

# BABCOR offers their customers the total package with SAP Business One®

BABCOR Packaging Inc. runs two business entities out of the same organization: a custom branded packaging arm, and a stock retail packaging operation. After an initial implementation gone awry with another partner, BABCOR knew LBSi would provide the best outcome for them.

## Before: Challenges and Opportunities

- Used two separate systems to run each of their business entities: an outdated, DOS based system, and an order manager for the other.
- Most inter-company transactions had to be manually re-entered into the inventory management files.
- Financial reporting was also very difficult as one system relied on QuickBooks and had to be manually combined with the DOS system in another Excel Workbook.

## Why SAP and LBSi

- BABCOR knew SAP was a great provider for large companies, but once they became aware that they also had a scaled down ERP that served SMEs, they became immediately interested in the offering.
- Looking to attempt a successful implementation with a different partner, BABCOR found in LBSi a great fit, a clear understanding of the problem areas, and the right solutions within the desired timeframe.

## After: Value-Driven Results

- Streamlined processes and elimination of manual entry of orders and inventory transfer.
- Improved customer service and communication by allowing for direct email invoices out of the system.
- Inventory management between two companies was consolidated, cutting down on errors and costs.
- Significantly easier financial reporting with SQL based dashboards, and fully standardized reports.
- A customized LBSi module allowed for import of web orders
- Fast reporting for both companies due to database consolidation as well as detailed analytics which helps paint an accurate picture of how each of the businesses is performing.



"LBSi has helped us immensely by being a true partner for our business. They've helped us realize the full potential of SAP Business One by providing **increased, scalable and streamlined functionality** - all while offering ongoing education and first-class support."

Jesse Harster, VP Digital Strategy, BABCOR Packaging Inc.

## Decrease Fast

In payment and order processing times allowed for increased order packing and shipments.

Implementation completed by LBSi as compared to previous partner attempt.

Featured Partner



**BABCOR Packaging**  
Pittsburgh, PA - USA  
[www.babcor.com](http://www.babcor.com)

**Industry**  
Professional  
Services

**Products and Services**  
Custom-branded and stock  
retail packaging.

**Employees**  
20

**Revenue**  
\$10 million USD

**Featured Solutions**  
SAP Business One

