SAP Business One is a catalyst for growth at Tedia China

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.

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 fulfill 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.

“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

10 FTE
Allocation of 10 staff to new roles in the business

2/3 reduction
In errors

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SAP Business One

Featured Partner

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Tedia China
Industry: Chemicals
Products and Services: High-purity solvents
Employees: 140
Revenue: Privately held

Featured Solutions: SAP Business One

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