



Eduardo & Gonçalves, Ltd.

Mobile Enterprise

Eduardo & Gonçalves, Ltd. is a company from Algarve which operates in the branch of distribution and wholesale trade of alcoholic beverages, since 1982.

With its growth, the company felt the necessity to update the software, to simplify procedures and increase the productivity level. To respond to the company challenge, the **Mobile Enterprise** solution integrated with **ERP PRIMAVERA** was the answer.

EXECUTIVE SUMMARY

Customer: Eduardo & Gonçalves, Ltd
Activity Sector: Distribution of Alcoholic Beverages.
Location: Quarteira

CHALLENGE

- ▶ Software change;
- ▶ Improved sales and stocks control;
- ▶ Integrated solution and multiplatform;
- ▶ Simplify procedures (pre-sales);
- ▶ Increase the productivity level.

APPROACH

To respond to the company challenge, was used Mobile Enterprise solution integrated with ERP PRIMAVERA.

RESULTS

- ▶ Information available in real time;
- ▶ Improve the current accounts system;
- ▶ Productivity increase;
- ▶ Reduction of costs with updates;
- ▶ Cost control;
- ▶ Automatic report delivery.

CHALLENGE

Eduardo & Gonçalves, Ltd. company, which operates in distribution of alcoholic beverages, was facing a problem on the software program, that was influencing the market evolution.

The solution passed through the change of software that allows to automate the management processes and sales control.

Algardata presented to **Eduardo & Gonçalves, Ltd.** the right solution to the customer's business needs. With Mobile Enterprise the company intended a change of software, increase the productivity level and simplify procedures of pre-sales.

The solution already existent contributed with a change proposal.

“The investment in this solution was the first step to develop the company future and to reconsider others of areas such as distribution.”

Flávio Guerreiro, General Manager of Eduardo & Gonçalves, Ltd.

APPROACH

Before opting for **Mobile Enterprise** solution integrated with **ERP PRIMAVERA**, **Eduardo & Gonçalves, Lda** made a recognition of existing solutions on the market to solve his problem. The company already knew **Algardata, SA**, through Teófilo Fontainhas Neto.

Subsequently, it was requested a product demonstration. After the assessment, the choice of Algardata solution was immediate.

Cooperative efforts, know-how and technology were gathered, giving beginning to Mobile Enterprise implementation – Online Sale Interface. This online solution is totally integrated and adapted to the company commercial need.

“Mobile Enterprise it is a perfect solution to the constant improvement of the business needs, in terms of report management by using the most recent communication and equipment’s technologies.”

Flávio Guerreiro, General Manager of Eduardo & Gonçalves, Ltd.

IMPLEMENTATION

During the implementation, some changes in the application were requested.

Algardata, while software developer, developed requested features to resolve all the limitations. Flávio Guerreiro, the general manager of **Eduardo & Gonçalves, Ltd**, is satisfied with all results. Since the product implementation it is possible to verify several improvements in the company, in the logistics, in the current account system and between the integration of placed orders and **ERP PRIMAVERA** software. The company has a better cost control and the report delivery has become more automated.

Mobile Enterprise solution, improved the company performance and the product vision. There is today a global notion about shopping, sales, payments, receiving, deadlines, which previously did not exist.

For the managing partner of the company, with this solution “there are no discrepancies between available information by the sales force and the management area, being the current account and stocks information updated on-time”. Other mentioned advantage, is the direct placement of orders, which allows at any time understand the daily work evolution, and also, streamline the logistics process.

ADVANTAGES

- ▶ Sales process optimization (direct & indirect);
- ▶ Easy access of sales information;
- ▶ Personalised documents and reports;
- ▶ Customer satisfaction;
- ▶ Sales increase.

IMPLEMENTED SOLUTIONS

- ▶ **Mobile Enterprise** – Online Sales Interface
- ▶ Integration: **ERP PRIMAVERA** (existing customer)



“Mobile Enterprise has brought significant improvements to the company management. There are no divergences between the information available by the sales force and administrative area, being, the current account information and stocks updated on-time.”

Flávio Guerreiro, General Manager of Eduardo & Gonçalves, Ltd.

Product website

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