



Customer Case Study Increasing Efficiency with an All-In-One System

Industry

Promotional Products

Company Website

www.ballpro.com

Products & Services

Promotional products
supplier printing corporate
logos on anything sporting
good related.

**Approximate # of
employees: 45**

Revenue: \$13 million

Solution:



*“The more efficient
order entry process
let us enter the same
amount of orders
with 40% less staff.”*

Adam Hanson
President of Ball Pro



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CHALLENGE

Ball Pro was using an industry solution to manage their business, but as they grew it became apparent that it did not have all of the functionality they needed. They ended up needing six different systems to manage everything which lead to the need for time-consuming duplicate data entry and a greater risk for error. “Anytime we’d make a change to an order, somebody had to hunt down a paper copy to make the change *and* we had to make the change in the system,” recalled Adam Hanson, President of Ball Pro. **“So we had numerous instances where the order was being changed in the system but didn’t get changed on the paper copy which lead to incorrect orders and shipping errors.”**

SOLUTION

Ball Pro needed to find a better solution for managing their business. After ruling out many well-known solution providers due to limited functionality and unappealing price points, they found Pioneer B1 and SAP Business One. SAP Business One is designed to help manage everything from accounting to order processing and production with a fully-integrated system that updates departments in real-time. **“Going from six different systems to one system, that’s been amazing for us,”** Hanson commented on making the switch. “You don’t have to look into multiple systems and spreadsheets to figure out where your orders are or what pricing is, It’s all just right there.”

RESULTS

Order entry processing for Ball Pro has been streamlined, eliminating the need for duplicate data entry and increasing efficiency. “The order entry process is a lot more efficient and smoother,” Hanson explained. “In 2018, with the help of SAP Business One and Pioneer B1, the more efficient order entry process let us enter **the same amount of orders with 40% less staff.**”

Additionally, Ball Pro was able to automate many of their accounting processes which helped them save even more time and labor costs. “Accounting is much more automated,” Hanson reiterates. **“When comparing the same time last year, we got the same amount of work done with 50% less people in the accounting department.”**

The savings in labor and efficiency costs have been huge benefits to switching systems, but it’s the functionality that really stands out. **“When I compare SAP Business One to our previous system, it’s night and day what you can do with it,”** Hanson pointed out. “Order status is very important to our industry. This has helped significantly for visibility because we can run all these different reports for production and see what’s on the backlog for tomorrow or the next day. Not only that, the system can keep track of time. So if we know there are 100 products and each product takes 30 second to pack. It gives us a good view to make decisions.”

“It fits our needs incredibly. We are so much more efficient. And that’s what I love.”

