







A decade of working with SAP Business One.

FAST FACTS

-  Beta Power Engineering
-  Stockport, Manchester
-  Engineering
-  SAP Business One cloud-hosted
-  Automating key sales & inventory tasks
-  Instantly improving company-wide efficiencies

Migrating from Sage 50 and lowering overheads with SAP Business One

Beta Power Engineering is an authorised partner for AAB motors and supplies and distributes a range of motors, drives, gearboxes and power transmissions.

Established in 1974 and based in Stockport, Manchester, the company provides 24/7 service to customers and holds some of the largest levels of ABB motors and drives in stock in the UK.

Having originally used a DOS-based solution that was created for the company, Beta Power deployed Sage Line 50 at the advice of its accountants to manage finances, merchandising and stock.

But as the company began to grow software issues quickly became apparent.

Moving from Sage

As the company began stocking more items, the limitations of the Sage system quickly began to cause issues. Andrew Brown, Managing Director at Beta Power Engineering explains.

“As the company started to grow we’d ask Sage ‘can the solution do this or that?’. They actually had a wish list at the time that we’d add all of our requirements onto,” he said.

Beta Power Engineering initially thought of recruiting an additional member of staff to help manage the solution. However, after deciding to focus on making improvements to its IT systems and processes, it was decided the time was right to move away from Sage.

Having initially explored the option of a bespoke industry system, and deciding against upgrading Sage, it was a Google search which led him to find out more about SAP Business One.

A decade with SAP

“We went live in 2012 and literally never looked back. I love the system. It’s changed us in so many ways. Our efficiencies improved pretty much the minute we went on to it. We quickly realised that we didn’t need the other person in our office after all,” Andrew explained.

Beta Power Engineering’s SAP system has evolved and grown alongside the company over the last 10 years. “Just what it can do, and the power of SAP Business One is awesome,” Andrew added.

SAP Business One now helps to automate key sales quotation and ordering processes and manages the company’s 20,000 products within its warehouse in real-time.

Manual data processes, which once took staff days to complete, are updated in minutes and the system has been configured to help increase levels of productivity across the team.

“We’ve recently moved to a hosted solution,” Andrew said. “We used to have a server in the main office that needed replacing, so the natural progression was to move to the cloud. We can now log in any time, day or night. If a customer rings up in the middle of the night and asks about products, we can access the data instantly.

“My reps who are not office-based can log on to the system at any time to add quotes or check the progress of existing opportunities. That’s another step forward for us; and SAP Business One now plays a big part in running our business,” Andrew said.

Working with SEIDOR

In addition to working closely with the team to maximise the potential of SAP Business One, Beta Power Engineering also relies on SEIDOR to maintain the uptime and maintenance of its solution.

“I’d just like to say a big thank you to SEIDOR,” Andrew said. “You might not always speak with the same person, but we always receive the same level of service that we need.”

“When there have been occasions that we’ve ever had a problem it always gets sorted out quickly.”



Andrew Brown

Managing Director, Beta Power Engineering

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ABOUT SEIDOR

We are human focused, technology experts. SEIDOR is a multi-national IT consultancy firm that works with all types of organisations to simplify operations with our affordable innovation. As one of the world’s leading SAP Platinum Partners we deliver world-class SAP ERP services and solutions into all types of growing companies.

Our experts offer a comprehensive portfolio of innovative solutions, and our award-winning services are proven to help small to mid-sized companies overcome common challenges to achieve their goals.

When it comes to ERP, SEIDOR is your No.1 choice.

