

# 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.

“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

## PROactive

Instead of reactive thanks to ease of reporting, which makes daily operations run smoother.

## Tailored

To the needs of the business and to meet the requirements of the parent company.

Featured Partner



**Greentec Precision**  
Knoxville, TN – USA  
<https://greentec-precision.com/>

**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

**Revenue**  
12 million USD

**Featured Solutions**  
SAP Business One

