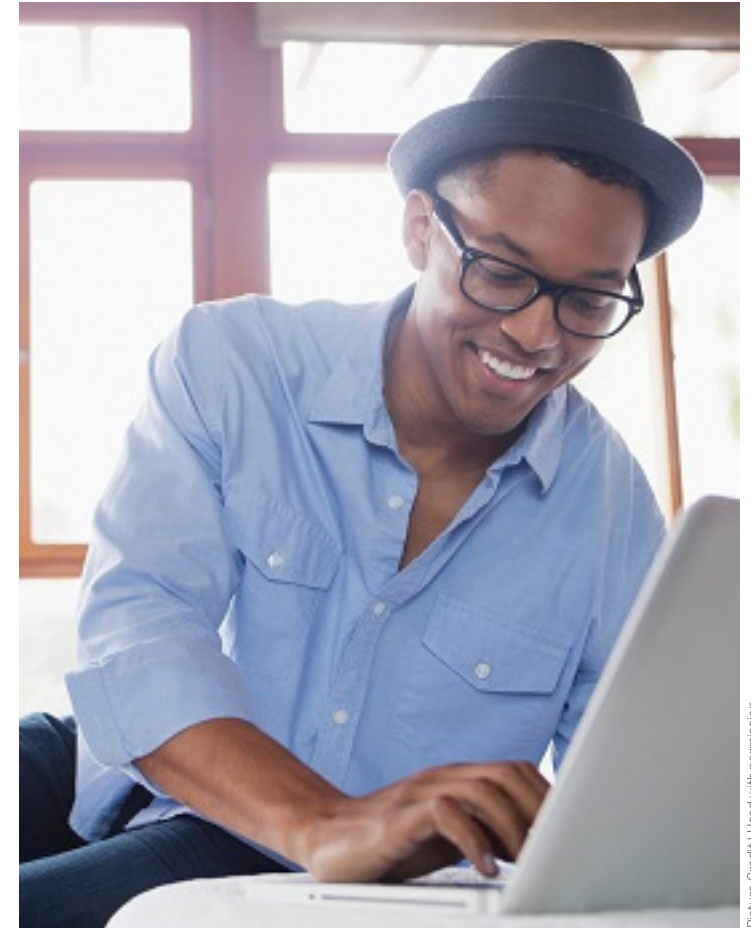


Kattan Group: Growing Van Heusen from Small to Extra Large with the SAP® Business One Application

From T-shirts and sweats to the finest in haute couture, Jacobo D. Kattan, Kattan Group's commercial division, manufactures and exports garments to a wide customer base across the Americas and Europe, including under its most popular licensed label, Van Heusen. But fashion is a cutthroat industry, making it crucial for Jacobo D. Kattan to anticipate tomorrow's trends before they are yesterday's news.

With the SAP® Business One application and the Apparel and Footwear solution from Argentis, Jacobo D. Kattan is able to better manage operations and inventory for Van Heusen. Automated processes are easing administrative workload, and centralized data and real-time analytics are helping the sales team better plan for consumer demand. Plus, as the brand grows, the system grows with it, ensuring that Van Heusen can go from small to extra large in financial comfort without feeling stretched.



Picture Credit | Used with permission.

Executive overview

Company

Kattan Group (licensee and distributor of the Van Heusen brand in Honduras)

Headquarters

San Pedro Sula, Honduras

Industry

Mill products – textiles

Products and Services

Apparel manufacturing and distribution

Employees

85 (Jacobo D. Kattan)

Revenue

US\$10 million

Web Site

www.kattangroup.com

Partner

Argentis
www.argentisconsulting.com

BUSINESS TRANSFORMATION

The company's top objectives

- Cut inventory and production costs, reduce lost sales, and increase customer service for Van Heusen, a PVH Corp brand licensed for distribution by Kattan Group
- Manage 2,500 product variations across seasons and collections
- Streamline processes and create functional workflow systems
- Consolidate data in one system that provides real-time access

The resolution

- Implemented the SAP® Business One application as the primary enterprise resource planning tool at Van Heusen
- Implemented the Apparel and Footwear solution for SAP Business One from Argentis

The key benefits

- Scalable solution that can support aggressive expansion goals
- Real-time data that helps managers make faster, more-informed decisions and reduces production errors
- Better financial reporting that improves planning and reduces risk
- Reduction in employee workload through automation

“Fashion means keeping up with ever-changing consumer demands. SAP Business One and Argentis help us better manage our products with automation and reduced inventory. Centralized data and real-time analytics help us better know our customers, so we can expand without jeopardizing financial stability.”

Gabriel E. Kattan, General Manager, Van Heusen de Centro America

TOP BENEFITS ACHIEVED

15%

Reduction in inventory levels

18%

Reduction in factory production errors due to better control over production orders

80%

Annual growth due to better inventory management, sales pipeline tracking, and more

© 2013 SAP AG or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP AG. The information contained herein may be changed without prior notice.

Some software products marketed by SAP AG and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP AG and its affiliated companies (“SAP Group”) for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices.



The Best-Run Business Run SAP™