



SUCCESS
STORY BOOK



Why LBSi

For over 30 years, our team has helped clients determine and implement solutions to their problems to maximize potential profit and success. We look forward to the opportunity to get to know you.

INDUSTRY

Wholesale distribution

PRODUCTS AND SERVICES

Garage door parts

EMPLOYEES

35



“*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

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

- Bullet copy 1: Mauris elementum arcu quis arcu pellentesque habitant morbi tristique.
- Integer vestibulum vehicula est praesent id nisl mauris elementum arcu quis arcu pellentesque habitant morbi tristique senectus et netus et.
- Expossiniendis quis ea illores seruptatis voloreivconsequ sequam.
- Integer vestibulum vehicula arcu pellentesque id nisl, eaquatur as ipsandit, consequi.
- Suspendisse ante nisl, sagittis in venenatis eget, porttitor condimentum.

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%.

INDUSTRY

Industrial machinery and components

PRODUCTS AND SERVICES

Induction hardening for metal products

EMPLOYEES

18

AMERICAN METAL TREATING



SAP has allowed AMT's business system to jump from the 1980s into the 21st century. It has streamlined our processes, improved our financial reporting, and reduced our paperwork. The learning curve for our employees has been quick, as SAP has proved to be an intuitive, easy-to-use system."

- Bruce Devney, President

Progressing to the Future with SAP Business One

BEFORE: CHALLENGES AND OPPORTUNITIES

- Achieve productivity gains in information processing systems.
- Supply ability to make modifications to the system.

WHY SAP AND LBSI

- Highly intuitive, easy-to-use interface.
- Customizable system that met company requirements.

AFTER: VALUE DRIVEN RESULTS

- Provided cost and time savings for financial reporting.
- Streamlined quote and invoice procedures.
- Established new purchasing procedures.
- Enabled remote entry to business system for sales and quoting.
- Facilitated performance of accurate profit and loss orders.



ANDFEL CORPORATION
andfel.com

INDUSTRY
Consumer goods

PRODUCTS AND SERVICES
Plastic ties, cables and seals, custom packaging and printing

EMPLOYEES
7



“ I felt like the guys at LBSi were really hands on with us, wanted us to be as happy as possible, do everything they can to make this as personal for our company as they could.”

- Jennifer Cassidy

Relying on a Solid SAP Business Partner to Replace Outdated, Pieced-Together Technology

BEFORE: CHALLENGES AND OPPORTUNITIES

- Replacing a two-system set-up that split operational management. An outdated Unix system was used and customized over time to process inventory and sales orders. Another system was used for accounts payable.
- Reports in the old two-system design were difficult to access and read, and lacked valuable data points.
- The old set up was inefficient and took too long for data retrieval.
- Support was lacking for the former systems.

WHY SAP AND LBSI

- “I felt like the guys at LBSi were really hands on with us, wanted us to be as happy as possible, do everything they can to make this as personal for our company as they could.”

AFTER: VALUE DRIVEN RESULTS

- The new system houses all pertinent data, enabling easier tracking of customers, financials and inventory.
- The speed of the new system enables better customer interaction since it is faster and more efficient to pull up client files.



ANEST IWATA
anestiwata.com

INDUSTRY
Mechanical Or Industrial Engineering

PRODUCTS AND SERVICES
Manufacturing engineered solutions for air compressors, vacuum pumps, spray and finishing equipment

EMPLOYEES
133



LBSi was great. They were easy to work with, always available, and warmly professional..."

-Anest Iwata Account Manager

Leverages LBSi to Make Impressive Inventory and Product Gains with SAP Business One

BEFORE: CHALLENGES AND OPPORTUNITIES

- Anest Iwata attempted to perform production and inventory management with an Exact Macola ERP solution, but it didn't offer the control they needed.
- Their Macola implementation lacked granular control, nearly everybody in the company could submit a purchase order and unused inventory was crowding shelf space and the balance sheet.

WHY SAP AND LBSI

- Explaining and demonstrating SAP Business One to Anest Iwata was LBSI, a SAP Business One partner since 2004.
- Because of their in-depth experience with SAP Business One, LBSI had developed their own advanced manufacturing management add-on for Business One, which Anest Iwata piloted and decided to include in their ERP purchase.

