



Elgon Kenya
Kenya
www.elgonkenya.com

Industry
Agriculture

Products and Services
Wholesale distributors of agricultural inputs and packaging in Kenya.

Elgon Kenya sows the seeds of efficiency with SAP Business One

Formed over 120 years ago, Nairobi-based Elgon is today the largest supplier of agricultural inputs and packaging in Kenya. The company needed to replace its accounting package with an ERP system robust enough to handle a growing volume of transactions and processes across an expanding geographical footprint. Now, with SAP Business One, Elgon Kenya has replaced manual approvals and paper trails with the ability to manage its operations and cash flow through mobile devices, providing greater accountability, transparency and control.

Before: Challenges and Opportunities

- Stocks Visibility
- Management of Customer Consignments
- Timely delivery on orders
- 360° degree view of the entire organisation
- Management reporting

Why SAP and Partner

- SAP Business One is a quality product
- Seidor Africa has expertise of technical personnel
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- Application of international standards/best practice
- Good customer service and technical support
- Previous successful implementations
- Support availability
- Seidor Africa is a local partner who knows our needs

After: Value-Driven Results

- Much better productivity and efficiency in the processes.
- Greater visibility of company financials through reporting and analytics
- Profitability and KPI indicators per business line shows where the company should focus
- Tracking stocks through the system reduces losses and thefts



Good savings are coming through. Better control of the business."

Bimal Kantaria, Director, Elgon Kenya.