



Outlook Limited
Kenya
www.outlookltd.co.ke

Industry
Distribution & Logistics

Products and Services
Distribution of FMCG products

Automating business functions and reporting using SAP Business One HANA

Outlook Limited is a distribution and Logistics Company, with its Headquarters in Nairobi County with operations spread across Nairobi, Kiambu and Kajiado, Meru, Nyahururu, Isiolo, Nakuru Counties. Our core business is distribution (of FMCG products), with distribution of tobacco products for BAT Kenya being a significant part of your business within Nairobi, Rift valley and Mountain North Region.

Before: Challenges and Opportunities

- The previous system had a lot of bugs
- There were a lot of system inconsistencies
- Reporting was not efficient

Why SAP and Partner

- Recommendation from internal staff on management level
- We were running multiple systems and wanted one that could handle all our operations
- Very Professional staff
- Had a good attitude towards understanding our needs
- The Seidor Africa staff demonstrated a wealth of knowledge

After: Value-Driven Results

- Improved cash flows.
- Getting outstanding statements, made the process faster
- Ease of getting reports
- Saving staff time in getting information thus focusing on critical areas of the business



"SAP Business One is a good system with good reporting and controls."

Mr Stephen Gachugu, IT Head, Outlook Limited.

