



ENRIQUE R. ZENI & CIA

AT A GLANCE

Company

- Name: Enrique R. Zeni & Cia
- Location: Buenos Aires, Argentina
- Industry: Mill products
- Products and services: Grain brokerage, livestock, forest products, citrus, and vegetable oils
- Employees: 700
- Web site: www.zeni.com.ar
- Implementation partners: SAP® Consulting and INVENZIS S.A.

Project Objectives

- Improve ability to develop business opportunities, perform risk analysis, and consolidate competitive advantages
- Obtain better information faster, to support marketing, service orientation, and sales strategies
- Create the foundation of a customer-oriented organization

Key Challenges

- Finding IT solution suitable for short and long term
- Increasing sales and profitability
- Improving the efficiency of production in all plants

SAP Solutions and Services

- SAP Best Practices Baseline Package offering, based on SAP ERP application
- SAP ASAP Focus methodology
- SAP Project Management services
- SAP Solution Manager application management solution

Why SAP Solutions and Services

- Knowledge of best practices in the manufacturing industry
- Consultative expertise and support, plus use of proven methodologies

Implementation Highlights

- Complete in 24 weeks
- Minimized risk and disruption to business
- 30% lower cost of implementation using SAP ASAP Focus

Key Benefits

- Better control of business processes, due to faster, more precise, and better integrated information and analysis
- Better control of departments, product lines, and customer credit lines

Enrique R. Zeni & Cia, founded in 1940 as a grain brokerage firm, has diversified to incorporate livestock, forest products, citrus, and vegetable oils. The firm chose SAP® Consulting to implement an IT solution to support its current business and planned growth. SAP solutions and expert services resulted in quick implementation with minimal disruption.

“SAP Consulting delivered a world-class IT technology solution, providing both consulting expertise and the required knowledge of the best practices in the industry. The project was completed on time and on budget, with a complete knowledge transfer to our people.”

Claudio Di Martino
IT Manager
Enrique R. Zeni & Cia

www.sap.com/contactsap

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