



Propelling Growth with Better Intelligence and Process Visualization

Galpa Export Corp
Miami, Florida
www.galpaexport.com

Industry
Wholesale distribution

Products and Services
Components and equipment for heating, ventilation, air conditioning, and refrigeration (HVAC/R) systems

Employees
150

SAP® Solutions
SAP® Business
ByDesign® solution

HVAC/R parts and system distributor Galpa needed reliable, timely information to help it serve customers around the world. Now having implemented the SAP Business ByDesign solution with partner Dintec, it has complete visibility over distribution centers and intelligence that supports agility and growth.

Before: Challenges and Opportunities

- Access information quickly and in real time
- Improve communication with retail and distribution centers dispersed across 8 different countries
- Obtain reliable business insights to support proactive expansion into different markets

Why SAP and Dintec Consulting

- Real-time information and timely business insights with integrated analytics and reporting
- Ability to personalize the solution to meet individual needs
- Dintec for top-notch support that enables the highest return on investment in SAP software

After: Value-Driven Results

- A more agile and versatile business able to consolidate information in one click
- Faster reporting and period-end closing as well as improved compliance
- Better control and more-informed decision making with end-to-end visualization of all processes
- Ability to seize new opportunities more quickly thanks to faster market analysis
- Greater efficiency using the centralized information in the SAP solution for other systems, including point of sale, Web page, and online sales, across different languages and currencies

“Having assembled the key ingredients for growth – smart people, great products, and finely tuned processes supported by the SAP Business ByDesign solution – we see a very bright future for our business.”

Carlos Hómez, Chief Marketing Officer, Galpa Export Corp



Featured Partner



50%

Reduction in accounting closing time

3x

Higher sales in 3 years

300%

Growth in 3 years

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