AFTER: VALUE DRIVEN RESULTS

- Anest Iwata can now run a standard report to determine which items they need to arrive at the appropriate level of item-specific safety stock.
- SAP Business One creates purchase orders automatically within the ERP system.
- Production planning mistakes have virtually disappeared.



BEST CUTTING DIE CO.
bestcuttingdie.com

INDUSTRY
Manufacturing

PRODUCTS AND SERVICES
Fully integrated designer and manufacturer of cutting dies and assemblies for the packaging industry

EMPLOYEES
130



“ You can talk to any one of their guys instantaneously, versus putting a ticket in the queue and waiting for a call back. If something was of urgency, we would get instant reaction to it.”

- Dan Meraz

Bringing fragmented systems together to simplify operations enterprise-wide with SAP Business One

BEFORE: CHALLENGES AND OPPORTUNITIES

- Lack of communication between multiple stand-alone systems and processes.
- No centralized, standard CRM system.
- Manual order processing causing errors.
- Employee time wasted with inefficiencies.

WHY SAP AND LBSI

- LBSI provided the insight and experience to implement comprehensive system-wide improvement to critical data based upon deep experience within manufacturing businesses and SAP® Business One product expertise.

AFTER: VALUE DRIVEN RESULTS

- Real time visibility into operations.
- Personnel can be proactive vs. reactive.
- Ability to forecast demand, anticipate and monitor workload.
- Lower stress levels, improved morale.

INDUSTRY

Consumer products-consumer and automotive electronics

PRODUCTS AND SERVICES

Exchange, remanufacturing, and repair services for the consumer electronics and automotive industries

EMPLOYEES

150



“SAP Business One allowed us to scale back our customer service interactions to a minimal level because things run so smoothly, and information flows in such a timely manner.”

- Chuck Masa, President/CEO

SAP Business One Powers Supplier's Business Network Transformation

BEFORE: CHALLENGES AND OPPORTUNITIES

- Transform a stand-alone business into a networked enterprise.
- Automate the order-to-cash process for operational efficiency.
- Meet major customer's tight deadline for business network transformation.

WHY SAP AND LBSI

- Flexibility to modify and connect the software.
- Ability to manage by exception.
- Real-time alerts.
- Access to real-time data organization-wide for “one version of the truth”.
- SAP brand name.

AFTER: VALUE DRIVEN RESULTS

- Met tight deadline for business network completion via a solid partner implementation process and adaptable product.
- Reduced administrative overhead for customer service.
- Improved ability to deliver information to key users.
- Reduced direct expenses.
- Reduced inventory.
- Improved order fulfillment rates.

INDUSTRY

Information Technology & Services

PRODUCTS AND SERVICES

Help clients manage compliance-related matters, recover aging receivables, process and manage medical claims effortlessly, and optimize internal business processes

EMPLOYEES

54



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

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.

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.

INDUSTRY

Manufacturing and distribution

PRODUCTS AND SERVICES

Consult, design, manufacture, and distribute superior commercial foodservice equipment for the storage, handling, and disposal of cooking oil

EMPLOYEES

17



“ As our primary implementation partner, LBSi made the transition from legacy to new software fantastically easy.”

- Giovanni Brienza, Vice President

Gains Visibility and Control with SAP Business One and LBSi

BEFORE: CHALLENGES AND OPPORTUNITIES

- Current software tracked costs but couldn't connect information across the business.
- “Our existing software couldn't help us connect back-end purchasing and inventory information with the manufacturing controls, including bill-of-material management and alignment between production needs and item inventories. We started seeing production delays caused by minor items, such as screws and bolts, running out of stock.”

WHY SAP AND LBSI

- “LBSi understood where we were coming from and how to implement Business One to meet our goals. Keith was very patient. As our primary implementation partner, Keith made the transition from legacy to new software fantastically easy.”

AFTER: VALUE DRIVEN RESULTS

- Gained control of their inventory and product costing and, with the click of a button, can get any report they need anytime.
- Making smarter purchasing decisions informed by real-time cost fluctuation data, another deliverable of SAP Business One.
- Gained of business processes and how these are a vast improvement over previous software.



