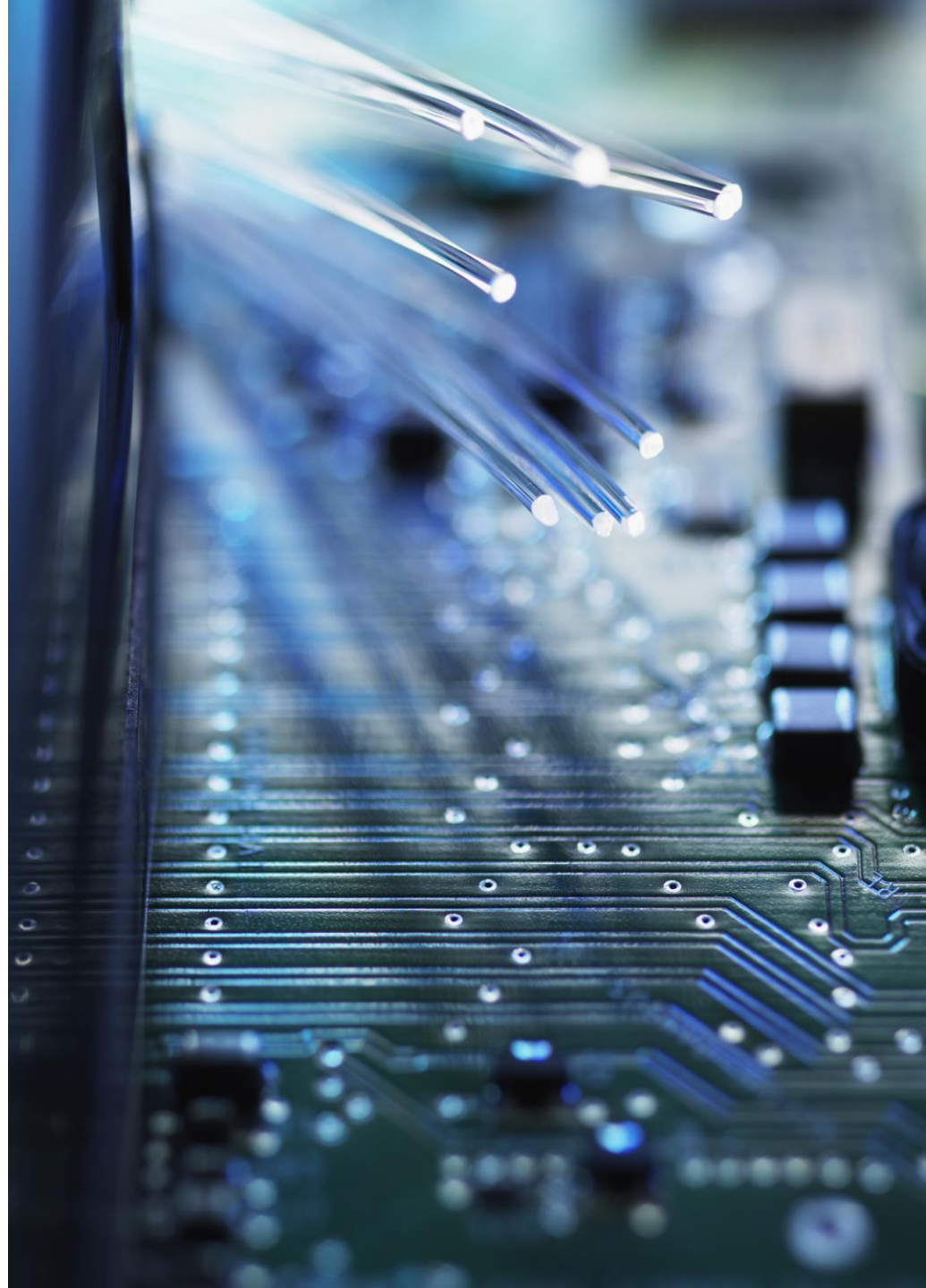
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Companies usually face difficulty accessing their client database, let alone **in a structured and concise way!**

One Light Ltd manufactures high quality technical lighting in modern design at affordable prices. The Company supplies lighting to wholesalers in 62 countries. All its products are stored in a 5000m2 warehouse in Cyprus. One Light keeps 99% of its catalogue items in stock and all confirmed orders are picked and packed the same day. To further reinforce its commitment for order dispatch within 24 hours and gain visibility with real time customer interactions, the Management of One Light Ltd chose SAP Sales Cloud solution.

**SUPERNOVA**

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# SAP Sales Cloud allows One Light to **better manage new sales** and increase lead conversation rates.

