

Michlol (Israel)

Michlol – a large campus bookstore chain – tried other ERP solutions, but none were suited for retail businesses like UPITec’s Retail One

UPITec’s Retail One on SAP Business One’s platform.

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Retail One unlocks the full potential of SAP Business One, providing us with a complete retail ERP solution that simplifies complex transactions. Sales promotions are a cinch with Retail One.

Alon Shapira, Michlol’s CEO

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Industry

Michlol Ltd. is a chain of university booksellers, operating nine on-campus stores all over Israel. Its flagship store at Haifa’s Technion Institute runs five cash registers, averaging over 2000 sales transactions each day.

Employees

9 Retail One users, 20 SAP® Business One users

Reasons for choosing Retail One on platform of SAP Business One

Michlol has been a SAP Business One user since 2002. Michlol’s management team understood the importance of a well-planned and implemented ERP solution, but they found that Business One didn’t give the company the tools it needed to run a successful retail operation. “Retail platforms require a powerful sales promotion system,” explained Mr. Shapira “If you don’t have one, you don’t exist!”

Michlol tried a number of retail ERP systems with software interfaces to SAP Business One – but without success. Finally, in 2005, Michlol contacted UPITec to inquire about UPITec’s Retail One solution.

Key benefits

In 2006, Retail One went online at Michlol. Retail One and SAP Business One provide a total business solution, handling the cash registers, accounting, and inventory functions. Profitability tracking is available at the click of a mouse.

“Unlike other solutions, Retail One is a native SAP system,” said Mr. Shapira. “There’s no need to support complex interfaces – Retail One and SAP Business One are tightly integrated.”

Unlike competitive offerings that require the duplication of information among multiple modules, Retail One and SAP Business One form a unified solution that doesn’t require data transfer or system synchronization.

“Our sales clerks use Retail One to check if an item is in the store, or in the warehouse,” explained Mr. Shapira. “Out-of-stock items can be ordered on the spot.”

About UPITec Ltd.

UPITec, a business partner of SAP Business One, develops comprehensive IT solutions for retail organizations. UPITec’s Retail One platform extends the functionality of Business One to seamlessly support retail and point-of-sale operations. Over 200 customers worldwide have chosen Retail One for its ease-of-use, flexibility, and cost-saving efficiency.



<http://www.michlol.co.il>

<http://www.upitec.com/>