JUNIOR LIBRARY GUILD
juniorlibraryguild.com

INDUSTRY
 Book review and collection development service

PRODUCTS AND SERVICES
 Helping librarians with collection development, and their members trust them to put only the best books into the hands of their eager young readers

EMPLOYEES
 90



“The level of knowledge that LBSi has is invaluable to us. They are very professional and even-keeled in the face of challenges.”
 - Gerry Nemeth, Director of Operations

Relying Upon a Solid wih SAP Business One Partner as Business Needs Expand

BEFORE: CHALLENGES AND OPPORTUNITIES

- They had been operating on a very old system that was unreliable and was no longer supported.
- JLG required a robust CRM system that their large call center could use to sell their book subscriptions.
- The reports and other data in their system were not reliable.
- Certain business processes required all users to be off of the system while they were being performed.

WHY SAP AND LBSI

- “Our relationship with LBSi is very important. The partner we interface with has to be knowledgeable and reliable. You have to have a lot of trust in them...” and they have found just that with LBSi.

AFTER: VALUE DRIVEN RESULTS

- The new system had to be integrated into their shipping system.
- JLG required the ability to create their own reports.
- Ultimately, they wanted to have one integrated software system so all users were working off of the same scorecard.

INDUSTRY
Engineering, construction, and operations

PRODUCTS AND SERVICES
Providing energy solutions for commercial buildings in North America

EMPLOYEES
69



“ Thanks to SAP Business One and the MARINGO project management software, we have real-time access to information, which enables us to make better decisions faster.”

-Donna Jones, VP of Accounting and Finance

Growing Efficiently with SAP Business One

BEFORE: CHALLENGES AND OPPORTUNITIES

- Support rapid growth with a single, reliable IT system.
- Enhance efficiency by eliminating duplicate data entry points.
- Integrate job costing and scheduling application with corporate business systems.
- Streamline tax compliance.
- Increase visibility into operations.
- Enable real-time financial analysis.

WHY SAP AND LBSI

- Superior project management and manufacturing resource planning functionality.
- Intuitive graphical user interface for planning of services.
- MARINGO Computers Inc. solution qualified as “Enabled by SAP,” offering rapid implementation and streamlined integration.
- Affordable solution, rapid ROI.

AFTER: VALUE DRIVEN RESULTS

- Increased visibility into business operations.
- Enabled better, faster decision making.
- Supported real-time financial analysis.
- Enhanced data quality.
- Extended system usage to customers through Web portal functionality.
- Produced trusted, high-quality data.
- Supported ongoing company growth by providing IT capability to take on projects of greater magnitude.



NELSON PACKAGING COMPANY, INC
nelsonpackagingco.com

INDUSTRY
Manufacturing

PRODUCTS AND SERVICES
Full service contract manufacturer of consumer product goods, from raw materials to shipment of finished products

EMPLOYEES
68



“SAP Business One is a one-stop shop and my team is able to find multiple points of information. When using Business One, everything you need is in one place.”
- Bob Jenkins, Production Planning

Creating Tracking, Visibility, and Inventory Control Throughout Production with SAP Business One

BEFORE: CHALLENGES AND OPPORTUNITIES

- Manually tracking inventory and billing was time consuming.
- Manually tracking raw material and production numbers could be inaccurate.
- Continually needing to ask for help and wait for information when questions arose.
- Installation of another solution had failed, and time was running out.
- Client’s IT Department had been left without implementation support.
- Poor training and documentation for operating the failed system solution.

WHY SAP AND LBSI

- LBSi provided a superior system solution, working as a team with the client’s IT Department and supporting users for successful implementation and productive training.

AFTER: VALUE DRIVEN RESULTS

- Information is now gathered in half the time n Inventory is traceable, visible in the system throughout production, and controlled.
- There is assurance that the right amount of material is available to create required amount of finished product
- Coordination is easy across many different products, teams, and departments.
- Convenient tracking and reporting n Increased confidence in ability to easily use, and trust, the new system.

INDUSTRY
Distribution

PRODUCTS AND SERVICES
State of the art quality assurance and quality control systems for the deep foundations industry

EMPLOYEES
65



“ 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

Pile Dynamics thrives through expansion with SAP Business One

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.



