

Tedia China is a joint venture between two manufacturing companies in the US and China. With SAP Business One behind it, Tedia has been able to double revenue, re-allocate admin staff and reduce inventory errors.

“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

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.

10 FTE

Allocation of 10 staff to new roles in the business

2/3 reduction

In errors



Featured Partner



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