

# REFERENCE CASE

## CUSTOMER TESTIMONIAL

>>*be one solutions is the perfect fit when it comes to exceptional support for SAP Business One®!*

*Fernando Januário, CEO at COPRALON*

## CLIENT QUICK FACTS

CLIENT NAME: **COPRALON**  
COUNTRY: **Brazil**  
INDUSTRY: **Distributors of Consumer Goods**



## COPRALON IN A NUTSHELL

COPRALON is a family owned business, which was founded in April 1972. They are wholeseller of "Kibon" and "Ben & Jerry's", both UNILEVER ice cream brands. COPRALON is operating in Brazil. The company's headquarters is located in Londrina-PR, plus they have 3 branches in Campo Grande-MS, Cuiabá-MT and Porto Velho-RO. As far as staff numbers, COPRALON currently has 170 employees in 4 locations.

## WHY DID COPRALON CHOOSE FOR SAP Business One®?

COPRALON especially appreciated the accounting functionalities in SAP Business One which offer a perfect way to support subsidiaries out of the box. There was no need for other modules, which of course kept the cost low. Furthermore, SAP Business One comes with a wide range of standard processes that fit perfectly to COPRALON's requirements. Last but not least, with SAP Business One, COPRALON was able to become independent of various external IT services, as a matter of fact there is no further need to outsource at all. And even if there has to be knowledge transfer from one internal consultant to the other, everything works smooth and simple, just like the solution itself.

## RESULTS & OUTCOME AFTER COPRALON's SUCCESSFUL SAP Business One® IMPLEMENTATION?

Before SAP Business One, COPRALON was handling business efficiently, after implementing SAP Business One, things got even better. COPRALON successfully managed to improved operational efficiency, which is a key factor for staying competitive. Furthermore they were able to gain a huge improvement in terms of company processes, controlling options as well as a significant decrease of bureaucratic processes. There is more data transparency, better visualization of relevant company figures, increased safety and reliability, as well as mobile access for COPRALON's management.

## WHY DID COPRALON PICK *be one solutions*?

*be one solutions* was the one provider which is tailored exactly to COPRALON's SAP Business One needs. E.g. there are billing tasks which peak on weekends and therefore require a functioning support to keep things running even when others are off. *be one solutions* has always delivered on time and on budget. All key users are extremely happy, as they know there is always someone to assist along the way. COPRALON's operations are so critical - especially during the summer - thus, flawless and smooth processes must be ensured. Having said that, it is a must for any partner working with the organization to provide a great availability. *be one solutions* does just that and even exceeds expectations. That's why COPRALON chose for *be one solutions* as their preferred SAP Business One partner.