PINEAPPLE PROMOTIONS, INC
pineapplepromos.com

INDUSTRY
 Marketing and advertising

PRODUCTS AND SERVICES
 Promotional products

EMPLOYEES
 3



“ My experience of using SAP Business One made me choose them – which is more than I can say for any other software I’ve implemented. We’re such a young company, we don’t know what the future holds. But I know that SAP can grow with us.”

-Jon Corrado, Co-Founder of Pineapple Promotions

Pineapple Promotions markets for success with SAP Solutions

BEFORE: CHALLENGES AND OPPORTUNITIES

- Pineapple Promotions implemented SAP Business One because it wanted a robust software architecture that would integrate with its suppliers’ systems easily to enable the automation of ordering, personalizing and delivering of promotional items, such as cups and pens, direct to businesses.

WHY SAP AND LBSI

- Pineapple’s Co-Founder had prior experience of using SAP Business One and choose the platform because he knew the software was flexible and could expand with the company as it grew.

- Having worked previously with LBSi, it was an easy decision for Pineapple to choose them again to implement SAP Business One – especially because they could offer a shipping integration module.

AFTER: VALUE DRIVEN RESULTS

- Pineapple has grown 200% year-on-year – largely because its team can focus on their core business of selling, instead of processing and fulfilling customers’ orders.
- Most of Pineapple’s back-end processes now flow automatically through the system. When orders come in, a PO is generated and automatically emailed or

transferred through a direct link to the supplier(s). Status updates then feed straight through to Pineapple’s system, as suppliers fulfil the orders.

- The shipping module from LBSi automates shipments, so labels are now generated without any manual intervention, depending on customers’ preferences (e.g. for DHL or UPS). This used to be an extremely cumbersome job and take one of Pineapple’s three employees all day to fulfil. But now the process only takes a few clicks and can be completed in less than 15 minutes.



INDUSTRY
Manufacturing

PRODUCTS AND SERVICES
Details on the customer's products and/or services



“SAP Business One helps us work more efficiently. It's given us the tools we need to better manage our finances, inventory and sales, so we can grow the business.”

-Nicki Esposito-Wallace, President, proBAKE

SAP Business One cooks up success for proBAKE

BEFORE: CHALLENGES AND OPPORTUNITIES

- proBAKE was using a legacy software system to manage its finances and back-end business processes, but the software was no longer supported and was limited in functionality.
- proBAKE wanted a way to link its inventory to orders and have one seamless system that could automatically create and email invoices.

WHY SAP AND LBSI

- SAP Business One met proBAKE's business requirements and the SME offering was ideal for its size.
- LBSI was selected for its expertise in SAP, first-class customer service, and tailored software solutions in manufacturing and material planning, warehouse management and shipping integration.

AFTER: VALUE DRIVEN RESULTS

- It's much quicker and simpler for proBAKE to run reports and complete everyday tasks, like invoicing. The team can also have several screens open – to jump between

accounts receivables and general ledger, for instance – and get an overview of open orders and their status at any time.

- proBAKE now has visibility and control over its stock inventory, so the business can be more agile and respond to orders quickly and accurately.
- Shipping goods is a lot easier – invoices are automatically calculated and include the UPS charge, proBAKE's handling charge and the correct insurance cover – and can be tracked in SAP.
- The new credit card payments system ensures the business is PCI-compliant at all times.



RSTI
rsti-training.com

INDUSTRY
Healthcare

PRODUCTS AND SERVICES
Diagnostic Imaging Equipment
Training, Parts, Repair and
Maintenance

EMPLOYEES
30



“ We could not have sustained or managed the growth without utilizing all aspects of SAP Business One. We even implemented Campaigns to manage and track our classroom registrations.”

Vicki Smith, Controller, Radiological Service Training Institute

RSTI gets a clear picture with SAP Business One

RSTI Training is the world's leading radiological service training institute, improving the quality of diagnostic imaging service through knowledge, education, and hands-on learning. RSTI Exchange is the imaging equipment, parts and service division of RSTI Training. They partnered with LBSI to deploy SAP Business One.

