

Managing supply at Pacetel Systems with SAP Business One®



Before: Challenges and Opportunities

- Pacetel Systems Pvt. Ltd. is the exclusive authorised distributor of Oppo and One Plus mobile phones throughout India.
- Its software systems lacked the ability to provide accurate forecasting, identification and mapping of customer needs.
- Tracking of SKU movements was manual and created challenges for reporting.
- A better solution was needed for keeping track of supply chain and distribution channels.

Why SAP and Cogniscent Business Solutions

- SAP Business One was selected as it could provide an Integrated system to track order management, stock replenishment and warehousing.
- As an integrated platform SAP Business One enabled all of Pacetel's operations to be connected into a single system.
- Cogniscent Business Solutions Pvt. Ltd. identified the customer needs and developed solutions to bring process automation and ROI.

After: Value-Driven Results

- Real time tracking of orders in the pipeline is meeting customer needs for visibility with better control on dispatch quantities.
- Forecasting and stock management across all channels has been streamlined.
- Increased management visibility is enabling better decision making.

“SAP Business One helped us **keep ahead of competition** and meet customer needs by bringing new models of mobile.”

Mr. Pradeep Rana – CFO , Pacetel Systems Pvt.Ltd.

40%

Uplift in revenue due to real time control on operations cost and visibility on production processes

35%

Enhanced control on resource utilization with better forecasting planning and demand generation

Featured Partner



Pacetel Systems Pvt. Ltd.
Noida, Uttar Pradesh, India
www.pacetelsystems.in

Industry
Distribution

Products and Services
Mobile phone trading and retail

Employees
+1000

Revenue
+150 Crores

Featured Solutions
SAP Business One

THE BEST RUN