

**Project**

SAP Business All-in-One Implementation

**Industry**

Wholesale Distribution

**CLIENT OVERVIEW**

The client is a wholesale distributor of LCD TV, computer monitors, digital photo frames and related accessories. There is one principal location in the United States in Santa Fe Springs, California where all administrative and logistical activities are performed. A third party logistics provider is also used to receive, stock, and ship certain lines of product. In 2005, the company generated more than \$400 million in sales.

**BUSINESS CHALLENGE**

The client's current application, DMS, was not able to meet the company's rapid growth and service customer demands. The application was not flexible and integrated enough to support all the business functions.

The client wanted an integrated use of data throughout the company, improved accuracy, availability and visibility of information, and improved delivery times. Without integrated systems, the sales team could not get an accurate view of inventory and purchases which resulted in the inability to forecast accurately. The application faced significant challenges in addressing inefficiencies in its supply chain process.

The current system also could not meet the seasonal demand that accounted for 80% of their sales. To meet these challenges, the client selected the SAP Business All-In-One solution for wholesale distribution.

**SOLUTION**

The client worked with RJT Compuquest to implement and integrate processes based on SAP Business All-In One, linking third party logistics in the US and purchasing from Taiwan. RJT provided overall management of the project, application customization, and training. RJT provided a complete enterprise resource planning solution that met all of the business requirements.

### About RJT Compuquest

RJT Compuquest Inc. provides ERP management consulting services to companies with a local, national and global presence. RJT is capable of working across all technology platforms, operating systems and infrastructures.

Founded in 1996 and headquartered in Torrance, California, RJT Compuquest serves clients across the U.S. from offices in Costa Mesa, Chicago, Milwaukee and Dallas. Built on long-term, trusted client and employee relationships, RJT strives to consistently and cost-effectively plan, execute and deliver high-quality services and results.

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### CLIENT BENEFITS

The new solution provided reliability, scalability, and met the demands of today, as well as being ready to meet the growth demands of tomorrow. The solution has increased efficiencies in its supply chain process, because the new system has allowed the client to replace its older, slower ordering processes that are based on phone and fax technologies.

The company has been able to enhance its relationships with its suppliers, resulting in faster order fulfillment rates. Introducing a single ERP system to the client also gave the company a much tighter grip on its finances, because all accounting information can be viewed in real time.