JAR SYSTEMS
MANAGING AND STREAMLINING BUSINESS PROCESSES IN A COMPLEX ENVIRONMENT

JAR Systems has a single focus – make the best mobile solutions for education and training in the world. Providing their solutions and products often results in a complex sales cycle with multiple partners. To manage and streamline their business processes, JAR Systems selected the SAP® Business One application.

"SAP Business One gives us integrated CRM, service management, and inventory control to easily manage our rapid business growth while helping us maintain the high level of customer service we are known for – now on a larger scale."

Axel Zimmermann, President and CEO, JAR Systems LLC

QUICK FACTS

Company
- Name: JAR Systems LLC
- Headquarters: Sarasota, Florida
- Industry: Mill products – office furniture
- Products and services: Mobile solutions for education and training
- Web site: www.jar-systems.com
- Implementation partner: MCS Business Technologies

Challenges and Opportunities
- Manage multiple business partner relationships in a sale, including vendor partner, distributor, county department, and school
- Locate equipment for service requests regardless of the partner relationship
- Meet the various requirements of selling to commercial, K–12 education, higher education, and government industries

Objectives
- Improve customer satisfaction
- Streamline warranty tracking and service
- Integrate customer relationship management (CRM) and service billing
- Enable advanced inventory planning

SAP® Solutions and Services
SAP® Business One application

Implementation Highlights
- Straightforward implementation plan
- Fast implementation time
- Smooth transition during cutover to new system
- Professional and responsive partner

Why SAP
- Flexibility to meet business requirements
- Integrated business solution
- Ability to support growth of company
- Ability to integrate third-party applications
- Strong ecosystem of partners and add-on solutions

Benefits
- Complete business solution
- Fast time to value
- Integrated CRM and service billing
- Improved inventory planning
- Improved warranty tracking
- Better customer support and service

Third-Party Integration
Boyum B1 Usability Package

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