

# CANON'S THEREFORE SOLUTION: MODERN SUPPLY MANAGEMENT

Canon



The **Saracakis Group of companies** has multi-faceted activities in Greece, Romania, Bulgaria and Cyprus that include innovative products and services, while it is the exclusive importer and distributor of a wide range of passenger and commercial vehicles and engineering projects produced by globally recognized manufacturers. Founded in 1922, it is still managed by the founding family.

## COMPANY NAME:

Saracakis Group  
of companies

## COUNTRIES OF ACTIVITY:

Greece, Cyprus, Romania,  
Bulgaria

## SECTOR:

Automotive Industry

## SERVICES:

Distribution of automot-  
ive and engineering  
products

## FOUNDED IN:

1922

## CHALLENGES & NEED FOR DIGITAL TRANSFORMATION

As the **Saracakis Group** continues to grow and manage an extensive network of suppliers and products from 20 globally recognized brands, the need for a more efficient and strategic way of managing supplies emerged.

Prior to the adoption of Canon's Therefore solution, the process was manual, faced with major challenges, including increased bureaucracy, reduced transparency, high administrative costs and limited data analysis ability.

## AIM OF THE GROUP

By implementing a digital procurement process, the client aimed to strengthen supplier management, improve decision-making through real-time information and reduce administrative costs. Switching to a digital system would allow for:

- automation of routine tasks,
- improving compliance with procurement policies, and
- promoting greater cooperation between departments.

The ultimate goal was to improve cost control, flexibility and the ability to adapt to market conditions.

“

During the Group's day-to-day operations, it became very clear that the complexity of procurement procedures had become an obstacle to efficiency. Approvals were delayed, errors increased and transparency was limited. We needed a single, flexible solution that would automate, monitor and unify things. With Canon's implementation of Therefore, we immediately saw the value that it brought with it: there were fewer delays, clear workflows and data leading to better decisions.

Alexandros Zoukos,  
Business Intelligence & Performance  
Manager, Saracakis Group of Companies



## THE CRITICAL PARAMETERS THAT LED TO CHOOSING THE THEREFORE SOLUTION FOR SUPPLY MANAGEMENT

- Ease of integration with existing business systems.
- Cloud-based architecture, offering remote access and improved collaboration between teams.
- Automation of repetitive tasks, reducing the need for manual intervention.
- Improved visibility and procurement management, thanks to advanced analytics.
- Enhanced compliance and data security, ensuring that all procedures follow internal and legal requirements.

## CHOOSING CANON AND THEREFORE SOFTWARE

After evaluating various solutions, the **Saracakis Group of Companies** chose Canon's Therefore software due to its integrated, flexible and scalable nature.

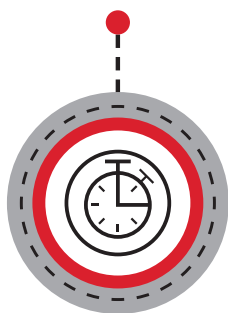
The integrated solution which was built around the software enabled critical processes to be automated, improved supplier management and created a unified platform allowing for faster decision-making.

The **strategic partnership with Canon** provided the Group not only with innovation, but also with continued support, thereby increasing the Saracakis Group of Companies' conviction regarding its future development. With measurable improvements in accuracy, speed and transparency, the company continues to drive operational excellence going forward, setting new standards in the digital transformation of procurement.

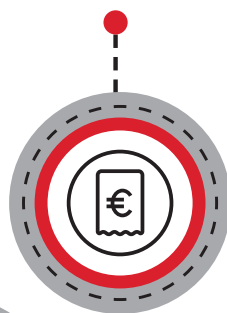


Since Therefore's adoption, the Saracakis Group of Companies has made significant improvements to its procedures. Key achievements include:

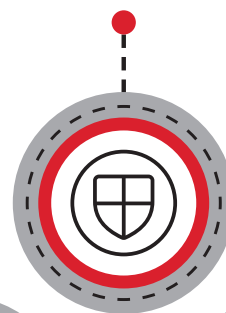
**30-50% reduction**  
in procurement  
cycle time



**Up to 20% decrease**  
in procurement costs



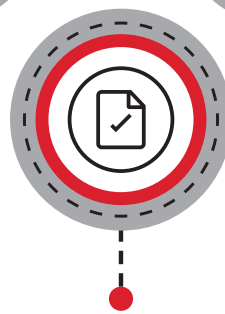
**15-25% increase**  
in compliance



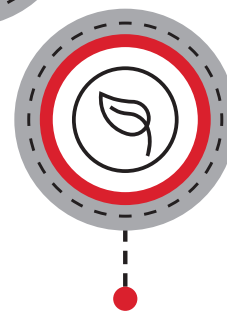
**30-40% shortening**  
in auditing time

