



Megamart was established in 2003 and is operating in the retail industry of the Cyprus market offering customers a variety of carefully selected products for their households at very competitive prices. Home furniture, decorative, housewares, electric appliances and home improvement are some of the product categories provided by Megamart. The main store is located at Latsia in Nicosia, whereas the other stores are located in Kokkinotrimithia and Paralimni respectively.

## Quick Facts

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### Company

- Name: Megamart
- Location: Latsia, Kokkinotrimithia, Paralimni
- Industry: Retail

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### Objectives

- Improve and standardize business processes
- Establish an integrated, company-wide ERP solution
- Improve stock management
- Improve financial and management reporting
- Implement a POS system
- Consolidate applications into SAP Business One
- Implement a campaign management system

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### Implementation Partner

- N.Y. Centrix Solutions Ltd

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### Implementation Highlights

- Megamart was the first company that implemented the POS add-on solution provided by Centrix

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### Benefits

- The POS implementation assisted in the optimization of the sales process
- Purchase processes were also optimized
- Third party systems were integrated with SAP Business One
- Improvements in financial and management reporting
- Enhancements in inventory management and product costing
- New system and processes were easily adopted by the users
- Implemented campaign management add-on solution which assisted in creating, managing and evaluating campaigns

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### Solution

- SAP Business One



*...homeideas!*

## Customer Success Profile

"SAP has contributed a lot in the modernization of our company and has created a new era in the history of Megamart (Megamart has been using the SAP software since January 2008). The POS implementation has made the sales process easier and less time consuming. It has also made the real time registration of new customers possible. The purchase process has also been optimized, as it became less time consuming, especially when comes the time to deal with foreign suppliers' invoices. Third party systems, such as the use of Go-Smart Card (Loyalty Management System) at all our shops, have easily been integrated in the SAP Software. Additionally, the Human Resources management has been optimized, as all the employees' personal data, including annual leave and salary, have also been intergraded in the SAP. The company's financial performance reporting has been dramatically improved with the use of Key Performance Indicators, making the decision making process even easier. SAP has additionally, improved the company's Customer Relationship management, allowing for more frequent and substantial communication. The company's new stores in Kokkinotrimithia and Paralimni have increased complexity as far as inventory management is concerned. SAP though, has greatly helped the company overcome this problem, with the use of reordering reports, sales and stock availability reports etc, making the stock distribution smoother; products are sent at the right place, at the right time and at the right quantity. Sales campaign add-on has allowed us to choose which products to include in the campaign assign them a new price and determine the duration of campaign. It also allowed us to easily evaluate campaigns and helped us make future decisions. Finally, the software's user-friendly interface, made it easy for everyone in the company to adopt it. Although a lot have been accomplished during 2008, there are also a lot that can be done in the future. We are therefore, sure that the collaboration N.Y. CENTRIX Solutions Ltd will continue to be constitutive, as it is today. As a conclusion, I could say that the SAP covers all the company's needs and due to its great flexibility, its development is only limited the creativity of the management team and the ability of the software's programmer/analyst."

*Haris Argyrides*  
*Managing Director,*  
*Megamart*



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