

“SAP Business One is one of the foundations on which we will grow our business into the future.”

*Tienie Jordaan, Financial Director*

# Case Study

## Coopers Environmental Science

Business Info: Coopers Environmental Science

Type: Wholesale and Distribution

No. of Employees: 30

**BLUEKEY**

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Coopers Environmental Science is a marketer and distributor of environmental science products predominantly to government departments, pest control companies and agricultural co-operatives in southern Africa.

Coopers has branch offices in Cape Town, Pietermaritzburg, Port Elizabeth, Bloemfontein and Windhoek.

The exclusive distribution rights Coopers has to the products of companies such as Bayer, United Phosphorus, Termatrac and IGEBA - brand leaders in environmental science - has had a definite bearing on Cooper's exceptional success. The company has experienced rapid growth over the past five years, based on a philosophy of providing superior products and services to their strong client base. Sales budgets have been exceeded year on year and turnover has tripled during this period.

"One of the side-effects of this rapid growth," explains Jordaan, "is that it started to put pressure on our internal systems. We had a heavily customized add-on module for Pastel to allow us to process our Sales Orders and calculate commissions in the way that we need. Unfortunately this resulted in instability within the system and on several occasions having to recapture a day's work, with data having simply disappeared."

Concerned about the potential impact on the business, especially with further growth planned in the coming years, Coopers turned to their local Business One specialist, BLUEKEY Software Solutions. "We were impressed from day one," commented Jordaan. "It was easy to have confidence in a product that has been developed by SAP, and the BLUEKEY consultants showed great depth of experience and understanding of our needs."

One of the key attractions to Coopers of Business One was the fact that there was no need for any customization outside of the system. "Once bitten, twice shy," says Jordaan. "We now have a single system that satisfies all our requirements. Any small modifications that we needed, such as extra fields or reports, were easily set up for us by the BLUEKEY staff."

The transition from Pastel to Business One took place over the course of a month. It was a fairly intensive time for all involved, but the crossover was significantly helped by standard and intuitive look-and-feel of the system. "Our users were capturing transactions within minutes," commented Jordaan. "Every transaction screen looks the same as every other, and it was easy to apply the initial training to all other aspects of the system."

## For Jordaan himself, the area where he has gained the most efficiencies is in report generation.

“Whereas I previously had to spend hours compiling spreadsheets to reflect sales budgets versus actuals, per sales area - fifteen spreadsheets per month plus a consolidated sheet - all I now have to do is literally click a button and the reports are on hand.”

Prevention is always better than cure. And now Coopers are able to ensure that their business rules are adhered to, rather than fixing mistakes after they happen. Examples of this include the fact that any order with a Gross Profit lower than the permitted percentage is automatically sent through to management for approval. In addition, special offer pricing, with date or volume restrictions, is now handled in the system, whereas previously the company depended on emails and individuals’ memories to get pricing right.

Esme Nel, the procurement and stock manager, has also been able to move away from detailed spreadsheets for her resource planning. The MRP wizard that comes standard with Business One allows her to accurately predict demand forecasts for products, and to place orders timeously (and with little effort) taking into account factors such as lead times and minimum order quantities. “What used to take several days can now be done in a matter of minutes,” Esme Nel explains.

The future looks solid for Coopers, from a business and a systems perspective. “I am confident we have put in place a platform that accommodates the future growth we have planned,” says Jordaan. “It will also allow us to work more closely with key suppliers of ours such as Bayer, who run SAP R/3 and who will benefit from business-to-business e-commerce transactions with customers such as ourselves.”

Coopers see the implementation of SAP Business One as an evolutionary process. They have asked Bluekey to be on-site for two days each month, to assist in further streamlining their current business processes as the company continues to grow.

Jordaan concludes, “As an accountant, it pleases me to know that we will never have to invest in any other product again. SAP Business One is one of the foundations on which we will grow our business into the future.”

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BLUEKEY specialises in the implementation of SAP Business One, the market-leading business software solution for small to medium sized companies.

We offer a total solution, from networking through data take-on and system setup to management reporting. Our business is to make your business more productive and profitable - through the implementation of the best software technologies.