



THE CLIENT

OGI Eyewear is a Minneapolis, MN based luxury eyewear company with a fresh, contemporary flair.

The story of the OGI brand began with a hole in the market and one man’s desire to fill it. David Spencer, founder of OGI Eyewear, was running a Minneapolis retail optical shop when he realized the demand for small, finely crafted, and affordable frames. He put this concept to paper and launched OGI’s first collection in 1997. Today, OGI remains trendy industry leaders in the Apparel/Footwear/Accessories sector.

This brand is not only distributed internationally, but has become increasingly popular for men, women, & children alike. Because they have always been a growing business, even in the down economy, OGI needed a dynamic solution to manage their business, while being cost-effective.

Utilizing the finest materials and components from international locales, OGI Eyewear creates unique eyewear sold by select optical retailers worldwide.

QUICK FACTS

- Industry:** Eyewear
- Number of Employees:** <200
- Headquarters:** Minneapolis, MN
- Website:** www.ogieyewear.com

KEY CHALLENGES

- OGI Eyewear’s initial SAP Partner went out of business shortly after their project launch, so they were in need of a rescue
- During the down economy, OGI still managed to grow their business and experienced increased success, which led them to outgrow their system
- Inventory planning was a challenge, as many of their processes were manual and they had no way of measuring success, like their returns ratio compared to their sales ratio

SOLUTION SUMMARY

- In 2009, OGI Eyewear began working with Third Wave Business Systems
- OGI Eyewear was brought live on SAP Business One on January 1, 2010
- After implementation, OGI Eyewear was able to gain a good sense of the lifespan of their products
- SAP Business One has been a much better platform for generating information out of their system

OPERATIONAL BENEFITS

- Since turning to Third Wave & implementing SAP Business One, the quality of information available to OGI has increased tremendously
- Employees are now freed up to focus on core business initiatives instead of spending too much time working with manual processes and reports
- OGI Eyewear can answer questions today that they couldn’t dream of answering three years ago

WHY THIRD WAVE?

“Third Wave is responsive. They’ve done some amazing things for us.” -Luke Brown





"Third Wave is willing and able to learn about our business to help us figure out how to use the system. I would recommend Third Wave as excellent and responsible consultants."

-Luke Brown, OGI Eyewear



OVERVIEW

Luke Brown, Manager of Information Systems at OGI Eyewear, knows how important it is to optimize inventory planning and have the ability to calculate their return on investment. Unfortunately, their initial project launch with a previous SAP Partner collapsed and they needed rescue. Enter Third Wave Business Systems and SAP Business One.

A BETTER LOOK

As business grew during a down economy, coupled with a failed implementation, Luke knew that OGI Eyewear needed redemption. With so many products and no method of monitoring their success metrics, they had some critical issues that needed to be addressed.

At the time Third Wave came on board, Luke was wearing an accountant's hat and was spending the majority of his days printing paper. In the older system, the general ledger numbers would frequently not match the details, and inventory planning was essentially non-existent. "We didn't have a good sense of the lifespan of our product. And in the fashion industry that is very important," Luke went on to explain about the need for generating information out of their system.

Because Third Wave has vast experience implementing SAP Business One, as well as long-term support, OGI Eyewear's new platform has proved to be just what they were looking for!

NEXT STEPS

Third Wave Business Systems, with a complete understanding of CES OGI Eyewear's industry and frequent issues, was able to put together an implementation/takeover plan to address all of OGI's key requirements.

Once SAP Business One was implemented and some of the bumps were worked through, the quality of information available to OGI Eyewear has exceeded expectations.

"Having a basic, correctly built accounting product is a tremendous relief. It freed me up to do real work instead of spending a lot of time validating that a=a," says Luke Brown about getting just about any kind of information from SAP Business One to hand off for analysis. "I don't have enough hours in the day to put together all different views that management wants because hunger is greater than supply, but we can answer questions that we couldn't dream of generating two years ago."

THE END RESULT

Ultimately, OGI Eyewear is able to now generate reports, plan inventory, monitor product lifecycles, and produce information for analysis. Employees have also reaped the benefits of a new and improved system, as manual processes have dwindled.

As Luke explains, "Third Wave is responsive. They've done some amazing things for us and have really gone the extra mile in the last two and a half years." Thanks to Third Wave Business System's interest in developing OGI Eyewear's capabilities to use SAP Business One, OGI maintains a strong competitive advantage in their marketplace.

ABOUT THIRD WAVE

Third Wave Business Systems provides business management software for small-to-mid-sized companies. Their SAP Business One, Microsoft Dynamics GP, and BOARD Business Intelligence solutions enable businesses to streamline their processes and obtain valuable insight into their operations. Headquartered in Wayne, NJ, Third Wave has the products, services, and people to enable their customers to achieve the maximum return on their business system investment.

ABOUT OGI EYEWEAR

Launched in 1997, OGI Eyewear is a brand that closely mirrors its character after founder David Spencer. OGI continues to redefine affordable luxury by offering eyewear at unprecedented price points. The prevailing frame styles delivery style and substance through the use of premium materials and diligently placed details resulting in eyewear that is unrivaled for its design and price point. Utilizing the finest materials and components from international locales, OGI creates unique eyewear collections sold only by select optical retailers worldwide.

