



SOFTENGINE WHITEPAPER SERIES

COO MANUFACTURERS

Reasons More Manufacturing Companies Are Making The Switch To SAP Business One

Quick Facts

Ideal Size Companies: Approximately 80% of SAP's customers are small-to-midsize businesses. That's more than 300,000 growing business running on SAP!

Reach: 77% of the world's transaction revenue touches an SAP system

Industry: Information Technology & Services; SaaS

Locations: SAP Business One is available in over 170 countries, with 67 country localizations and 28 languages, with the ability to convert transactions and translate reports built into the platform

Users: Used by over 60,000 customers and over a million users

Enterprise: Use: 360+ large enterprises run SAP Business One in 2400+ subsidiaries

Leader: SAP Named a Leader in 2020 Gartner Magic Quadrant for Enterprise Integration Platform-as-a-Service for the 13th Year in a Row

Innovative: SAP is credited as being the inventory of ERP, and now offers 6 different ERP product offerings

SAP Business One is specifically designed to grow with developing businesses, so you have all the tools you need to streamline your manufacturing operations and drive growth, at a rate that makes sense for you. Here are a few reasons why CFOs rely on SAP Business One to help them make key business decisions.

"The implementation alone saved us a lot of money since we didn't have to spend a fortune performing extensive modifications to an ERP system to make it meet our requirements. Now that we have everything integrated into one centralized database, we can take advantage of complete tracking of every stage of production from beginning to end. Plus, with most of our processes automated, everything is more efficient, there's no duplication of effort and we have a global view of where we are with all of our customers."

-Wei Wang, President, Andari Fashion

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Perfect Your Inventory Management

Effective inventory management is essential to the success of any manufacturing business. A real-time, accurate view of your inventory is imperative to fill customer orders on time, reduce waste and manage costs. SAP Business One allows you to reduce overproduction, decrease operating costs, and speed the flow of data to provide an accurate picture of available inventory at any given time. With up-to-date, precise data on your inventory and raw materials, you can reduce waste due to expired ingredients and eliminate delayed shipment or out-of-stock situations. Now you can always have the optimal amount of inventory available to meet customer expectations with on-time delivery.

[Rapid Conn Group of Companies](#) saw 96% increase in inventory accuracy, leading to \$30,000 in annual savings.

Manage Production Schedules

As companies grow and production ramps up, keeping COGs down and maintaining quality is top of mind for COOs. You might be expanding your product line, doubling your product output to meet demand, handling more raw materials, or, most likely, all of the above. Integrated systems provide a centralized view and complete tracking of each stage of the production process. See exactly when, where, and how your products are being developed, even down to where each raw material was sourced.

[Trudeau Food Distribution](#) reduced inventory by 25%, resulting in millions of cost savings.

Maintain High Standard Of Quality

Quality assurance and quality control in manufacturing saves time, money, and resources while ensuring the final product is of the highest quality. These two processes normally require a lot of manpower and labor hours but can be automated through SAP Business One. Full traceability into every aspect of the production cycle allows for simplified audits and better-quality assurance. A comprehensive QA model, based on industry best practices, helps companies streamline their QA processes, reduce related costs, and shorten cycle times.

[SwabPlus](#) meets stringent FDA quality standards and regulations by auditing the production process "from start to finish".

Integrate Your Manufacturing Processes Across All Locations

Manage resources, operations, sales, reporting, and more across all of your warehouse and factory locations, all from a single system. SAP Business One gives you a complete picture of your business operations, so your entire team has a complete and accurate picture of your business operations at any given time.

[Winplus](#) cut data consolidation processes by 66%, achieving global transparency across their organization.

Streamline Your Supply Chain

Supply chains can become increasingly difficult to manage as production increases. With a robust ERP system, operation managers can instantly see exactly which resources are being used, how much is in reserve, expected shipment dates, production schedules, and more. All of this data allows for better forecasting and eliminates manual, labor-intensive processes. You can use the system to automate purchase orders and increase productivity. Moving beyond the beginning of 2020 President John Connelly is optimistic, "With July being our busiest month yet we are looking forward to building our teams and safe. With the help of SAP Business One we are able to provide synced visibility into our production line as well as our distribution cycles globally. This allows our team to focus on what we do best, which is providing the top quality spices and food products our customers have entrusted in my team."

[Choice Organic Teas'](#) VP of Operations, Ray Lacorte relies on SAP Business One to deliver reliable, accurate and timely information to "make the best possible management decisions".

Save Time With Inventory Tracking

Is your warehouse team mired in tedious, manual cycle counts and exasperating treasure hunts to locate specific items amidst a sea of bins? With increased automation and instant updates, you can locate parts and inventory at warp speed!

[Franklin Valve](#) was able to quickly and accurately track parts, bins, and inventory, allowing them to experience over 900% growth in a single year.

Seamlessly Integrate Manufacturing Operations with Your Financial Reports

With a robust ERP system, data is instantly and accurately incorporated into your financial reports across the business from sales orders, invoices, purchase orders and more. Spend less time on manual data entry and reconciliation with access to instant, accurate information on your costs and revenue.

[Easy Foods](#) cut their planning time in half and eliminated costly reporting mistakes.

Increase Collaboration & Accountability

The ability to view each stage of the production cycle in each department after every step gives you total insight into the process so you can make sure your team is working together at peak efficiency. From initial purchase order to finished goods, barcode scanning and automated production orders allows you to see at any given moment exactly where a product is in the production cycle. Employees can scan a product after each step, resulting in an instant update across the entire system. Bills of materials and engineering change orders can also be automated, so everyone is on the same page.

[La Tourangelle](#) can now see all details of their sales and production orders at the click of a button, allowing them to make swift, strategic decisions.

"I don't like change or surprises and I had a lot of resistance at first to totally revamping our business systems. But now that we have been live with SAP Business One — Food One for some time, our ability to track everything in our complex production processes down to the smallest detail has saved us so much time and money! From the initial purchase order to production to invoicing and shipping, this solution pulls everything together. Plus, our financial information is always up to date and accessible in real time, so we never have to wait for nightly or weekly postings. In fact, this solution is so powerful; we have barely scratched the surface on all of its capabilities."

- Rosangela Borruso, Vice President, Castle Importing