

# Paris Glove Accelerates Digital Transformation with SAP Business One

**SAP**® Business One



Global sport and lifestyle brand partners with Vision33 for integrated enterprise solution

  
Vision33

# ABOUT

Since its inception in 1945, Montreal, Quebec-based Paris Glove of Canada, has been a global market leader in the garment industry. Its products are proudly designed and developed in the Great White North with manufacturing across multiple continents. The company's portfolio includes popular brand names like Auclair, known for its quality, performance, and fit across consumer categories, including sports & outdoor, and fashion & lifestyle. Going hand in hand with the company's successful pedigree are partnerships with national sports teams and world-class athletes.





## The need to replace an IT system to gain control of business

Stéphane Lauzon joined Paris Glove as the new Director of Operations near the end of 2017. Part of his mandate was to replace the company's legacy IT system with a modern business management solution. Paris Glove's previous system was heavily customised, and as a result, did not possess the flexibility to meet the organizations' needs for today. Moreover, it was difficult for management to determine order fulfilment because of how the system worked.

"In our previous system, once we closed a sales order, the only way to access details about the transaction would be to check the associated invoice", explains Stéphane. "This lack of visibility in the document chain made it cumbersome to trace customer orders from start to finish".

# Calling on SAP Business One to transform operations

Stéphane was familiar with SAP Business One and looked to his previous experience with the solution to inform his decision to recommend it to Paris Glove. He was not seeking just core ERP and its financial management and reporting. Instead, he wanted SAP Business One to underpin the entire business, including warehouse and inventory management.

The Paris Glove team was pushing hard to gain enterprise-wide connectedness via SAP Business One.

“That meant finding not just an SAP Business One partner, but one who also has deep expertise about industry add-ons and integrations too”, said Stéphane.

## Selecting the right SAP Business One partner

Stéphane’s team met with several ERP providers, and they all agreed SAP Business One was the ideal system for Paris Glove. Stéphane liked that

all the SAP partners he met knew the Business One system well. However, only one organisation had extensive relationships and expertise with SAP add-ons to make Stéphane’s broad vision a reality. “Vision33 flat out has the partnerships with the big companies that make the valuable SAP B1 add-ons, like the Argentis industry solution and Boyum’s Produmex”, said Stéphane. Argentis makes a particular add-on module for SAP Business One for footwear & apparel, while Produmex is Boyum’s flagship solution for inventory & warehouse management.

Earlier in his career, Stéphane used SAP Business One so he immediately recognized Vision33’s expertise with the platform. Their consultants brought deep knowledge of leveraging the ERP solution for maximum impact with a modern manufacturing and distribution business like Paris Glove. “They understood the little details of what was possible for Paris Glove. Over time, all those little things add up to make a big difference”, explained Stéphane.



*“Vision33 understood the little details of what was possible for Paris Glove. Over time, all those little things add up to make a big difference”.*

CONTINUED

#### *Delivering an implementation as promised*

After collaborating with Vision33 for several months on Paris Glove's game-changing implementation of SAP Business One, The Paris Glove team highlighted three areas where Vision33 exceeded expectations: delivering as promised; anticipating challenges; and becoming an extension of IT.

Additionally, while the pandemic allowed all vendors to raise prices and stretch timeframes, the Paris Glove team appreciated that Vision33 held the contracted budgets and timeframes.

#### *Aligning sales promises to the implementation*

Paris Glove and Vision33 signed their implementation contract shortly before the pandemic-induced shutdown. Nevertheless, Stéphane pointed out that Vision33 did not waiver from their commitment. "Vision33 followed the blueprint we had given them and made it work, even during the transition to a hybrid work environment", said Stéphane. He noted that the Vision33 team also stayed in close communication throughout the implementation.

Additionally, while the pandemic allowed all vendors to raise prices and stretch timeframes, Stéphane appreciated that Vision33 held the contracted budgets and timeframes.

#### *Anticipating challenges*

Stéphane spoke of Vision33's ability to anticipate implementation challenges and explain why they will arise and how to overcome them. "I give them a 9.5 out of 10 stars there", he stated. He credits that anticipation and readiness almost entirely to deep experience. "They've been there, so I would open the code and say I want something, and they instantly knew what I meant. Boom. Done". This rapid request-and-modify process enabled Stéphane's team to



*"I worked with other SAP providers in the past. And by far, Vision33 has the best team I've ever worked with".*

quickly place SAP Business One back into production after each modification.

#### *Extension of the In-house IT Team*

Overall, the entire project lasted ten months because of special pandemic restrictions. Yet, Stéphane never worried. He says that Vision33 did whatever was necessary to keep the project on track and continuously solicited feedback, even jumping on late-night video conference calls. "They were like colleagues, a part of our team. So, it's like having an extended IT organisation with a high degree of transparency", said Stéphane.



# Continuing improvements with Vision33's Saltbox

Stéphane says it becomes easier each day to justify his choice of Vision33 as its one partner for all its enterprise needs. With SAP Business One and a full warehouse and inventory management system successfully implemented, Vision33 is ready to support Paris Glove continued growth.

With Vision33's born-in-the-cloud integration platform as service (iPaaS), Saltbox, pre-built connectors between SAP Business One and Shopify are already available. When they're ready, Paris Glove can take advantage of a fully integrated eCommerce platform with SAP Business One to further simplify their online selling process.

"Vision33's Saltbox is already there - it's set up, and doing the Shopify integration to SAP Business One for other companies. We'd be crazy not to ride on their coattails", laughed Stéphane.

## Benefits from the initial implementation

As of early 2021, Paris Glove had already been using SAP Business One for two months. Stéphane knew the system would bring the business under control, and it has. What he didn't expect was how easy SAP Business One would make life for his fellow employees. His favourite ease-of-work story revolves around the formerly painful sales order process. "Today, end-users enter their orders, verifications, and workflows happen more efficiently, and we simply see it all in SAP. Everything's in there, everything matches, and the fields are all there".



*"Today, end-users enter their orders, verifications, and workflows happen more efficiently, and we simply see it all in SAP. Everything's in there, everything matches, and the fields are all there".*





Vision33 ([www.vision33.co.uk](http://www.vision33.co.uk)) helps growing companies deliver on the promise of technology through enterprise resource planning (ERP) solutions, including SAP Business One and Sage Intacct, automation, and integration solutions. Vision33 has the people, processes, and technology to help businesses solve everyday challenges and seize new opportunities for growth and transformation. With proprietary solutions such as iDocuments and Saltbox, Vision33 helps businesses leverage the right transformative technology for their digital transformation journeys.

#### **Europe**

52 Grosvenor Gardens,  
London, UK SW1W 0AU  
Tel: +44 (0) 20 7284 8400  
[contact@vision33.co.uk](mailto:contact@vision33.co.uk)  
[www.vision33.co.uk](http://www.vision33.co.uk)

#### **Canada**

210 Water Street, Suite #400  
St. John's, NL A1C 1A9  
Tel: +1 709 722 7213  
[contact@vision33.com](mailto:contact@vision33.com)  
[www.vision33.ca](http://www.vision33.ca)

#### **United States**

6 Hughes, Suite #220  
Irvine, CA 92618  
Tel: +1 949 420 3300  
[contact@vision33.com](mailto:contact@vision33.com)  
[www.vision33.com](http://www.vision33.com)

