

# Etactics Transforms Internal & External Accounting Operations with LBSi and SAP® Business One



## Before: Challenges and Opportunities

- The company lacked an automated way to manage their own accounts receivables process.
- For over a decade, Etactics had pushed through a manual and painful A/R process based on QuickBooks integrated with an antiquated database driven software application.

“We knew we wanted to do business with LBSi. (LBSi) understood exactly where we were coming from and where we wanted to go.”

-Carl DeSiato, CEO

## Why SAP and LBSi

- LBSi built a custom history table that updates automatically based on sales order creation and updates
- In just 45 days, including a trial period of running parallel systems, LBSi had implemented the SAP Business One solution.
- The Etactics endpoints are the service system locations through which the company runs all production data. That data represents every aspect of the services provided, broken down by client, and gets pulled into SAP via the automated processes designed by LBSi.

## After: Value-Driven Results

- The integrations developed by LBSi automatically bring in approximately 200,000 transactions throughout the month and consolidate them into sales order lines. That's the external service use of the new system; from an internal customer invoicing standpoint, the system generates thousands of automated customer invoices monthly, broken out to 26,000 invoice lines that represent 7,000 separate orders.

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