



**QUALITY  
ESSENTIAL  
DISTRIBUTION**

TECHNOLOGY · SECURITY · SOLUTIONS

# Quality Essential Distribution Case Study

Partnering for digital transformation success

## At a glance

QED were able to eliminate mistakes and streamline their processes and ensure that each and every customer order was completed accurately and without fail. QED also found that SAP Business One significantly reduces the chance of human error.

### Who are QED?

QED are a security wholesale distributor that offers fast and effective solutions for the security and safety of people and property.



**10X**

faster customer  
response time



**3**

months to be 100% live  
after implementing

## CHALLENGES

QED's legacy operating and accounting systems were separate and unable to support the demands of a growing business. The technical support became slow and unreliable, losing QED up to half a day at a time. Access to customer records was limited to one person at a time, and sales reports were very difficult and slow to produce.

## SOLUTIONS

QED implemented SAP Business One on-premise with the help of Signum Solutions.



**Always  
accessible**



**Greater visibility  
into all areas**



**Complete  
Financial Control**

## BENEFITS

**1**

### Purchasing Excellence

It is now exceptionally easy for customers to order stock, have it ready on the shelf and set up specific pricing options for customers, based on quantities.

**2**

### Confidence with Inventory

QED now has clear and accessible information for all of their stock locations and inventory levels, making their whole distribution process even easier.

**3**

### Next Level Reports for Business

SAP Business One can generate expert detailed reports, combined with business intelligence, to provide deep and insightful reports to be used across the business.

**SAP**® Business  
**One**