# IG Development Georgia creates new spaces for business with SAP Business One

IG Development Georgia is one of the largest commercial property development companies in Georgia. The company owns and manages over 50, 000 sqm shopping and office spaces in Tbilisi, including two shopping malls. IG Development Georgia customers are over 200 companies, interested in modern high-quality shopping and office spaces. The company is currently working on building the second part of the shopping mall as well as an ultra-modern business center. Construction works should be finished by 2019. After the completion of new objects, the total area of the managed property will make over 130 000 sqm.
The company also provides cleaning and furnishing services for leased spaces. Projects and services bring a large number of agreements and accounting documents and their volume keeps increasing.

SAP® Business One

THE BEST RUN SAP

# Increased efficiency and accuracy of reports
## for business growth supporting

**Objectives**

- Supporting development of a new business line

- New level of business processes automation

- New level of reporting efficiency, flexibility and accuracy

**SAP** ®**Business One**

SAP Business One 9.2, developed specially for rapidly growing companies, helps to build business processes in a unified information space, according to the best industry practices, without spending resources for additional settings and modifications. Companies in more than **150 countries** operate with the help of SAP Business One.

| **Company** | **Industry** | **Products and services** | **Total area of managed properties** | **Employees** | **Implementation partner** |
|---|---|---|---|---|---|
| IG Development Georgia Tbilisi, Georgia www.thecitymall.ge | Development, commercial property | Construction, renovation, commercial property rental – shopping malls, business centers | 50 sqm – currently, over 130 000 sqm | 60 | RSM Georgia Solutions |

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# Why SAP Business One?

Rapid business growth, the launch of new strategic lines and projects, including the construction of a new modern shopping mall and business center in the capital of Georgia, required a new approach to business management based on high-end IT solutions.

IG Development Georgia management team needed a system, which allows using and managing the company's resources more effectively in order to bring business to a new level of development and profitability.
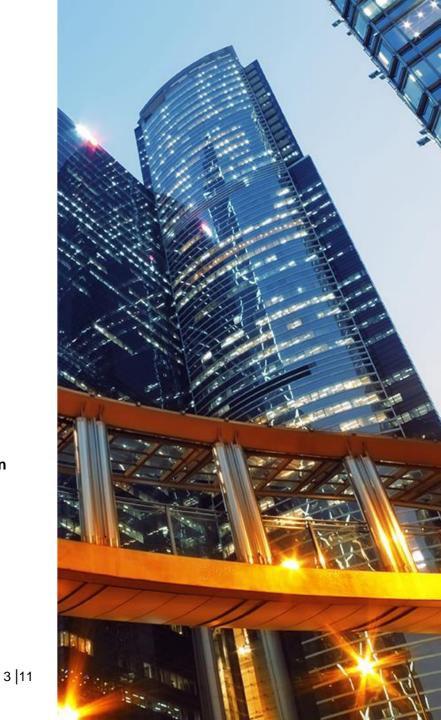
The priorities of the automation included:
- Calculation of rental rates and setting individual rental conditions for existing and new clients
- Costs control and efficient budgeting
- Quick setup, modification and generation of all required reports
- Reducing time required for documents and reports processing due to drastic reduction of manual tasks

The following advantages of SAP Business One were particularly important for IG Development Georgia:

- Broad standard pre-configured functionality
- Flexibility and variety of customized reports
- Logic and simplicity of the system, user friendliness
- Rapid and predictable return on implementation

**"SAP Business One system fully meets our expectations, because it aggregated implementation experience in 150 countries and many industries. Implementation of this solution allowed us to use best practices and global standards of efficient business processes".**

Barbare Mekhrishvili, Deputy Financial Director at IG Development Georgia

# Solution

The implementation of SAP Business One automated important processes of customer service such as creating individual rate plans, billing. It led to the significant saving of employees' working time almost right away due to the reduction of the manual labor and the number of mistakes. Now the company's management doesn't need to manually create reports or ask for the help of IT specialists. Instead, all the necessary reporting templates are in the system. You can add the required data, and the report will be formed automatically.

By having access to all necessary data at any moment, IG Development Georgia can create a more flexible pricing strategy, which is crucial for business growth. The company can create customer offers based on real-time demands, which increases customer loyalty. Turnover, the space of venues for rent and their prices can be analyzed in accordance with the current market situation, state of accounting, and client's plans for business growth. All these factors help to create the most beneficial conditions.

All customer agreements are uploaded in a single system, including the information about the company's business assets. The basic functionality of SAP Business One currently implemented in the company includes sales, asset management, billing, budgeting, accounting, work with partners and clients, real estate and master-data management. Besides, SAP Business One system was integrated with RS.ge (Georgian tax authority) and with an online bank of Bank of Georgia (BOG).

One of the important advantages of SAP as a vendor was a broad network of implementation partners. For IG Development Georgia, support and development of the new system are crucial. The company uses a localized version of SAP Business One in the Georgian language. For employees, it simplified learning of system's functionality and working with it.

Subsequently, IG Development Georgia plans to develop the implemented solution together with SAP and local partners and to extend its functionality.

Flexible pricing policy

Analyzing the input parameters and choosing the most favorable conditions for the client

Integration SAP Business One with RS.ge

# Main results of the project

- Increased efficiency of interactions with renters

- Increased efficiency of financial management

- Individual calculation of initial payments for rental

- Unified databased of company's agreements and assets

- Automation of invoicing

- Efficiency of turnover and taxes calculation

- Simplification of work with contracts and reports

- Regularity and accuracy of reporting

- Minimization of errors and risks of penalties

- Easy setup and reporting

- Integration with Excel

- Integration with external systems of regulatory authorities – tax authority and bank

# SAP® Business One

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