

“Vigor knows exactly what we need. Thanks to SAP Business One, our sixteen employees enable us to think and work as a large company and reach customers all over the world.”

Jan Cardinaels, owner, Off>Road>Action



Off>Road>Action active worldwide with SAP Business One

In establishing Off>Road>Action in 2006, Jan Cardinaels threw himself into a niche market that he knows like the back of his hand: accessories and clothing for sports motorcyclists and cyclists. Thanks to Vigor and SAP Business One, he now serves the entire global market.

OBJECTIVES

- Off>Road>Action’s simple ERP package could no longer handle the growing volume of sales.
- No effective link between the crucial e-commerce platform and the old ERP system.
- Lots of manual work to do with stock tracking, allocation and checks. That had to change to save having to take on more people.

WHY SAP AND VIGOR

- SAP Business One was a weightier solution than the competition, but its partner’s e-commerce knowledge was the deciding factor; Vigor knows how important e-commerce is to Off>Road>Action.

3X

more customers are served now that sales staff can contact not ten but thirty customers a day

50-70%

increase in turnover, because warehouse operators can do more work thanks to automation

BENEFITS

- Separate webshops for B2B and B2C, linked at the back and fully automated: from order and invoice processing to collaboration with UPS WorldShip.
- Fully automated stock and order-handling management with live insight.
- Sales process optimised through well-functioning e-commerce system with personalised pricing and automation of intermediate steps.
- Off>Road>Action serves the entire world market with only sixteen employees and, at the same time, has improved communication with customers because they can see everything online.
- Efficiency of warehouse staff increased by 30 to 40% due to fully integrated warehouse environment.