

## Jay-Be® CUSTOMER SUCCESS STORY

### Company

Jay-Be®

### Location

Yorkshire, UK

### Website

www.jaybe.com

### Industry

Furniture Manufacturer

### Services

Guest-bed specialists

### SAP Solution

**SAP**® Business  
ByDesign™

“SAP Business ByDesign has always been ahead of the curve. In the past companies felt that on-premise systems were the only way to keep sensitive business information safe. Now we all expect to work, shop and engage digitally wherever we are, around the clock. Cloud-based ERP solutions are now not just common place, but essential for any kind of business.”

### Liz Matraives

Founder, In Cloud Solutions

### Contact us

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### MANUFACTURING

## THE COMPANY

Guest bed specialists Jay-Be® have manufacturing roots in Yorkshire going back to 1879. The Jay-Be® brand was first launched in the 1980's and has an enviable reputation for innovative and desirable furniture. Over the years the company has gained a reputation for manufacturing quality and continually strive to create new lines which are both inventive and functional. Their products are widely stocked in national stores like John Lewis, Tesco and Argos.

## THE BUSINESS CHALLENGE

After being run as a family business for many years, it was clear the time had come for a major modernisation and overhaul. The company needed a future-proof business system which gave them a clear view of processes across the board. The family wanted to make sure that the computer system ran the business and not the other way round! They chose SAP Business ByDesign.

## THE SOLUTION

SAP Business ByDesign gave Jay-Be® the visibility into business processes they had been looking for, along with the flexibility to expand and upgrade at their own pace. This has included expansion into markets in the U.S. and the addition of warehouses overseas – all very straightforward in SAP Business ByDesign which boasts this capability straight out of the box along with the capacity for multiple currencies, shipping overseas and compliance with international regulations.

## THE RESULT

By choosing SAP Business ByDesign, Jay-Be® have been able to expand seamlessly into new markets.



## WHY SHOULD YOU WORK WITH IN CLOUD SOLUTIONS?

In Cloud Solutions will work with you in partnership to make digital transformation simple, straightforward and affordable. Using SAP's latest ERP cloud technology, we collaborate with you to define and integrate all your business processes, achieving measurable growth and improved profitability.

*Working with In Cloud Solutions to implement SAP's Business ByDesign has given us the agility to expand quickly and make the most of some great opportunities.*

**JAY-BE®**  
Your Guest **BED** Specialists