

KF Beauty Gives SAP Business One a Makeover With The Saltbox Platform



About

KF BEAUTY

KNOW. FEEL.

Headquartered in London, KF Beauty is a small company that demands more from makeup. Its team consistently identifies new cruelty-free essentials for all ages and establishes them as cult favorites.

KF Beauty's brand includes WUNDERBROW Eyebrow Gel, a first-of-its-kind brow gel that became an international award-winning bestseller (one is sold every 30 seconds) and WUNDERLIFT, a 60-second wrinkle reducer with a unique, flexible firming matrix.

The company ships its products from three warehouses to customers in the United States, the United Kingdom, Canada, France, Germany, and Italy.



Building on a Solid Foundation

KF Beauty runs SAP Business One, a powerful enterprise resource planning (ERP) solution. However, the company primarily used SAP Business One for finance.

KF Beauty welcomed Ben Challis as a consultant to help employees use SAP Business One to its full potential.

Ben previously spent eight years at a company that processed 2,000 orders a day through SAP Business One.

His experience with the software was a plus for KF Beauty— and the company also tasked him with phasing out legacy systems and integrating SAP Business One with its sales channels and other mission-critical applications.

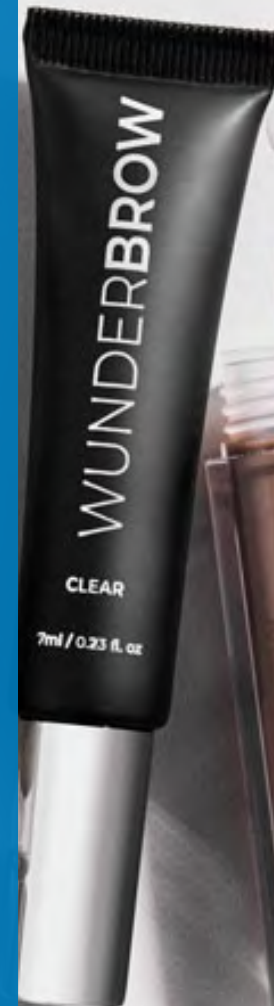


The Need for Connectivity

In addition to running three warehouses, the company sells its products through multiple channels, including its website, Shopify, Amazon Seller Central, Amazon Vendor Central, and a small business-to-business (B2B) base.

With all those channels, KF Beauty didn't have centralized reporting.

"It was hard to see what was doing well and what wasn't," Ben explains. "Amazon's reporting isn't as simple as you'd expect it to be. It's the same for Shopify to a certain extent, too."





KF Beauty's consultant also wanted to simplify Shopify practices. At one time, the company had six SKU codes for the same SKU.

"That reporting was painful," Ben says. "They were downloading six different reports into an Excel spreadsheet and tallying them up."

KF Beauty needed a solution to drive more value from SAP Business One and connect it to other critical applications.

After researching options, KF Beauty chose The Saltbox Platform, Vision33's exclusive integration platform as a service (iPaaS) solution.

An Easy-to-Use Solution

Vision33 is a multi-award-winning SAP partner who has lived and breathed SAP Business One for over 20 years. Vision33 developed The Saltbox Platform to empower small and mid-sized companies to integrate, unify, and streamline operations and accelerate automation efforts. Saltbox connects SAP Business One to hundreds of applications and unlocks more of the ERP solution's functionality.

Saltbox's pre-built connectors have standard workflows that can be used as-is or customized. And because Saltbox is a

low-code solution, Ben easily adapted the workflows to meet KF Beauty's needs.

"I've learned Saltbox. I understand how it works," Ben says.

"It's simple to work with."

Thanks to Saltbox, KF Beauty has integrated SAP Business One with Shopify, Amazon Seller Central, Amazon Vendor Central, ShipStation, API connectors, and file transfer protocol (FTP) uploads to the company's warehouses.



A Technology Makeover

Saltbox has delivered connectivity and control across KF Beauty's operations, and gone are the days of reporting headaches and spreadsheet calculations.

"Reporting for the team is so much quicker now," Ben says. "I asked them, 'What do you need?' and built it."

Before Saltbox, KF Beauty's accounts employee struggled with time-consuming month-end reconciliations, but thanks to integration, she's shaved days off the process.

Ben also appreciates the time he saves on month-end refunds.

"Previously at month end, I had to do all the refunds," Ben says. "Our legacy system would financially say I'd refunded part of the order, but then systematically say I'd refunded the whole order. I had to scrap all those refunds and enter them manually. So that bit's gone."


Now that Saltbox has connected the dots, eliminated manual, error-prone processes, and increased SAP Business One's ROI, KF Beauty is planning for exciting growth and expansion into new markets.

And when the company is ready for bigger integration projects, KF Beauty can trust Vision33.



"Vision33 was great," Ben says. "If I needed anything, they'd say, 'Let's get on a call and go through it step by step.' I really enjoyed working with them."





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

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

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