BEFORE: CHALLENGES AND OPPORTUNITIES

- Multiple businesses with the areas within the businesses separated and running on different systems.
- Extensive manual processes and sourcing from a number of databases.
- Unable to make fast business decisions due to lack of timely visibility into the data.

WHY SAP AND LBSI

- LBSI's demo of SAP Business One clearly indicated that the tool could help RSTI. LBSI demonstrated a clear understanding of RSTI's business model and showed what SAP's portfolio could accomplish.
- SAP Business One would allow RSTI to have access to timely and accurate information to run the training business and have better registration traceability for classes.

AFTER: VALUE DRIVEN RESULTS

- Integrated processes into one toolbox that allowed for better visibility of the training data for multiple users and departments.

- Timely and accurate Financial Reporting to help manage the business.
- Visibility of class registrations and available seats to anyone in the company.
- Accurate inventory tracking of parts available for immediate shipment.
- ISO and RMA tracking integrated into SAP processes.
- Drag and drop attachments of necessary supporting customer documents for quotations, sales orders, etc.

INDUSTRY
Manufacturing

PRODUCTS AND SERVICES
Manufacturing high quality and energy-saving automatic controls for refrigeration, cooling, heating and air conditioning equipment

EMPLOYEES
3,450



“LBSi truly listened and understood our needs, as well as the demands of our clients, and created customized functionalities and shortcuts within the system to save us time and energy.”

- Shane Smith, Manager for Logistics and Customer Support and IT

Creating Tracking, Visibility, and Inventory Control Throughout Production with SAP Business One

BEFORE: CHALLENGES AND OPPORTUNITIES

- Overall inefficiencies with regards to company processes.
- No simple way of tracking sales inventory transactions from start to finish.
- Inconsistencies in data across the two systems (Quickbooks/Fishbowl).
- Slower customer service response times because of time spent retrieving client information.

WHY SAP AND LBSI

- “LBSi truly listened and understood our needs, as well as the demands of our clients, and created customized functionalities and shortcuts within the system to save us time and energy.”

AFTER: VALUE DRIVEN RESULTS

- The new system houses all pertinent data, enabling easier tracking of customers, financials and inventory.
- New system enables better customer interaction since it is faster and more efficient to pull up client files.



INDUSTRY
Professional Services

PRODUCTS AND SERVICES
Custom-branded and stock retail packaging

EMPLOYEES
20



“ *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.

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.

INDUSTRY
Automotive

PRODUCTS AND SERVICES
Distribution and refurbishing of automotive electronics for vehicle manufacturers, Tier 1 suppliers, and automotive dealerships

EMPLOYEES
40



“ The costs were somewhat higher than other systems we looked at, but we feel the support behind SAP Business One made that worthwhile and the ROI was clear.”

Charles Masa, President, Techni-Car, Inc

Techni-Car revs up operations with SAP Business One

Techni-Car is one of America's leading OEM electronics distribution and remanufacturing centers. They stock a vast assortment of electronic product to meet their client base's advanced exchange needs and partnered with LBSi to deploy SAP Business One to integrate and optimize operations.

BEFORE: CHALLENGES AND OPPORTUNITIES

- Operated across three software platforms: A standardized third-party accounting package, an internally developed and maintained order entry/inventory management/distribution application, and an internally developed refurbishing process management software. This led to lack of integration and inefficiencies.
- Internally developed software applications were becoming difficult to maintain and did not scale easily as transaction volume grew.
- Some of the functions of the in-house applications required rewrite due to changing business circumstances (which would need more programming bandwidth than was available).

WHY SAP AND LBSI

- LBSi's understanding of Techni-Car's unique business model was highly appreciated and allowed LBSi to create custom programming and modifications that made the implementation a success.
- SAP Business One's service and support seemed very worthwhile in value vs. cost studies.

AFTER: VALUE DRIVEN RESULTS

- Integration of all aspects of the operation improved data visibility and control over the business.
- New software design and process flow allowed for a significant reduction in direct labor.
- Moving the main business management software from internally developed/supported to external allowed Techni-Car to refocus their limited programming resources to improving data integration between them and external parties without increasing payroll expense.

