



*“SAP Business One is the rock-solid backbone of Nicolai Fruit. Thanks to Vigor, we have a foundation on which our company can build strong growth over the coming decade.”*

Johan De Gendt, CEO, Nicolai Fruit

[www.nicolaifruit.be](http://www.nicolaifruit.be)



## Nicolai Fruit & Vegetables is ready for the next growth spurt with SAP Business One

Nicolai Fruit is a Belgian family business with more than 25 years of experience in trading fruit and vegetables. Thanks to SAP Business One and Vigor's support, Nicolai now has control over its logistics processes and clear insight into its administration. This allows the company to keep up with its own strong growth with the same number of employees.

### OBJECTIVES

- In just 10 years, Nicolai Fruit tripled in size, which meant that the company could no longer continue to operate with non-integrated digital tools.
- Many activities were carried out manually and there was a lot of duplication, which took up far too much time.
- The company was looking for a total solution that could support the fast logistics processes associated with fresh produce.

### WHY SAP AND VIGOR

- Vigor distinguished itself with its hands-on mentality, local connection and people skills in communication.
- SAP Business One is configured to Nicolai Fruit's specific processes without compromising the continuity of the platform during updates.
- SAP Business One provides comprehensive support to the company's logistics processes.

### BENEFITS

- In SAP Business One, all modules are connected to each other so the administration can trace everything and the entire Order-to-Cash process runs smoothly.
- SAP Business One reveals averages, trends and the consequences of changes, enabling Nicolai Fruit to make better strategic decisions.
- Integration with SAP Analytics Cloud to visualise commercial and management reports.
- Integration with third-party software QC One for the administration of work floor quality inspections.

**5 MILLION**  
euros additional  
turnover with the  
same team size

**2 YEARS**  
after implementation, SAP  
Business One and Vigor  
have become an integral  
part of the business