



## ITALIAN GELATI AND FOOD PRODUCTS LTD

### INTRODUCTION

Established in 2012, Italian Gelati is one of the fastest growing ice cream manufacturers in Kenya.

Have a state of the art manufacturing plant in Mombasa, where they produce about 30, mouthwatering flavors using the authentic ingredients imported from Italy.

Italian Gelati was finding it difficult to manage their business and the growth plans they had. Key personnel were tied down in babysitting the business and firefighting. SAP Business One and ACeTeK gave them a competitive edge to better run the business.

### THE CHALLENGE

- ✓ Disparate systems with duplication of work
- ✓ Limited reporting, limited functionality
- ✓ Needed customer relationship management and sales force automation systems fully integrated with stocks and finance to better manage growth and minimize on lost opportunities

### KEY BENEFITS

- ✓ Manage recipes, costs and production schedule based on market demand
- ✓ Lot traceability and monitoring of shelf life
- ✓ Automated Controls and Reports
- ✓ Integrated system giving single information of truth
- ✓ Scalable to support further growth
- ✓ Better purchase planning, stock management and cash flow



### COMPANY KEY FACTS

**Industry :** Food and Beverages

**Sector :** Manufacturing and Distribution

**Previous Solution :** QuickBooks and Excel

**“ACeTeK demonstrated a strong relationship with SAP, something that provided further comfort to our decision.”**

**“We identified Business One as future proofed for our needs. We saw the current functionality, but the way its future development was mapped out was very exciting”**

**Santosh Tiwari - Director**



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