INDUSTRY
Chemicals

PRODUCTS AND SERVICES
High-purity solvents

EMPLOYEES
140



“ Since implementing SAP Business One, our revenue has doubled and we haven't had to add any new headcount, which is a big win for us.”

-Director of IT at Tedia China

SAP Business One is a catalyst for growth at Tedia China

BEFORE: CHALLENGES AND OPPORTUNITIES

- Tedia China inherited the legacy software used by the Chinese manufacturing company, but the systems operated independently, so there was no integration from orders through to planning and fulfilment.
- This meant Tedia had to manage all its back-end processes manually and there was a lot of unnecessary communication between business units to check inventory and fulfil orders.

WHY SAP AND LBSI

- Tedia choose SAP Business One because the platform made it possible to manage all its business processes in one place, through one dashboard.
- The US division had previously worked with LBSi, and trusted them to tailor and customize the system.
- LBSi had experience of helping international companies implement SAP, and had also developed add-on modules – such as Advanced Manufacturing and Material Planning – that Tedia was keen to implement.

AFTER: VALUE DRIVEN RESULTS

- Automating Tedia's business processes has significantly reduced the amount of communication needed between business units, since orders now pass seamlessly through to warehouse and manufacturing.
- Tedia is now able to track inventory accurately, so lead times have been reduced by nearly half.
- SAP provides Tedia with auditing and tracking information it lacked before. Through the change log, it can track historical product specs and label ingredients – this is critical for its healthcare customers.
- Tedia has improved customer service, as sales teams can now see a real-time view of inventory and orders are processed faster, without any unnecessary delays.

INDUSTRY
Chemicals

PRODUCTS AND SERVICES
Creating adhesives

EMPLOYEES
33



Our president has done every function in the system...he is amazed at how easy SAP Business One is to use."

- Kentaro Oka

SAP Business One at Krazy Glue: Sticking to Business

BEFORE: CHALLENGES AND OPPORTUNITIES

- "...we wanted to fine-tune our processes so we could better manage our production, inventory, and financials."
- Needed a better and more efficient way to manage production.
- Krazy Glue's existing accounting software did not plan to expand or upgrade the solution, so management knew it would not serve the business moving forward.

WHY SAP AND LBSI

- "From my past experience, I know SAP to be reliable, Some of the other solutions we considered are not so much so. And SAP's price is good."

AFTER: VALUE DRIVEN RESULTS

- Over the course of the implementation, the number of licenses quadrupled, and today all office and management staff are users.
- The company has increased its sales volume by a minimum of five to 10 percent with a 20 percent increase in work, without hiring additional staff.
- The software gives users integrated accounting functionality so they now know that warehouse management and financial accounting data are consistently synchronized.

INDUSTRY

Automotive Manufacturing, Industrial Machinery and Equipment

PRODUCTS AND SERVICES

Wholesale distribution of industrial machinery and equipment

EMPLOYEES

35



“ One of our major car retailer customers requested specific reporting to provide to their buyers. They were surprised with the ease with which we were able to pull these dedicated reports. The latest enhancements provided by LBSi will save our AP department endless hours of manual work.”

Matt Burkley, National Sales Manager, Tomita USA

Tomita USA puts the pedal to the metal with SAP Business One

Tomita USA is one of the subsidiaries of Tomita Global, a global trading company that imports, exports and distributes a range of products and services that include machine tools, forming machinery, injection molding machines, etc. Tomita enlisted the help of LBSi to help them automate processes and gain visibility across their organization.

BEFORE: CHALLENGES AND OPPORTUNITIES

- Ran on a custom software platform that was hard to use and report on, with operations on a basic accounting tool.
- Difficult to get meaningful information out of the system, as operated on DOS-like screens.
- Extremely time-consuming Excel reporting and exporting with manual column-by-column copy/paste.

WHY SAP AND LBSI

- The way in which the LBSi team presented SAP Business One and what it could do for Tomita was a big selling point for the company.
- The LBSi team proved to be great listeners and Tomita felt like LBSi truly understood and could relate to their business.

AFTER: VALUE DRIVEN RESULTS

- Easy to use Excel reporting that integrates right into the system.

