

Maines Runs SAP



Company	Maines Paper & Food Service, Inc.
Location	Conklin, New York
Industry	Wholesale Distribution
Products/Services	Foodservice distributor
Revenue	\$1.95 billion
Employees	1,900
Web Site	www.maines.net
SAP® Solutions and Services	SAP ERP, Vistex Chargeback & Incentive

“We chose SAP to replace our legacy financial system because we need more than just a tactical replacement—we’re gaining a business process platform for the long term.”

Christopher Mellon
CEO
Maines Paper & Food Service, Inc.

Challenges and Opportunities

- Lack of functionality and visibility
- Many manual processes: offloading of data to Excel and Cognos, procuring indirect items, approvals
- Lack of reporting flexibility
- Eliminate paper-based processes

Objectives

- Replace aging financial systems from IDS with a strategic financial solution
- Integrate payroll and HR systems

Implementation Highlights

- Phased implementation approach

Why SAP

- SAP served as a trusted advisor and helped identify the value of implementing an integrated business process platform, instead of a tactical financial application
- SAP’s wholesale distribution solution and platform strategy
- Maines felt that SAP was a viable business partner, committed to their success

Benefits

- Integrated IT environment; one system of record
- Industry best practices
- Improved data visibility
- A platform for growth, enabling new business opportunities and cost-efficient expansion
- Automated business processes