

## **SAP business system on demand - Swedish Implema launches SAP as a cloud service**

**SAP On demand gives expansive companies a business system to grow with. A powerful, cloud-based system, which can handle foreign business and cross-border trade – all for a fixed monthly cost.**

**Naty AB, which manufactures and markets ecological diapers and Grays American Stores, importer of American foodstuffs are two companies which chose SAP On demand.**

Niklas Lindefelt and Björn Ödewing are founders of SAP partner, Implema. They have worked on implementing SAP with small to mid-size companies for almost fifteen years. In their experience, it is not just the really big companies that need a powerful business system.

- Sweden is a small market. To be competitive and to be able to grow, companies need to establish themselves relatively quickly abroad, says Lindefelt. Even at an early stage, a powerful business system is needed to handle the international business and cross-border trade.

Most of the business systems on the market cannot handle manufacturing outside Sweden, warehouses in foreign countries storage and multi-market sales.

- Issues concerning inter-group trade, different currencies, tax rules and VAT become problematic. This in turn results in the necessity for intervention and manual input and lack of control and reporting, says Ödewing.

With SAP On Demand, expansive companies with international trade can start on a small scales and expand their business systems as the company grows and needs change.

Companies with twenty or so employees and a turnover of about EUR 10 million often have neither time nor the funds to invest in their own SAP system. That is when leasing solution works well.

Naty AB uses SAP On demand since spring 2011. The company has 15 employees and a turnover of SEK 200 million. They have manufacturing, warehousing and sales in several different countries.

Another company which chose SAP On demand is Grays American Stores. The company imports traditional American food from the USA and is operational in the Nordic area. The plan is to expand and increase their business in several countries.

- Naty and Grays are examples of companies which had out-grown their business systems, says Ödewing. They need better control and more structure and a system which enables them to grow and establish in new countries. SAP lets them do that.

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## More information

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## About SAP On demand

SAP On Demand is a complete SAP business systems delivered on demand by SAP partner, Implema.

The solution consists of ready-to-go industry solutions and business processes for wholesales and manufacturers. These ready-to-go industry solutions mean that there is no need for development or traditional implementation projects.

The transition to SAP On Demand normally takes only four weeks.

SAP On Demand handles legal requirements and tax rules in different countries as well as VAT and different currencies. Services such as electronic messages between customers and suppliers (EDI) and electronic invoicing can also be leased.

SAP On demand is a future-proof and scalable business system which enables smaller companies to expand in a cost-effective way without limitations in their business support.

## About Implema

Implema was founded in 1998 with a vision to package SAP and make it accessible and user-friendly for small to mid-size companies with a need for effective business processes, measurable results and effective control and follow-up.

Today, fifteen years later, the company has a totally unique experience and position on the Swedish market having virtually all the Swedish customer references in SAP Business All-in-One.

With Implema's On demand solution, smaller companies with expansion plans can access a powerful business system on demand.

Implema's focus remains on SAP's powerful business solutions but complementary solutions are continuously evaluated to best be able to develop customer's business processes and strengthen their competitiveness.

Packaged solutions and a focus on user-friendliness and business processes mean that all projects are carried out on time and within budget. Implema has its head office in Stockholm and regional offices in Malmö, Helsingborg, Jönköping, Linköping, Karlstad, Västerås and Örebro.

The company has a turnover of SEK 130 million and just over 90 employees.

[www.implema.se](http://www.implema.se)