



## UNITEAM MARINE GROUP

### SUPPORTING INTERNATIONAL GROWTH WITH SAP SOLUTION

#### AT A GLANCE

"We needed a platform that could support our international growth and provide better performance visibility at all levels. With SAP® Business All-in-One supporting our international operations and SAP® Business Intelligence offering us cutting edge decision support systems we have what we need to manage our growth. Based on our experience, SAP Partner's commitment and expertise, are key elements for a successful project implementation."

**Andreas Papanisiforou**  
Financial Controller,  
Uniteam Marine Group

#### Company

Company Name: Uniteam Marine Group  
Location: Limassol, Cyprus  
Industry: Shipping, Ship Management  
Website: [www.uniteammarine.com](http://www.uniteammarine.com)

#### Implementation Partner

Supernova Consulting Ltd

#### Solution

SAP® Business All-in-One  
SAP® Business Intelligence

#### Implementation Highlights

- Fixed budget, 12-week fast implementation
- Application of ASAP methodology
- Use of SAP Best Practices
- Strong executive buy-in and support

#### Key Benefits

- Provided decision makers and end-users with real-time business data
- Improved customer profitability measurements
- Replaced manual tasks with automated processes
- Well-defined qualification process and well-defined requirements

#### Challenges

- Replace ailing technology
- Reduce manual tasks and data entry overhead
- Deliver automated and accurate reports

#### Objectives

- Implement platform to support the company's international growth
- Provide better decision support systems with BI technology
- Improve visibility into Group and customer profitability

#### Why SAP

- Robust technology
- SAP brand awareness
- International ERP software supporting business and legal requirements in different regions



## The Company

Working as a team in Limassol, Cyprus since 1978, the Uniteam Marine Management Group has expanded into a multinational company with associated offices based in Hamburg - Germany, Klaipeda - Lithuania, Odessa - Ukraine, Singapore and Yangon - Myanmar. The group is active in full management, operations, crew management, technical management, financial administration, consultancy and ISM / ISO 9001:2008 services. What sets Uniteam Marine Management Group apart is the care and attention given to each and every Client and ship. By following the Group commitment to quality rather than quantity, through controlled growth, the Group ability to manage all ships personally is not a goal but a reality. Satisfied and well-served Clients are Uniteam Marine Management Group best reference.

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## Implementation Partner



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