

Rifle Paper Co.: Unifying Business Processes to Support Rapid Growth with SAP Business One®

From stationery to wrapping paper to notebooks, a touch of elegance from Rifle Paper Co. is perfect for any gift-giving occasion. Started by a husband and wife team out of their Florida apartment, Rifle Paper Co. has grown from a small collection of roughly 50 products to a global business with products in over 4,000 retail stores around the world. But disconnected IT systems were making it difficult to keep up with demand.

Working with Third Wave Business Systems, Rifle deployed the SAP Business One® application. Centralized data access is streamlining processes from planning and production to orders and shipping, freeing up time. With all of its people and processes on the same page, Rifle Paper Co. can count on continued success well into the future.



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Keeping business processes on the same page

Company

Rifle Paper Co.

Headquarters

Winter Park, Florida

Industry

Consumer products

Products and Services

Stationery and gifts

Employees

175

Revenue

US\$13 million

Web Site

<https://riflepaperco.com>

Partner

Third Wave Business Systems

<http://twbs.com/products/third-wave>

Objectives

- Unify disparate systems, including QuickBooks and other inventory and shipping software
- Eliminate time lag between order entry and inventory updates, which can delay order fulfillment
- Deploy a scalable IT platform to accommodate a growing international business, including more users across multiple locations

Why SAP

- Customizable enterprise resource planning to manage financials, inventory, customer and supplier accounts, planning and production requirements, and purchasing
- Superior capabilities and a simpler user interface when compared with NetSuite, Microsoft Dynamics, and Epicor

Resolution

- Deployed the SAP Business One® application and integrated add-ons for e-commerce, credit card processing, and shipping
- Pursued a staged implementation for a smooth rollout

Future plans

- Deploy a dashboard to provide business performance data at managers' fingertips
- Expand deployment, leveraging functionality like manufacturing requirements planning

Scalability

Application that can grow with the business

Efficiency

Centralized data access, streamlining processes from planning to production, orders, and shipping

Foresight

Ability to plan and adjust for seasonal demand, thanks to deeper business insight

“We see SAP Business One as an ally at Rifle Paper Co. Not only does the software keep everyone on the same page, but it also gives us valuable information that we can use to grow the business and meet our goals.”

Bobby Morrison, Director of Enterprise Systems and Services, Rifle Paper Co.

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