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As the 2020 pandemic struck in the US, being on SAP Business One was a major benefit for us. We were already ahead of the curve and were able to have the team work remotely when needed...

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“

We feel that we are very well positioned and very well prepared for what's coming next. We are looking to double the size of the Company in revenue, volume and size.

”

Domenic Mangano  
President of  
Jamaica Cottage Shop, Inc.

Building a strong cloud-based platform with  
SAP Business One ® to sustain  
exponential growth.  
#Restart #StrongerTogether

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Jamaica Cottage Shop, Inc.  
is a premier builder of fine  
post and beam garden  
buildings like tool sheds,  
cottages, & wood sheds.  
Built by Vermont trades-  
men, each structure is craf-  
ted with a personality of its  
own creating a distinctive  
and aesthetically pleasing  
sight that will enhance any  
landscape.



This is a B2C manufacturing company with a heavy focus on online marketing. CRM software was always core to their business model, but their growth and vision demanded a strong integrated cloud-based ERP with manufacturing, financials and inventory controls.

They chose SAP Business One.

Learn more about their Products  
@JamaicaCottageShop



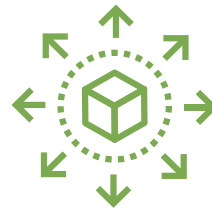
# Before: 5 Challenges and Opportunities

1



After 10 years with a main focus in the CRM function (using Salesforce for the past 5 years) they saw the need for an ERP that included a strong built-in CRM as well as other functions.

2



Sourcing their materials (native lumber grown in the US), is complex with many variables. Inventory control was a challenge.

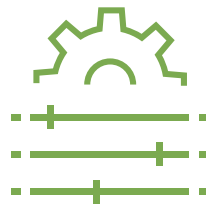
# Before: 5 Challenges and Opportunities

3



Vision to have all their IT infrastructure cloud-based.

4



With exponential growth, quality control becomes more and more difficult.

5



Getting real time information for better decision making was not easy.

# Why SAP and Consensus

SAP Business One offers an integration of the CRM built in combined with manufacturing, financials and inventory controls.

“Consensus is the partner that understood the challenges that we were facing; they’ve been responsive and able to give us the information that we needed. They guided us through the process and helped us complement the solution and the architecture we needed”.

Domenic Mangano  
Jamaica Cottage Shop, Inc.





# After: 6 Value-Driven Results

1



Better quality control built in the ERP system.

2



Everyone has access to key real-time information when and where they need it.

3



Improved Inventory control and sourcing process to ensure when a material is needed, it is here in the yard.

# After: 6 Value-Driven Results



Management has strong and user-friendly dashboards for the day to day controls.



Real time information, financial reports always available.



Smart working and connectivity. Ready for remote work, ahead of the curve.



Factory  
70,000  
Sq Ft

**Inc.**  
**5000**  
Fast-Growing  
Innovators  
2018

Growth  
89%  
In 3 years



Contact us today!  
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