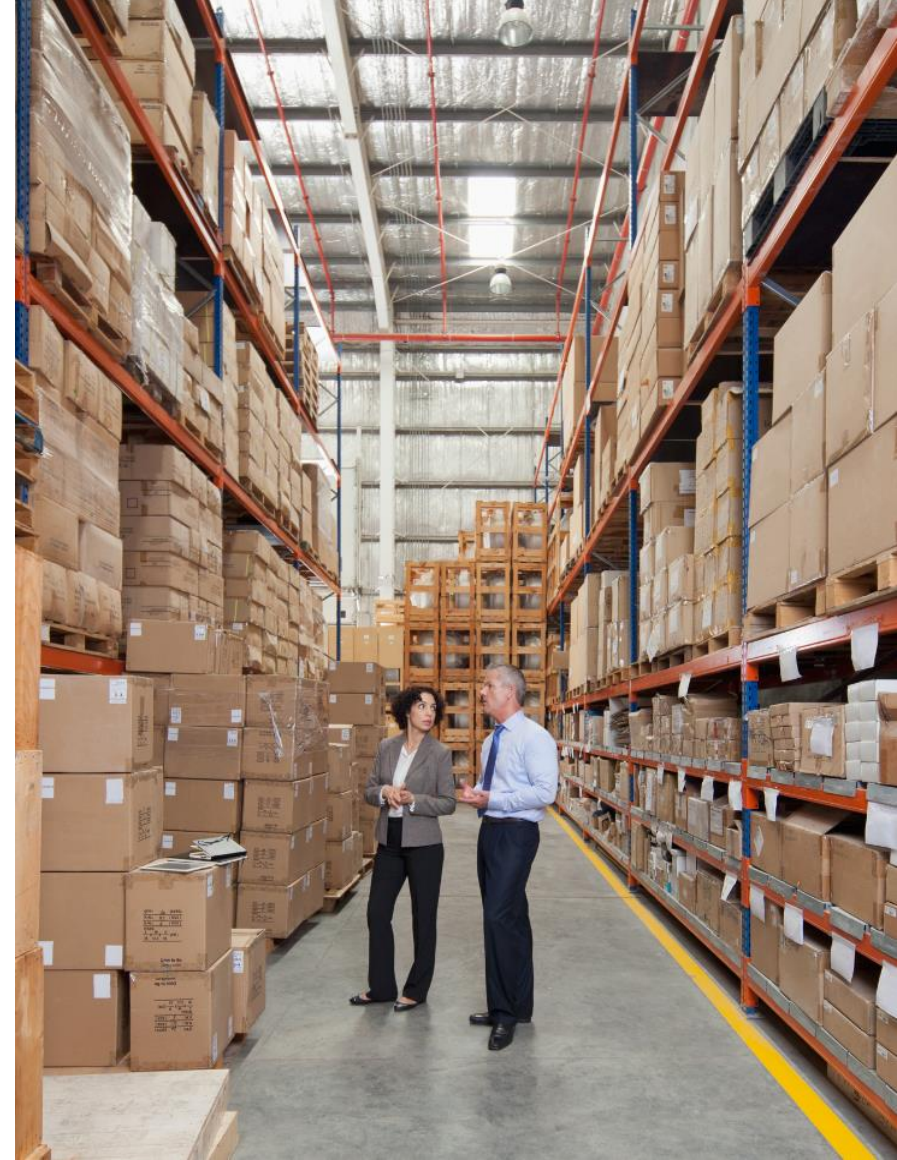
## With the implementation of SAP Sales Cloud, One Light Ltd was able to:

- Achieve rapid and agile implementation in 8 weeks with the help of Supernova Consulting
- Gain access to exactly the same data, in real time, anywhere, anytime for every employee
- Enable different departments to work closely together and operate as one with a single, robust solution
- Increase user efficiency with a personalized view of information
- Generate contextual marketing campaigns to help online sales
- Improve customer relationships and experience
- Better manage its sales leads with higher customer conversion rate
- Increase employee satisfaction and productivity with an easy to use and time saving solution

“SAP Sales Cloud was implemented within the set timeframe by our SAP partner, Supernova Consulting, in a professional and efficient way. **This new platform will optimize the processing of the company's clients' data base**, by automating many procedures that previously were conducted manually. We feel confident that **the target to increase the company's customer base, can now be succeeded more effectively, through its new CRM system**”.

Demetris Manolopoulos, Operations Manager, One Light Ltd

## SUPERNOVA



**one**  
LIGHT

**One Light Ltd**  
Nicosia, Cyprus

**Industry**  
Wholesale Distributor of  
Lighting products

**Number of Employees**  
24

**Featured Products and Services**  
SAP Business One  
SAP Sales Cloud

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