

**SAP** Business  
**One**

# Distribution Success Stories







“With SAP on board, we are able to respond well to our customers.”

David Hughes  
Operations and Engineering Manager

## SAP Business One Cloud: Helping a Startup Grow

Foodmate headquarters is located in the Netherlands with a U.S.-based, 2006 startup subsidiary located in Ball Ground, Georgia. Foodmate US is a leading poultry processing equipment manufacturer providing sales, installations and maintenance services for poultry de-boning machinery. Foodmate works with well known industry clients such as Tyson and other large, brand name poultry companies.

According to Foodmate Operations and Engineering Manager, David Hughes, “What Foodmate was looking for was a means to tie together service, sales, finance and inventory - all in one package because everything was so separate. Separate processes, separate systems - and the people using those didn’t really communicate to each other because they couldn’t.” I-Business Network proposed SAP Business One Start and Grow, a comprehensive business solution that grows with you.

With employees constantly out of the office, Foodmate needed a business solution that they

could access while on the road serving their customers. SAP B1 in the cloud enables them to access their information anywhere, anytime, and on any device. “It’s nice having a cloud-based system, we don’t have to have an IT staff here. It’s a hosted system. It’s accessible remotely,” said Hughes.

Foodmate went live on the mobile application enabling them to see their current inventory levels and customer information without making a phone call back to the office. Field employees can access the information on their iPhones alleviating the need for WIFI. “With SAP on board, we are able to respond well to our customers,” said Hughes.

With I-Business Network supporting Foodmate with IT services and software expertise, using and maintaining SAP B1 was not a burden for them. Hughes emphasized their role by saying, “having the support behind that cloud application - they are very responsive to our needs and getting stuff resolved.”



“With SAP Business One, we have been able to implement a worldwide standard process, control our financials, and improve the accuracy of our data.”

Pedro Pagliosa  
IT Systems Coordinator

## SAP Business One Cloud Creates Unity and Compatibility Across Divisions

Fras-le is a global leader in the design, production and distribution of brakes and brake pads for automotive, train and aviation. Headquartered in Brazil, Fras-le has offices around the world including 150 employees in the United States.

Fras-le had implemented SAP R/3 at its headquarters, industrial plants, and warehouses. Pleased with the success of SAP R/3, Fras-le decided to implement SAP Business One in their smaller, worldwide offices. With all offices using the same platform, managing business functions across platforms became a simple, seamless task.

Fras-le chose I-Business Network as their solution partner because they could provide support both in the U.S. and abroad. “I-BN had provided excellent support on an international project (with Fras-le Europe) and wanted a U.S. partner who could support our operations that utilizes SAP B1 abroad,” said Pedro Pagliosa, IT Systems Coordinator at Fras-le.

Fras-le wanted a partner who could also provide local support in the United States who fully understood the business processes and legalities in the U.S. I-BN supported the North American industrial plant with their upgrade from SAP B1 7.0 to 9.0 and an implementation of SAP B1 9.0 for a warehouse located in Germany.

“With SAP Business One, we have been able to implement a worldwide standard process, control our financials, and improve the accuracy of our data,” said Pagliosa.

I-BN continues to provide international support to Fras-le with an upgrade scheduled for their location in China. “We are fully capable of supporting clients like Fras-le with all of their business solution needs including SAP Business One add-ons, upgrades, and cloud solutions,” said Gary Feldman, I-BN president.





## 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!**