

KEPLER SUCCESS STORY

CORNE

CORNE S.A. DE C.V.



Company profile

Industry Sector:

Pharmaceutical

Brief Description:

Distributor in the Pharmaceutical Sector.

Number of years in Mexican market:

20 years.

Number of users:

25.

Remote Subsidiaries:

2.

eKEPLER Modules being used:

- Accounting
- Inventory
- Sales
- Accounts Receivable
- Accounts Payable
- Payments
- Bank and Treasury
- Budget Planning and Control.

Project Achievements:

- Timely, efficient and accurate information for decision making.
- On-Time accounting and finance information.
- Complete visibility of the company's operations.

Special Developments:

Complete control on Sales Representatives, including fees, commissions, and expenses.

CORNE S.A DE C.V.

CORNE was born in Monterrey, N.L. in the year 1987, as a distributor of Pharmaceutical products. It has two locations in Mexico, one in Monterrey City and another one in Mexico City. When Mauricio Garza became the CIO of Corne in 2005, the company had only 60 employees and \$700K in annual revenue.

Without a development team, Mauricio knew that the ERP the company was currently using would not scale as the company grew. According to Mauricio, "the ERP was developed in-house and was unstable." Mauricio knew that Corne would need an ERP flexible enough to adapt to the needs of the growing business but within the budget of a small company. He considered Microsoft Dynamics and SAP but decided to go with Kepler. "I used Kepler at a previous company and knew how flexible the product was. I knew it could adapt to the business as we grew." Implementation took about three months and Mauricio was able to use the existing MySQL servers owned by the company.

KEPLER ERP IMPLEMENTATION PROJECT

CORNE was looking for an ERP tool in which they could rely on for accurate and agile decision making, and also had the ability to adapt to CORNE's needs. eKEPLER became a part of CORNE in the year 2005.

The company's two remote offices share information and operations through eKEPLER. This allows CORNE to have a complete visibility of their business, and the information of both offices is available real time, which allows the decision process to be more agile.



SHARED SATISFACTION

Today, the management team in CORNE agrees that eKEPLER has been a **tailored made ERP for the company**, it has adapted to every need throughout 5 years of working together, making their **business process increasingly efficient and agile**.

With eKEPLER ERP, the company **has reduced significantly the time required for their daily transactions and operations**. This results in more time for customer services and finding new sales opportunities.

"We know exactly what we have in inventory, what do we have to ship, we have a complete accounting, AR, AP and finance control and have elevated significantly our customer service", CORNE's Accounting and Finance Department.

eKEPLER is a **flexible tool that adapted to CORNE's unique needs**. Each business process inside CORNE has been adapted in the ERP. This allowed a decision making process in practically every level of the company. The decisions are no longer taken only by the manager team, since information is always available, decisions can be made on any level of the company, which results in more empowerment and accountability.

Since purchasing the eKepler ERP, Corne has grown to over 200 employees and is doing about \$10 million in annual sales. "The executive team loves the software because they can track the performance of each of our products and make well-informed decisions about business strategy," Mauricio said. "I wouldn't change anything about the system, and will continue use Kepler as we grow."

"After 5 years of working with eKEPLER, I can say that the company has reliable information that supports decision making and a complete tailored ERP that supports present and future needs", says Patricio Sada, CEO of CORNE.

Customer served by the franchise KEPLER
Monterrey: Iteracción Consultores
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KEPLER Marketing Department

If you need more information about this success story, please contact us through our Website:
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