

# Omori North America Distributes Smarter With SAP Business One

**SAP**® Business  
One



Sales, installation, and support run better with the right-sized ERP solution.



# ABOUT



Based in Bolton, Ontario, Canada, Omori North America has been a leading supplier and distributor of packaging machines, materials, and consumables for over 30 years. Omori North America sells, installs, and services packaging machines made by Omori Japan and customises them for the North American market.

Omori North America also provides padding tray services at its manufacturing facility, wherein products like ground beef, steak, and chicken are placed on the padded trays, wrapped in plastic, and labeled with date codes.

In addition, Omori North America sells refurbished equipment and original equipment parts and offers 24/7 after-sales service. Its customers range from small, entrepreneurial mushroom companies to poultry giants.

Visit them at <https://omori-na.com>





## Out with the Old, In with the New

An operation of this size requires robust technology—but Omori North America hadn't updated its software in 25 years.

The company relied on workarounds, manual processes, and spreadsheets. And because its legacy system only used Canadian currency, staff had to duplicate invoices to do the exchange rate for US dollars and Japanese yen.



# Distribution Runs Best With ERP

Don and his colleague, Jun Takizawa, were tasked with finding an enterprise resource planning (ERP) solution that would grow with the company.

The duo relied on advice from an IT consultant and acquaintances at similar-sized businesses. Based on the consultant's feedback, they didn't consider a newer version of the legacy system, and they rejected a well-known ERP solution because it didn't offer on-premises deployment.

Don and Jun narrowed their choices to three ERP solutions.

*"We discussed the options, looked at costs, and showed our staff demonstrations," Don says.*



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SAP Business One  
was the perfect fit.*

**Don French,**  
*Omori North America's  
president and CEO*



**Don French**  
PRESIDENT & CEO



**Jun Takizawa**  
PRODUCT MANAGER

## The Right-Sized Solution

The team felt one solution's technology was outdated and wouldn't be scalable. The second option was more than the company needed.

SAP Business One was the perfect fit.

*"SAP Business One has the functionality and dynamics we need, but it's easier for our team," Don says. "And I worked with SAP at a different company, so I know ERP is all SAP does."*

The right partner is as critical as the right technology, and Omori North America chose Vision33, SAP's largest and most experienced SAP Business One partner, to implement its ERP solution.

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## Smoother Processes

Don, Jun, and their team are still discovering everything SAP Business One can do, but they've already saved significant time and energy.

*“SAP Business One automates manual tasks,” Don explains. “For example, we can automatically email invoices from the system.”*

Omori North America is food-safety certified, which means traceability is critical. The company didn't use its previous software's lot number and batch number functionality, so staff spent hours shuffling through paper files when an auditor conducted a mock recall.

*“We put our lot numbers in SAP Business One,” Don says. “During our last surprise audit, the mock recall was done in 5-10 minutes. It was so quick and easy. It was amazing.”*

# The Future Looks Bright

As Omori North America continues to break in its new ERP solution, the company has an industry-leading support program at its disposal. Vision33's TOTAL Care provides the most value for SAP Business One customers through ongoing support, training, and enablement programs.

*"TOTAL Care is excellent," Don says. "Vision33's helpful, knowledgeable staff are quick to respond, 24/7."*

Eventually, Omori North America plans to add a warehouse management solution (WMS) and barcoding to SAP Business One.

And now that Omori North America is running more efficiently with a powerful, scalable ERP solution, the company can focus on its relentless dedication to customer service.



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Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox (saltbox.io) and iDocuments (idocuments.io).

*For more information about Vision33, visit [www.vision33.com](http://www.vision33.com).*

**Contact your nearest Vision33 sales office to discuss how we can help transform your business.**

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