

Vacu Vin BV and Exact

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We can act quickly
and effectively with
Exact."

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Vacu Vin
Egg
Pillow



ALL OUR COUNTRIES WORK WITH THE SAME SYSTEM



At the Vacu Vin company in Delft, it's all about innovation. The renewed wining, dining and cooling products find their way to more than 75 countries worldwide. Vacu Vin's branches in Europe and North America all use Exact Globe and Exact Synergy, what enables them to work efficiently and effectively towards expanding the business.

Vacu Vin was established in 1986 when Bernd Schneider came up with the Vacuum Wine Saver, a device to preserve opened bottles of wine. Today Vacu Vin sells dozens of innovative products in the area of wining, dining and cooling and many more products can be expected: on the Dutch TV show 'The Best Idea in The Netherlands', Vacu Vin is continuously in search of pioneering ideas. Besides the head office in Delft, the company has branches in Belgium, France, Spain, Switzerland, Germany, Great Britain, Canada and the US – each with its own sales office. It is a real family business: founder Bernd Schneider works together with his sons Patrick and Stephan.

Previous positive experiences with Exact

Patrick Schneider, president and CEO of the family business and son of Vacu Vin founder Bernd Schneider, explains, "We have been a satisfied Exact for DOS

customer from the very beginning, and we continued using it for a long time. But after a while you notice that the old DOS software is rather 'primitive'. We started looking for a new product, and besides Exact Globe and Exact Synergy we also checked out Navision and SAP Business One. In the end we chose Exact Globe and Exact Synergy, not only due to the nice appearance and our positive experiences with Exact, but also for financial reasons."

Migration to Exact Globe and Exact Synergy

Vacu Vin uses nearly all the Exact Globe and Exact Synergy modules, supplemented with the Exact Easy Access Warehouse solution. According to Schneider, "The migration took some time, and it was not entirely effortless. We are clearly convinced that Exact Globe works better than Exact for DOS. A lot has changed in the years leading up to



the migration, however. We've learned a lot since implementing Exact Globe and Exact Synergy. And in that time Exact has learned a lot as well. Exact listens to its customers much better now."

Each country in one system

"Compared to Exact for DOS," Schneider adds, "we particularly notice the time gain – in our logistic processes for example. Only our branches in Great Britain and Switzerland have their own inventory; all the other countries keep their inventory in Delft where CombiWerk assembles our products. This is a sheltered workshop studio for the mentally and physically challenged. That's why we have raw materials and semi-manufactured articles in stock, as well as finished products. In the past we received orders from our various branches using different software packages. We then had to enter these

orders into our own system. Now all our countries work with the same system and double work has become a thing of the past."

More intensive use of Exact Synergy

After the implementation of Exact Globe Vacu Vin started with Exact Synergy. "Worldwide we have about 100 employees. Nearly everyone with a PC now uses both software packages. In project planning we use Exact Synergy primarily for developing and introducing new products. We make this process accessible to the entire organization what speeds up the development process, and so we get our products on the market sooner. Our people will gradually have to start using Exact Synergy more intensively so that everyone also has insight into document flows and workflow."

BUSINESS ISSUE

- Former solution Exact for DOS considered as basic and insufficient.
- Receiving orders from various branches using different software packages.
- Entering orders into own system means double work.
- Need to integrate the work at the offices in Belgium, France, Germany, Great Britain, the Netherlands, Spain, Switzerland, Canada and the US.

SOLUTION

- Back office component Exact Globe for almost all modules, supplemented with Exact Easy Access Warehouse solution.
- Front office component Exact Synergy integrating business processes and concentrating relevant information of all offices in one single platform.
- Exact Synergy providing real-time access to information across the entire organization.



Reliable information exchange

"The most important gain over the past few years with Exact Globe and Exact Synergy is that everyone immediately sees the information that we make available," says Schneider. "At our head office we compare the various branches' achievements in an unambiguous manner and the divisions themselves also have much more insight into the direction the business is going. Furthermore, the information is more reliable because we work with the same software throughout the entire organization." This improvement corresponds well with Vacu Vin's ambitious plans which also include a new house style. "Today an illuminated sign with our new logo is being placed on the front of the head office. We definitely have a lot of ambition and a wealth of innovative ideas. With the current IT solution, we can act quickly and effectively," he concludes.

BENEFITS

- More reliable information and no more double work as entire staff works with the same system.
- Exact Synergy speeding up the development process, allowing getting products on the market quicker.
- Time gains regarding logistic processes.
- Real-time insight into document flows and workflow.
- Facilitated evaluation due to more insight into branches' achievements.
- Ability to work efficiently and effectively towards business expansion.