



Maximizing the Potential of SAP Business One



Real Businesses, Real Success Stories



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About Norsan

Norsan was established in 1987 when Norberto Sanchez opened the first of now 13 Frontera Mex-Mex Grill Restaurants. In order to vertically align its practices, in 1992 Norsan ventured into the Meat Packaging business by launching Prime Meats, which is now one of the most sought after meat processors and distributors in the Southeastern United States.

Prime Meats also offers online sales of top quality steaks directly to consumers. Offering only the highest quality meat and a customer service second to none, Prime Meats is one of the first options for restaurants in the Southeast to provide center-of-the-plate solutions.

Growing at a rapid pace, Norsan now boasts Luciano's Ristorante Italiano and Pampas Steakhouse, rated as one of the best steakhouses in the country. Norsan continued to grow and diversify in 2004 by founding Norsan Media, an independent company that operates 13 radio stations, one television station, and three newspapers. Norsan strives to be a model of excellence for the Latino community as one of the Top 70 companies within the Hispanic Business 500.

Our Solution

Prime Meats, based in Atlanta, Georgia, was launched in response to the owner's need to have a reliable supply of quality meat for his busy restaurants. With more than twenty years of growth in meat processing and distribution behind them, they needed a new business software solution to address the unique aspects of their business which led them to SAP Business One. During their research phase, Chief Accountability Officer Daniel Arcila, was impressed with SAP B1's flexibility and robust accounting system, two benefits that Prime Meats needed in order to continue in their growth. After looking at the accounting solutions available for small to mid sized companies, Mr. Arcila stated, "We determined that we were able to get everything we needed from SAP B1."

Pricing, packing and delivery for the meat industry has unique requirements for multiple Units of Measure including case catch-weight and case quantity. Prime Meats needed the ability to monitor both units of measure included in a system that provides a deeper look into their business operations.

Prime Meats took a primary role in the implementation of SAP B1 handling a majority of the work with their in house expertise. As project manager, Mr. Arcila continues to expand how Prime Meats benefits from the functionality of SAP B1. "As we learned more about the software, we continued to add to it," said Daniel Arcila. "Every day we add something new."

One of the primary benefits of SAP B1 is the ability to extract analytics, reports and beneficial data that Prime Meats was unable to access with their previous software. "We have been able to customize SAP B1 due to its flexibility, and we can drill down and see the entire flow of our operations," said Mr. Arcila. "We create alerts, approval procedures, additional menus and views, and make the functionality more powerful."

Using a creative business growth strategy, Prime Meats has been able to enter new markets and expand their offerings. Their former business software limited their ability to service new and existing markets restricting Prime Meats to conduct business based on the functionality of the software. "SAP B1 enables us to reach information and make better decisions to guide operations the way we need to," said Mr. Arcila. "We were able to build our own deliveries routing module within SAP as well as a costing module for our processing department. We now have better controls for our operations and enhanced tools to provide superior customer service, along with a detailed view of the business profitability".

Despite the smaller technology budgets available to small and midsize companies, they receive the full benefit of SAP's superior ability to provide analytics and reports.

“The biggest benefit is the ability to see operations from a different viewpoint. We can get a lot of information in a timely manner and take action instead of when it is too late.” Daniel Arcila, Chief Accountability Officer

Mr. Arcila added, "More flexibility with general ledger allows us to drill up and down resulting in greater transparency. It is a great complement to our business intelligence system. With the open database of SAP B1, we were able to combine data from other sources and get better analytics."

Working with I-BN

Mr. Arcila attributes their successful implementation to I-BN's approach, "Our implementation consultant was really good, professional. I-BN's approach to implementation is very organized and disciplined and that is the reason we were successful. We are looking forward to implementing SAP B1 in our other companies as well."

About I-Business Network

Established in 1999, I-Business Network strives to be your technology partner. We combine technology expertise, data center, infrastructure, and product knowledge to provide superior hosting services. Through our professionally managed data center, along with a network of business partners, I-BN delivers the latest applications, integration services, training and support that companies need to deliver on the promise of cloud computing.

Our customized cloud service delivers the latest technology for a fixed monthly price, nearly eliminating the upfront capital investment, so companies can focus on their core business. Continuous upgrades, backups and firewall protection ensure that your business stays current, up-to-the-minute and secure.



About I-Business Network

At I-Business Network (I-BN) our goal is to **make powerful business technology simple**. As a premier Application Service Provider (ASP), we are constantly seeking to help our customers manage their business better, with less effort.

I-BN supplies complete financial, e-commerce and business process systems to help your business grow and improve efficiency. Our advantage over generic cloud providers is that we provide solutions and cloud environments that are specifically designed and tested to deliver the full functionality of your software, software specific support, and the flexibility of cloud computing.

If you are outgrowing your entry level accounting software package, are mired in spreadsheet management, or looking to grow your company to the next level, our solutions provide the next tier of business management software at 25-50% of the cost of a traditional on-premise implementation.

Using our Start & Grow rapid implementation methodology and software as a service licensing, you can be running your business in the cloud in as little as 4-6 weeks. The I-Business Network of certified service providers can provide the local implementation, training and other services to bring the cloud right to your doorstep.

Call our sales executives at 678-627-0646 to find out how you can implement your solution!