

Rifle Paper Co.: Unifying Business Processes to Support Rapid Growth with SAP Business One®

From stationery to wrapping paper to notebooks, a touch of elegance from Rifle Paper Co. is perfect for any gift-giving occasion. Started by a husband and wife team out of their Florida apartment, Rifle Paper Co. has grown from a small collection of roughly 50 products to a global business with products in over 4,000 retail stores around the world. But disconnected IT systems were making it difficult to keep up with demand.

Rifle deployed the SAP Business One® application. Centralized data access is streamlining processes from planning and production to orders and shipping, freeing up time. With all of its people and processes on the same page, Rifle Paper Co. can count on continued success well into the future.



Picture Credit | Rifle Paper Company, Winter Park, Florida/USA. Used with permission.



RIFLE PAPER Co.

Keeping business processes on the same page

Company

Rifle Paper Co.

Headquarters

Winter Park, Florida

Industry

Consumer products

Products and Services

Stationery and gifts

Employees

175

Revenue

US\$13 million

Web Site

<https://riflepaperco.com>

Objectives

- Unify disparate systems, including QuickBooks and other inventory and shipping software
- Eliminate time lag between order entry and inventory updates, which can delay order fulfillment
- Deploy a scalable IT platform to accommodate a growing international business, including more users across multiple locations

Why SAP

- Customizable enterprise resource planning to manage financials, inventory, customer and supplier accounts, planning and production requirements, and purchasing
- Superior capabilities and a simpler user interface when compared with NetSuite, Microsoft Dynamics, and Epicor

Resolution

- Deployed the SAP Business One® application and integrated add-ons for e-commerce, credit card processing, and shipping
- Pursued a staged implementation for a smooth rollout

Future plans

- Deploy a dashboard to provide business performance data at managers' fingertips
- Expand deployment, leveraging functionality like manufacturing requirements planning

Scalability

Application that can grow with the business

Efficiency

Centralized data access, streamlining processes from planning to production, orders, and shipping

Foresight

Ability to plan and adjust for seasonal demand, thanks to deeper business insight

"We see SAP Business One as an ally at Rifle Paper Co. Not only does the software keep everyone on the same page, but it also gives us valuable information that we can use to grow the business and meet our goals."

Bobby Morrison, Director of Enterprise Systems and Services, Rifle Paper Co.

© 2015 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.



The Best-Run Businesses Run SAP®