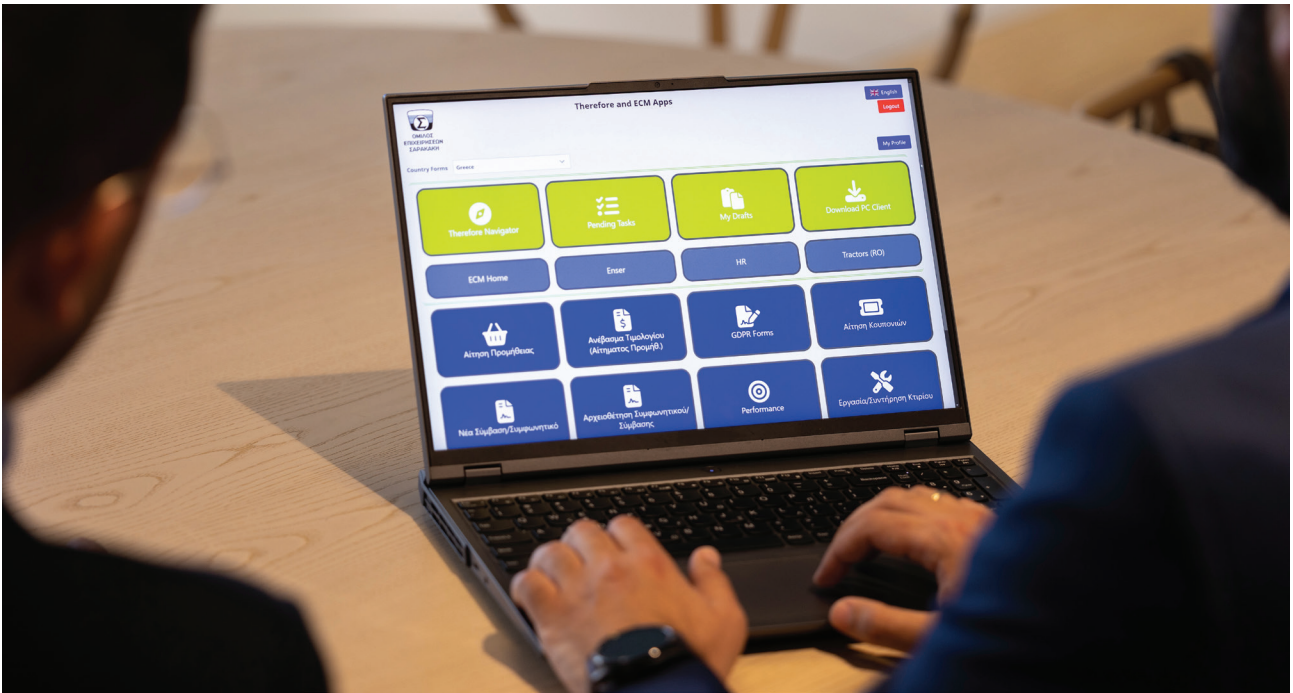


**20-30% fewer**  
procurement  
errors



**50-70% reduction**  
in paper use





## THE VALUE OF COLLABORATION

The cooperation with Canon was not only about technology, but also about continuous support and guidance. **Saracakis Group of Companies** enjoys excellent after sales service, regular system upgrades and access to a team of experts ensuring that Therefore continues to evolve according to the needs of the business.

*“Canon has proven to be not only a technology supplier, but a valuable partner that helps us innovate and optimize our processes.”: Alexandros Zoukos, Business Intelligence & Performance Manager of the **Saracakis Group of Companies**.*

## THE FUTURE AND NEW INVESTMENTS

The Saracakis Group of Companies plans to invest further in digital transformation, with upcoming implementations in OCR technology (Optical Character Recognition), further enhancing automation and efficiency.

The successful collaboration with Canon and the implementation of Therefore proved that the right digital transformation can lead to tangible and measurable benefits, placing the Saracakis Group at the cutting edge of innovation in its industry.

**Canon Greece**  
Kifisias Avenue 166A & Sofokleous  
Maroussi – Athens  
info@canon.gr

www.canon.gr  
Follow Canon EMEA on social  
media:  
