



**INTERTAN SA: Gaining a greater insight into the business via online processes and real-time data with SAP® Business One**



**TEKA**systems



“Transforming a more than 50 year-old organization with great experience and continuity to the next stage by using SAP Technology was a challenging process. After this demanding pace, INTERTAN has managed to move to a new era by expanding its possibilities, eliminating its risks, increasing customers’ satisfaction as well as minimizing its stock and costs. SAP® Business One is the best solution to organize and run business end-to-end.”

**George Bakas Dr.rer.nat.**, *Chief Information Officer*, Intertan SA

**Company**

INTERTAN SA

**Headquarters**Nea Lampsakos Chalkida,  
Greece**Industry**

Wholesale Distribution

**Products and Services**Import and wholesale of Food  
& Beverages and Trade of  
Packaging material**Employees**

50

**Revenue**

26 million Euros

**Web Site**

www.intertan.gr

**Partner**TEKA Systems SA  
www.tekasystems.eu

## Executive overview

### BUSINESS TRANSFORMATION

**Objectives**

- Manage high availability of products with minimum stock.
- Achieve fast return in goods.
- Minimize order process and delivery time.
- Replace existing in-house software, decrease running costs and improve functionality.
- Integration of existing Ex-Van solution to new processes and business.
- Gain even more satisfied customers.

**Why SAP**

- Consolidated functionality instead of more than three commodity software in place.
- Flexible solution which can adapt any new business need, with minimum impact in company's procedures.
- A reliable business support provider.

**Resolution**

**SAP® Business One** implementation integrated with Ex-Van solution and the new TEKA Systems Mobile Sales App for Android and iOS mobile devices.

**Benefits**

- Fast and accurate results in finance with online cash report, classifications on accounts and bank transactions.
- Fully automated sales processes and sales using mobile devices.
- Accurate cost control.
- Online check of goods availability and precise depreciation of goods.
- Easier and up-to-date reporting via integrated Crystal Reports tool, using multiple search criteria.
- Possibility to offer real time revised quotations on Blanket agreements and ad hoc.

## The Company

Fast Moving Consumer Goods (FMCG) multinational companies trust **INTERTAN** as their representative and distributor for food and beverage products. Company specializes also, in promoting and trading of packaging products having very satisfied customers as well as great cooperations worldwide. With the owned, modern and cost-effective premises, **INTERTAN** has managed to provide space and time saving into daily operations. Moreover, its expert and dedicated staff offers trading services of high quality and standards both to company's partners and customers.

With professional guidance and support from SAP channel partner **TEKA Systems**, **INTERTAN** has integrated existing Ex-Van solution with **SAP® Business One** and has managed to achieve best online collection procedures. **SAP® Business One** enabled company to streamline processes and it gets a single view of what is happening at any given time, when information resides in different applications or even locations. Now, the Management Team can act fast and make decisions based on real time information, driving profitable growth.

**TOP BENEFITS ACHIEVED**

### Higher

Stock return helps extending the range of provided goods.

### 10x faster

Order placement with extinction of errors.

### Online Collection

Via Ex-Van solution versus old processes requiring up to 8 days clearing.

### Real-Time

Revised quotations on Blanket agreements and ad hoc.

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