



Jim's Supply Co.

From Limited Inventory Visibility to New Growth Opportunities

How Jim's Supply improved inventory visibility, enabled batch-level traceability, and automated critical business processes with SAP Business One and Softengine.

RESULTS AT A GLANCE

COMPANY

Jim's Supply Co., Inc.

INDUSTRY

Agricultural Manufacturing & Distribution

HQ

Bakersfield, California

FOUNDED

1959

FACILITY

28,000 sq. ft. manufacturing

SOLUTIONS

SAP Business One + Softengine WMS+

KEY OUTCOMES

13

Years on
SAP Business One

5

Business Areas
Connected

\$M+

New Revenue
Unlocked

100%

Batch-Level
Traceability

SAP Business One PREMIER PARTNER



Batch-level traceability with Softengine WMS+



Millions in new revenue opened through traceability



More accurate inventory across all departments

EXECUTIVE SUMMARY

A Long-Term ERP Partnership Built on Trust

Founded in 1959, Jim's Supply Co., Inc. has become a leading supplier serving agricultural customers throughout the western United States. The company supplies custom roll-formed trellising, field worker equipment, fabricated products, and solar structures from its 28,000-square-foot manufacturing facility in Bakersfield, California.

As operations grew, the company needed better visibility into inventory, purchasing, sales orders, and production activities. Its primary objective was gaining accurate, current inventory information that would improve fulfillment while reducing excess inventory and giving employees greater confidence in day-to-day decision-making.

Today, SAP Business One supports Sales, Purchasing, Accounting, Inventory, and Production across the organization, while Softengine WMS+ provides batch-level traceability that helps Jim's Supply satisfy increasingly demanding customer requirements and pursue new business opportunities.

KEY FOCUS AREAS

- Inventory accuracy across purchasing, production, and fulfillment
- Batch-level traceability for customers with strict compliance requirements
- Automation of repetitive ERP and accounting processes
- Centralized, real-time information to reduce errors and improve decisions



Softengine has been very accommodating of our particular needs, which is the most substantial reason we would recommend them as an ERP provider.

— Carson Drake, COO | Jim's Supply Co., Inc.

COMPANY SNAPSHOT

13 Years

Using SAP Business One

5 Business Areas

Connected through one ERP

Batch Traceability

Enabled with Softengine WMS+

\$M+ Revenue

Opened through traceability

Accurate Inventory

Supporting all departments

SOLUTIONS IMPLEMENTED

SAP Business One

ERP for all core operations

Softengine WMS+

Warehouse & batch traceability

SOLUTIONS IMPLEMENTED

SAP Business One

Supports Sales, Purchasing, Accounting, Inventory, and Production — connecting all five core business areas through one unified ERP platform.

Softengine WMS+

Provides batch-level traceability for raw materials, integrating warehouse management directly with SAP Business One for seamless data flow.

THE CHALLENGE

Inventory Blind Spots Slowing Fulfillment

Before SAP Business One, Jim's Supply relied on physical documents, spreadsheets, and a pre-internet-era MRP system. One of the company's biggest challenges was understanding how outstanding sales orders, purchase orders, and current inventory counts worked together to ensure timely customer fulfillment.

- Without accurate inventory information, projects could experience delayed fulfillment or finish with excess inventory
- Teams lacked a complete picture of availability, reducing confidence in day-to-day decisions
- Primary goal: gain accurate, current inventory counts to support better purchasing, production, and fulfillment

WHY SAP AND SOFTENGINE

A Partner Through Every Stage of Growth

Jim's Supply has partnered with Softengine throughout multiple stages of its ERP journey. Softengine helped guide the organization toward the most sensible solution as its environment evolved — from hosting SAP Business One on-site to migrating to an off-site environment.

Jim's Supply also highlighted Softengine's ongoing support with custom reporting, document templates, technical troubleshooting, and helping internal developers debug ERP processes. Softengine's willingness to accommodate its particular business requirements is the primary reason it would recommend them as an ERP provider.

On-Site to Cloud Migration

Guided the move from on-site to an off-site hosted environment

Custom Reporting & Templates

Ongoing support for custom reports and document templates

Developer Assistance

Helped internal teams troubleshoot and debug ERP processes



Softengine has helped guide us through whatever seemed to be the most sensible solution at the time, whether it was hosting SAP Business One on-site or migrating to an off-site solution.

The ongoing support regarding custom reporting, templating requirements, and technical troubleshooting has been very helpful.

— Carson Drake, COO | Jim's Supply Co., Inc.

KEY PARTNERSHIP OUTCOMES

13+

Years of
Partnership

3

Environments
Supported

100%

Accommodation
of Business Needs

#1

Recommended
ERP Provider

BUSINESS RESULTS

Five Areas of Meaningful Impact

\$M+

New Revenue Opportunities

Jim's Supply attributes one of its most significant business outcomes to batch-level traceability. Supporting customers with strict traceability requirements has "opened the door to millions more in revenue per year," unlocking access to an entirely new customer base that was previously out of reach.



Better Inventory Visibility

Inventory has become both more accurate and more useful. Employees now have better information to support purchasing, production, fulfillment, and project execution. Jim's Supply identified inventory as the department that has benefited most from the SAP Business One implementation.



Automation Across Operations

Using SAP Business One's Service Layer, Jim's Supply automated repetitive processes while maintaining ERP and accounting accuracy. Examples: price list updates, sales document workflows, and production document workflows — all reducing manual effort while preserving data integrity.



Batch-Level Traceability

Softengine WMS+ enabled batch-level traceability of raw materials. Integrating warehouse management with SAP Business One made carrying critical batch information much more convenient and cost-effective, opening opportunities with higher-standards customers.



Clearer Project Management & Operational Impact

Project management has become clearer since implementing SAP Business One, giving Jim's Supply greater confidence to manage multiple simultaneous projects. The all-in-one experience reduced the need to "put out fires" — centralized data makes it easier to trace and resolve issues quickly.



Ready to Modernize Your Operations?

Whether you're looking to improve inventory visibility, strengthen traceability, automate manual processes, or gain greater operational insight, Softengine helps manufacturers and distributors get more value from their ERP investment.



Do not cut corners on the planning of the rollout.

It is worth a larger upfront cost to make workflows as seamless as possible and to help maintain the integrity of master data.

— Carson Drake, COO | Jim's Supply Co., Inc.

GET IN TOUCH

Contact us to schedule your personalized demo today!



softengine.com



info@softengine.com



[@softengineinc](https://www.linkedin.com/company/softengineinc)

ABOUT SOFTENGINE

Softengine is an SAP Business One Premier Partner specializing in ERP implementations for manufacturers and distributors. For over 25 years, Softengine has helped companies across the western United States streamline operations, improve inventory control, and scale with confidence.

Deep Industry Expertise

Specialized in manufacturing, distribution, and agriculture

Long-Term Partnership

Guiding clients through every stage of their ERP journey

Full-Suite Support

Implementation, custom reporting, training, and ongoing care

SAP Business One
PREMIER PARTNER



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