- Ability to improve the customer service provided to the client base.
- Swift visibility of the open quotations, outstanding requests for quotes for specialized items, as well as open sales orders.
- Accurate inventories (from across multiple warehouses) that are used to support their customers.
- Automated updates of vendor costs and customer price lists.
- Enhanced ACH process enables automatic communication of daily ACH payments to each vendor.

INDUSTRY
Industrial Machinery & Components

PRODUCTS AND SERVICES
Cutting tools for metalworking, composite cutting and woodworking applications, and also in equipment for quality control

EMPLOYEES
12



“SAP Business One has helped us to work more efficiently and given us the tools we need to better manage our inventory, sales, and finances. The real-time data has given us unlimited visibility into our business operations and has proven invaluable to us.”

- Carolyn Evans, General Manager, Greentec Precision

Greentec Precision distributes accurately with SAP Business One

Greentec Precision provides quick and accurate solutions in the form of a full range of products from precision cutting tools and fixtures to precision measuring equipment to the midwestern region in the US. Greentec trusted LBSi to help them deploy SAP Business One and additional enhancements.

BEFORE: CHALLENGES AND OPPORTUNITIES

- Used two separate systems: one for inventory control and a different one for accounting.
- Lack of holistic visibility from every part of the organization, including the workforce.
- Time-consuming accounting process, delaying payments to vendors and requiring constant audits.

WHY SAP AND LBSi

- SAP Business One provided user-friendly, customizable options that could match the requirements of Greentec's parent company.
- LBSi proved to have vast expertise in SAP, could provide hands-on customer service, and showed a willingness to help find customizable solutions for Greentec's inventory, shipping, & accounting needs.

AFTER: VALUE DRIVEN RESULTS

- Ease of accessing data through multiple avenues in SAP, which has allowed the team to respond quicker to

customer requests or to research historical information when needed.

- Open orders overview and their status is available at anytime. The visibility and control over inventory with just a click of a button has made life for the sales team much easier (especially remotely).
- With the LBSi Shipping Integration tool, invoices are automatically calculated with the UPS charge and include the tracking information for the customer to reference.
- The LBSi ACH payment tool has made payments to vendors very easy and seamless on the side of the bank.



INDUSTRY
Manufacturing

PRODUCTS AND SERVICES
Aluminum castings for components, parts, and housings

EMPLOYEES
140



“ Thanks to SAP’s size, experience and ability to constantly improve the operating system, SAP Business One is a sophisticated and powerful program that can readily adapt to our customization needs.”

Kurt Blemaster, President, Ohio Aluminum Industries, Inc.

Ohio Aluminum remolds its future with SAP Business One

Ohio Aluminum Industries, Inc. is a leading manufacturer of complex, high-precision aluminum castings produced at its aluminum foundry. By partnering with LBSi to deploy SAP Business One, they set their sights on remolding their processes in one integrated, future-proof system.

BEFORE: CHALLENGES AND OPPORTUNITIES

- Outdated legacy system, limited cost accounting and scheduling functions, time-consuming manual tasks.
- Lack of image and document archiving, incompatibility with common software programs.
- Highly specialized processes, extensive reporting and archiving to meet the strict defense and commercial aviation industry requirements.
- Low confidence in the future financial viability and innovativeness of its software provider.

WHY SAP AND LBSI

- Ohio Aluminum Industries, Inc. chose SAP for its size, financial strength, continuous investment in innovation and vast programming resources. It offers the necessary system flexibility and customization with a focus on future functionality.
- LBSi is an experienced implementation partner familiar with companies that have similar needs to Ohio Aluminum Industries, Inc.

AFTER: VALUE DRIVEN RESULTS

- Efficient allocation of costs throughout the company and daily reconciliation of cash accounts.
- Easy preparation and presentation of detailed/broad-based financial statements and reports.
- Fully integrated processes for purchasing, payables, sales, receivables, inventory, and production.
- Streamlined inventory control functions enabling huge time savings.



MILTON SALES, INC
miltonsale.com

INDUSTRY
Retail

PRODUCTS AND SERVICES
Bingo and raffle supplies

EMPLOYEES
10



SAP Business One and LSBI 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

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.

lbi.com

(440) 846-8500



SAP Business
One[®]