

Maintaining 98% Same-Day Deliveries with SAP® Business One



Before: Challenges and Opportunities

- Provide a single source for all business data
- Integrate business processes
- Provide more complete costing and better cost control
- Increase visibility of business information and confidence in its accuracy
- Improve warehouse control
- Accelerate the order-to-delivery process
- Automate manual processes
- Strengthen planning tools
- Reduce cost of customization and add-on software
- Provide a foundation for many years of rapid growth

Why SAP and LBSi

- Excellent fit for a midsize company
- Powerful demonstrations and presentations
- Scalability to support years of growth

After: Value-Driven Results

- Supported move to 4 business entities, remote warehouses, and years of double-digit growth
- Automated and shortened the order-to-shipment process, allowing same-day delivery 98% of the time
- Cut invoice creation time from 7 hours to 1
- Cut purchasing staff by 1 FTE while reducing inventories
- Supported use of landed costs
- Provided real-time sales reports
- Increased sales efficiency, allowing salespeople to handle a 15% increase in call volume
- Reduced outside accountant costs by 80%

“Implementing SAP Business One was one of the best business decisions I have made in my 15 years running the company. It would have been impossible to accomplish all we have in the last two years without **SAP Business One.**”

- Pat Marron, President

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