



## SOFTENGINE SAP BUSINESS ONE CUSTOMER SUCCESS STORY

# IBSCO, Inc.

## (Intercontinental Bearing Supply Co., Inc.) Plans for Growth and Efficiency with SAP Business One and WMS+ by Softengine

### Quick Facts

Name: Intercontinental Bearing Supply Co., Inc. (IBSCO)

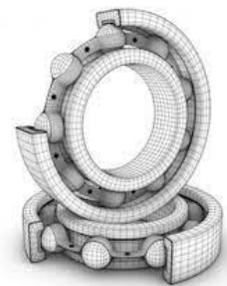
Location: Cypress, Texas

Industry: Wholesale Distribution and Value Add Service

Products: Bearing and Related Products

Website: IBSCO.com

System: SAP Business One ERP, Softengine WMS+



“SAP Business One offered the most functionality at an acceptable values.”

Randall Burton, President,  
Intercontinental Bearing Supply Co, Inc.  
(IBSCO)

Intercontinental Bearing Supply Co., Inc. (IBSCO) offers a complete line of high-quality precision ball bearings from major global manufacturers, providing their customers with an extensive range of configurations to solve tough manufacturing and application challenges. With over 100 years of combined experience, IBSCO and their Product Specialists have the industry and application expertise to assist when selecting a ball bearing to meet the most specified requirements and provide superior performance in their partners finished products.

IBSCO is a World Class stocking distributor of Precision Ball and Roller Bearings. They also carry numerous Rod Ends, Bushings, and Spherical Bearings. IBSCO's Precision Miniature Bearings are a true specialty. Additionally, IBSCO re-lubricate thousands of bearings each day in their on-site ISO Class 7 Cleanroom. Their bearing experts are some of the most knowledgeable in the industry. As a master wholesale distributor, IBSCO stands ready to meet all needs with competitive pricing and swift delivery of all ordered products.

### Softengine, Inc.

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## Challenge

### No Visibility or Reporting, an Outdated System with Little to No Communication or Data

Prior to implementing SAP Business One, Intercontinental Bearing Supply Co., Inc. (IBSCO), was running on an outdated system, Thoroughbred Solutions IV. Randall Burton, President of IBSCO said, “The differences between SAP Business One from our old system are so dramatic, it felt like going from the 1980’s to 2021 in one giant step.” Before SAP Business One IBSCO was using Thoroughbred, an in-house CRM, and EXCEL spreadsheets with little to no communications or integration. The inability to capture “True” transactional costs on things like components, Freight, etc. with no forecasting or related inventory management tools meant IBSCO didn’t have the ability to obtain data in real-time, “hampering IBSCO’s decision making ability.”

## Solution

### Why Softengine & SAP

After doing their due diligence IBSCO selected SAP Business One because President Randall Burton felt, “SAP Business One offered the most functionality at an acceptable value.” IBSCO feels the MRP (material resource planning) features that are now available to them through SAP Business One are going to help them manage their inventory in a much more effective manner. They now have the ability to see cost savings throughout their organization in areas like how much of a specific product or inventory is carried or making sure they’re always carrying the right mix of inventory to be able to fulfill all their customer’s needs.

When IBSCO reached out to SAP, SAP recommended that IBSCO use Softengine, (SAP’s Award-winning Gold Partner) due to the fact that SAP felt Softengine had the most necessary Industry related knowledge that IBSCO was looking for. While speaking with Softengine, IBSCO explained their need for a quality module and Softengine’s WMS+ was the perfect solution to implement with SAP Business One making IBSCO and Softengine a great fit.

## Results

### IBSCO Sees Tremendous Benefit After Implementing with SAP Business One & WMS+

IBSCO has seen tremendous improvements after implementing with SAP Business One and WMS+,” It’s a huge improvement in reporting and data capabilities. Now that we have this ability to capture all costs at the transaction level, it provides insight into our true profit levels on a transaction-to-transaction basis.” Randall Burton, President of IBSCO; “Having all systems integrated under one roof is a big deal, that added in with the live analysis and reporting, it’s a huge improvement for us.” Furthermore, Richard Scroggins, IBSCO’s Technology Manager, said, “The forecasting tool that is now available to our team is going to be super important as well especially when it comes to managing inventory and access to real data like, quotes, order status, and where orders are at in the system.” SAP Business will prove to be a tremendous benefit providing them with better decision making throughout the organization on the back of real-time data insight. IBSCO is a fast-growing company whose needs were out-pacing their current systems capabilities and as business grew, they needed to put best-practice processes in place to give them the competitive edge, automate business processes, and increase productivity. When expanding into new markets, you need business software that enables growth. Thanks to Softengine and SAP Business one, IBSCO is well positioned for a bright future ahead of them.

“Two big things for us are we now have the ability to analyze and make decisions in a timelier fashion, this is super important for us to be able to grow.”

Randall Burton, President, Intercontinental Bearing Supply Co., Inc. (IBSCO)

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