Milton Sales Hits the Jackpot Every Time with SAP Business One®

Milton Sales supplies raffle tickets and lottery cards for use in charitable fundraising. A small family business, the company's legacy system was struggling to cope with reporting requirements of state regulators. Thanks to SAP Business One and SAP Partner LBSi, the company now has complete end-to-end traceability.

Before: Challenges and Opportunities
- Outdated legacy system unable to cope with the requirements of a modern business
- Extensive logistics process required to gather the necessary inventory pieces
- Regulatory reporting hampered by limited serial number tracking
- Software and connectivity struggling to support the simultaneous use of scanning devices, leading to disruptive system errors

Why SAP and LBSi
- Proven expertise of LBSi in SAP Business One and its own fully integrated Warehouse Management System (WMS)
- Simplicity and affordability of SAP Business One, plus its stand-out reputation for serving the needs of small businesses

After: Value-Driven Results
- Ability to track serial numbers easily and accurately
- Compliance with reporting requirements of state commissions
- Increased productivity thanks to the simultaneous use of scanning devices and more accurate results
- Increased performance and efficiency thanks to end-to-end business processes and automation
- Zero downtime during implementation

"SAP Business One and LBSi have helped us to **modernize our business processes**. With complete end-to-end visibility, we can satisfy regulators and **drive up efficiency** across the business."

Eric Fisher, Owner, Milton Sales, Inc

100%
Inventory traceability

100%
Compliance with state regulations

Milton Sales, Inc	**Industry**	**Products and Services**	**Employees**	**Revenue**	**Featured Solutions**	
Charleston, West Virginia, USA	Retail	Bingo and raffle supplies	10	Private	SAP Business One	
https://www.miltonsale.com					LBSi Warehouse Management System	

THE BEST RUN