

# // We have a clear process with better follow-up and risk management with SAP Business One."

Kai Schou, CEO, IBI International AB.

## IBI International strives for growth and lower risk costs with SAP Business One

The trading house IBI International was founded 25 years ago and assists its customers with their purchase activities; finding the product and delivering it. The corporate group also consists of the newly founded IBI Wood and a sister company in Brasil. With clients all over the world, IBI is a dynamic organization that faces high risk every day. By using SAP Business One, IBI is able to increase control and decrease risk costs, but also to strive towards growth for the newly founded company IBI Wood.

### Challenges and Opportunities

- Financial systems and the ERP did not integrate.
- The ERP could not be updated and was lacking important functions for control.
- There was a need for a better system to generate reports and analyses.

### Why SAP and Partner

- The possibility to manage all three companies within the same system.
- The need for customizations of the order flow could be supported by SAP Business One.
- As a partner, Littlefish has been responsive.
- High level of credibility and service.

### Value-Driven Results

- A more structured flow, where errors are easier to detect.
- More correct information from the start.
- Better report opportunities and integration to the financial systems.
- Hopes for future growth and lower risk cost.

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**Industry**  
International trading house

**Products and Services**  
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Wholesale trade, wood products

**Employees**  
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