



## KEAN'S PUMP SHOP

### AT A GLANCE

#### Key Challenges

- Produce a central source of up-to-date information
- Track warehouse stock quantities in real time
- Support government tenders with job cost tracking

#### Project Objectives

- Replace existing accounting software with a new business management application
- Enable integrated tracking and reporting functionality

#### Why SAP Solution and Services

- Outperforms all other competitive products evaluated
- Supports Kean's long-term growth plans

#### Implementation Highlights

- Partner zed implemented SAP Business One for 7 users in just 75 days
- Kean's leveraged application's functionality for finance, administration, inventory, human resources, and reporting

#### Key Benefits

- Better organization and decision making through easy tracking and reporting with integrated information
- Improved analysis of suppliers and pricing leading to redirection of over 80 SKUs and C\$150,000 (approximately €100,000) in volume to another supplier
- Reduction in costs per year on high-volume items by 20%

#### Web Site

[www.keanpumpshop.com](http://www.keanpumpshop.com)

#### Industry

Retail

#### Solution and Services

- SAP Business One application
- SAP Consulting organization

#### Existing Environment

Accounting software and custom database for invoicing

#### Implementation Partner

zed ([www.zeditsolutions.com](http://www.zeditsolutions.com))

Established in 1992, with 2 locations in St. John's and Bishop's Falls, Newfoundland, Canada, Kean's Pump Shop Ltd. is known for exceptional customer service in the pump, water systems equipment, and water conditioner markets. To manage its dramatic growth, the owner of Kean's decided that old ways had to make way for a new business management application – SAP® Business One.

**“With aggressive business goals, including plans for acquisitions and the creation of new divisions, we needed a software solution that Kean's wouldn't outgrow in 3 years' time, but would grow and expand with us. We believe that SAP Business One is that solution.”**

Matt Hickman,  
Owner and President,  
Kean's Pump Shop Ltd.



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