

SAVERGLASS Group

“ftopia, like any good information system, is a structuring tool that allowed us to simplify and optimize the organization of our work. We won time but also added relevance and value to our operations”

Vincent Malvault
–Group Buyer, Saverglass

Saverglass Group, the global leader in luxury glass packaging for the wine and spirits and the fragrance and cosmetics industries, has adopted ftopia for optimizing its document sharing processes.

Because Saverglass works internationally with many entities (the Group generates half of its revenue from exports), it shares a multitude of frequently-updated documents with external parties. The Group was in need of a solution that would overcome the inherent file size limitations of email and that would boost collaboration while ensuring security of the information being exchanged.

Enhancing the Supplier Relationship with Document Sharing

1. Circulation of Price Quotes for Maritime Transport

Saverglass’ sales department must constantly use price quotes for sea transport to hundreds of destinations when making offers to its customers and prospects. Before implementing ftopia’s service, the purchasing department solicited shipping prices from freight carriers by exchanging and building Excel spreadsheets via email and then uploaded them to a file server for internal access.

Because of the difference between the number of shipping destinations listed and those actually served, this manual and repetitive task used to consume more time, effort, and attention from the purchasing department than needed. ftopia’s collaborative service enabled the Group to restructure and improve this process with a system that allows freight carriers to instantly upload quotes into shared online workspaces.

Sales teams now have direct and immediate access to up-to-date information without requiring the purchasing department’s help or soliciting freight carriers unnecessarily. The end result is time-savings and increased responsiveness and productivity for internal teams and suppliers.

2. Requests for Proposals – Work and Investments

For every major project, Saverglass Group must provide potential suppliers with RFPs including specifications, models, and a number of other large files. Given the file attachment size limits of Saverglass’ internal mail system, CDs and USB flash drives were used for exchanging this data. This was an inconvenient solution – especially when sourcing geographically remote suppliers.

Ftopia provides all authorized parties with a single access point to data and a centralized and secure environment for each proposal. Now RFPs are simply uploaded into compartmentalized online workspaces and interested companies have direct access to download them from any location with an Internet connection.

Data is easily updated and companies are automatically notified via email whenever updates are made. Detailed user activity reports ensure complete traceability of all files and enable teams to determine whether each file has been viewed by its intended recipient(s).

Saverglass’ Expectations Surpassed

Thanks to ftopia, Saverglass has not only made file sharing with its suppliers much easier, but it has also increased productivity by simplifying the flow of communication and reducing response time.

In addition to resolving all the issues posed by Saverglass Group, ftopia’s solution has become an even more valuable tool for the Group which has since found many other uses for the service.