Salvo 1968: Improving Profits Through Better Management with the SAP® Business ByDesign® Solution

In partnership with sister company Rondanini UK Ltd., a leading importer of chilled and ambient Italian food products, Salvo 1968 imports and distributes Italian food and beverages to restaurants in London and surrounding areas. With the SAP® Business ByDesign® solution, powerful on-demand software it shares with Rondanini, Salvo is better positioned to grow the business, cut costs, improve operations, and **make sound strategic decisions**.

Serving up efficiencies with an SAP® solution

Freeing staff to focus on value-added activities

Objectives

- Provide the best quality Italian products with speed, accuracy, reliability, and convenience
- Manage growing business with an on-demand software solution that easily adapts to changing needs
- Automate business processes to achieve efficiencies across the business and focus resources on core competencies

Why SAP

- Leading technology provider in Salvo's industry
- Competitive win based on demonstration of the SAP® Business ByDesign® solution
- Comprehensive functionality meeting the food and beverage distributor's expanding business and cost requirements
- Scalable, flexible platform using add-ons to provide greater depth of functionality to solve unique requirements

Why partner

- Existing successful relationship between Rondanini and Enterprise on Demand
- Thorough understanding of Rondanini and Salvo's business challenges

Expected benefits

- Greater cost savings and profits, with automated processes increasing efficiency and effectiveness of all departments
- Greater visibility with deep and timely insights into all aspects of the business for improved stock planning, greater control of warehouse inventory, faster distribution of goods, and better-informed decisions
- Agility to respond immediately to fast-changing business requirements, service customers better, and compete more effectively in the market

"We were looking for a slicker, more efficient way of working. SAP and Enterprise on Demand demonstrated a thorough understanding of our business pains."

Andrew Drake, Financial Controller, Salvo 1968 Ltd.

Company
Salvo 1968 Ltd.

Headquarters
Hertfordshire, England

Industry
Wholesale distribution – food services and grocery wholesale distribution

Products and Services
Import and distribution of Italian food and beverages

Employees
45

Web Site
www.salvo1968.co.uk

Partner
Enterprise on Demand Ltd.
www.enterpriseondemand.co.uk

CMP19882 (12/08)

Copyright/Trademark | Privacy | Impressum