

Specialty Food Manufacturer
Moves to SAP Business One and
Sees Shipping and Order Flow
Accelerate by 35%



ABOUT



Dave's Gourmet is a privately owned specialty food manufacturer based in San Francisco, California. Although it's most well-known for Dave's Insanity Hot Sauces, the company produces a variety of food items, ranging from organic pasta sauces to drink mixes. Dave's Gourmet is dedicated to providing unique, high-quality products by using fresh specialty ingredients, unique flavors, and allowing its fun personality to shine through creative packaging.

Company

Name:
Dave's Gourmet, Inc.

Industry:
Specialty foods

Location:
San Francisco, CA



SAP Business One is a powerful program that allows me to quickly capture and move information I need to make better, more informed decisions for my company.

Dave Hirschkop, Owner and President of Dave's Gourmet

Visit them at www.davesgourmet.com



The challenge

Dave's Gourmet's small business accounting software didn't have the functionality to support growth, and David Hirschkop, the company's owner and president, didn't have enough information to make data-driven decisions.

And without a formal inventory management system, the company had difficulty tracking its products' transit across states, getting proper insight into customer trends, and keeping up with increasing orders. Dave's Gourmet also had little visibility into costs due to different price structures in various grocery channels.

Then, when Hirschkop realized he would have to dramatically increase administrative expenses if Dave's Gourmet continued using that software, he looked for a scalable, integrated solution to meet the company's aggressive growth goals.



With SAP Business One, Dave's Gourmet boosted sales and profits, accelerated order flow and shipping times by 35% and reduced its inventory and incidences of out of stock items by 15%."

Dave Hirschkop, owner and president of Dave's Gourmet





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*Dave Hirschkop, owner and president of
Dave's Gourmet*

The solution

Dave's Gourmet selected SAP Business One as its new business management software. SAP Business One provides real-time information and reports to help Dave's Gourmet's employees understand how products are selling and identify customer buying patterns.

SAP Business One also improves inventory management and customer satisfaction by allowing Dave's Gourmet to ensure the right inventory is always on hand to fulfill customer orders. And better data means employees can address customer inquiries as they arise.

With SAP Business One, Dave's Gourmet has boosted sales and profits, accelerated order flow and shipping times by 35%, reduced its inventory and incidences of out-of-stock items by 15%, and improved customer service.

With these improvements, Dave's Gourmet can continue to create new and exciting products for its customers and scale its business.



Working with Vision33

Dave's Gourmet chose Vision33 as its SAP Business One implementation partner. And because Vision33 is the largest global SAP Business One partner, Dave's Gourmet has access to world-class resources, including expert consultants and an industry-leading customer support program.

With Vision33's guidance and training, Dave's Gourmet learned how to use SAP Business One's data for a 360° view of the business.

"Vision33's consultants helped us unlock the potential of this powerful program," says Hirschkop. "We have full confidence that SAP Business One will let us take the next step in our growth."





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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