



4most

SAP Gold Partner Positions VALOGIX[®] Inventory Planner to Clinch a 200 User Sale

Two years into the sales cycle, Eugene Olivier, managing director of 4most, an SAP partner in South Africa, was unable to get a commitment from their prospect, Diesel Electric, a network of distributors to the automotive aftermarket. Two of the companies evaluating SAP Business One within the network had over 200 users and 11 locations between them. With a difficult economy and an outdated DOS-based program that still served their basic needs, they had little motivation to make the investment in a new ERP system.

Support for Diesel Electric's legacy DOS-based program had been discontinued and the company was urging Diesel Electric to upgrade to their Windows-based product. After evaluating Microsoft Dynamics Navision and SAP Business One, Diesel Electric was no closer to making a final decision. A volatile market and deflating currency only worsened the situation, bringing the entire purchasing decision to a standstill.

Between the two companies, they manage more than 20,000 SKUs with a value of approximately \$2.3M USD. They were able to manage and plan stock in their current system so it was important that the systems they were evaluating offered this functionality and allowed them to maintain a 98 percent or better fill rate. Since Diesel Electric imports all of its products from overseas, they must take into account long lead times as well as fluctuating currency. Making sure they are able to fill orders when they receive them was top priority on their list.

"Because our customers' parts are imported from abroad, and because of fluctuating currency values, it was important for them to keep their inventory levels low but at the same time maintain at least 98 percent service levels. Valogix will help them optimize their stock to meet these goals."

Eugene Olivier, Managing Director, 4most

After seeing a demonstration by Valogix's SAP Channel Manager, Ramsey Saab, the two companies in Diesel Electric immediately decided VALOGIX[®] Inventory Planner, along with SAP Business One would help them meet all their inventory planning needs. Within weeks of seeing Valogix, the two year sales cycle was successfully closed.

Benefits to 4most:

- Valogix was a clear differentiator needed to close the sale—smallest amount of functionality but the most important to the prospect
- Support from Valogix's channel manager enabled quick close
- Potential for additional sales and services revenues from other companies in the Diesel Electric network

Benefits to Customer:

- Share information/transfer stock between locations
- Take advantage of shipping and supplier discounts
- Inventory savings, high service levels, and fast ROI



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