

SAP Customer Success Profile Oil and Gas



VETCO INTERNATIONAL

To better provide its broad range of supplies to the oil and gas industry in Venezuela and worldwide, Vetco International Inc. replaced inadequate and costly accounting software with a comprehensive business management application – SAP® Business One – enabling the U.S.-based distribution and supply company to consistently maintain and transfer accurate client data company-wide.

AT A GLANCE

Company

Name: Vetco International Inc.
Location: Orlando, Florida
Industry: Oil and gas
Products and Services: Distribution and supply
Revenue: US\$6 million
Employees: 10
Web Site: www.vetcointernational.com
Implementation Partner: Cornerstone Consulting Inc. (www.cornerstone1.com)

Challenges and Opportunities

- Enhance communications between departments
- Maintain and transfer accurate client data to all departments

Objectives

- Implement a comprehensive business management application as the company's primary procurement, service, and accounting solution
- Integrate accounting processes and procedures
- Improve business communications between all departments

SAP® Solutions and Services

- SAP® Business One application
- SAP NetWeaver® Portal component

Implementation Highlights

- Simultaneous rollout to all departments
- Immediate resolution of all previous communications issues
- Integration of customer relationship management, sales, order processing, inventory control, and accounting

Why SAP

- Enables small-size business to support large-size customers due to comprehensive functionality of the application
- Eliminates most manual paperwork and the logistical difficulties associated with manual processing

Benefits

- Gained immediate ROI (estimated at US\$120,000)
- Eliminated need for additional employees
- Streamlined accounting processes and improved efficiency
- Enhanced data visibility through a corporate portal

Existing Environment

Legacy accounting software

Third-Party Integration

Netpoint Commerce™ from Praxis Software Solutions (www.praxissoft.net)

“The implementation of SAP Business One as a comprehensive business management application has exceeded our expectations. Not only have we achieved an almost paperless environment, but we’ve improved efficiencies, streamlined our workflow, improved data management controls, and enforced accurate accounting procedures.”

Jose Barrios, Chief Information Officer,
Vetco International Inc.



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