

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.



“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

Ease of Communication

With customers that also leverage SAP for their own operations.

Productivity

Increased with the system enhancements and process automation support from LBSi.

Featured Partner



Tomita USA
Plain City, OH – USA
<http://www.tomitaj.co.jp/english/>

Industry
Automotive Manufacturing, Industrial Machinery and Equipment

Products and Services
Wholesale distribution of industrial machinery and equipment

Employees
35

Revenue
Privately held

Featured Solutions
SAP Business One

