

# Pile Dynamics thrives through expansion with SAP Business One®

Pile Dynamics, Inc is the largest manufacturer of foundation dynamic testing equipment in the world. PDI products excel in quality, reliability, accuracy and durability. They entrusted LBSi with the mission of integrating their operations and deploy SAP Business One as well as various enhancements.

## Before: Challenges and Opportunities

- Had separate systems for accounting, manufacturing, and other operations.
- Inventory was not current, and there was only an annual year-end count and actual COGS could only be ascertained following the count, with no ability to double-check with actual sales.
- Purchasing was performed using custom software which had data in numerous sources and much of it was not digitized.

## Why SAP and LBSi

- SAP Business One was a completely integrated system that didn't require additional modules to get PDI started. It could handle all the growth and remain cost-effective in the long-run.
- LBSi helped Pile Dynamics to culturally adjust the way they manage the company since the implementation, creating vast improvements in operational efficiencies.

## After: Value-Driven Results

- Integration of production costs with accounting (improved financial reporting), leading to the ability to manage their own balance sheet.
- Production/inventory are managed now on a real-time quantitative basis.
- Production planning (and hence cost control) has dramatically improved, which has in turn helped them manage cash resources during growth/expansion periods.
- New high-quantity product lines were introduced right after SAP was implemented.



“Right after we completed our implementation, we introduced a number of new high-quantity product lines. Without SAP Business One, we could not have managed this **strategic expansion**.”

Adrian Rausche, CFO, Pile Dynamics, Inc

## 50%

Increase in revenues and production capacity as a result of the ability to plan and manage an expansion.

## All-in-One

The data from all of the departments was in one place and met all of the needs of each area.

Featured Partner



**Pile Dynamics, Inc**  
Solon, OH – USA  
[www.pile.com](http://www.pile.com)

**Industry**  
Distribution

**Products and Services**  
State of the art quality assurance and quality control systems for the deep foundations industry.

**Employees**  
65

**Revenue**  
18 million USD

**Featured Solutions**  
SAP Business One

