

Sexton Group eliminates manual processes, enhances value-add service with SAP Business One



“Previously, we had separate systems to manage our accounting and vendor/member relationships, which meant that data had to be entered twice and all of our administrative tasks were manual. We searched for years for buying group specific ERP software. Finally, Zantek tailored a solution for us and expertly managed integration with LBMX, to give us one system with everything we need.”

Krista Venn
Accounting Manager
Sexton Group

Automated processes reduce administrative burden

Sexton Group, an independently-owned buying group, needed an ERP solution to eliminate manual, paper-based administrative tasks, like managing invoices and rebates for more than 300 members and 250 suppliers across Canada. Zantek worked closely with LBMX, an EDI software provider for buying groups, to customize an SAP® Business One solution.

Objectives

- Seamlessly manage member- and vendor-specific rebate calculations and payment terms (two-way integration with LBMX)
- Automate administrative tasks, like invoicing and statement preparation
- Consolidate data in one place to eliminate duplicate data entry

Benefits

- 25,000 invoices processed monthly in minutes rather than hours
- 350 member statements generated in less than a minute rather than hours
- 45 minutes gained daily on importing 1,250 documents
- Instant access to dashboards and reports
- Accurate invoicing eliminates time-consuming adjustments and improves customer satisfaction
- Enhanced productivity means greater focus on value-add member services

Why SAP Business One

- Designed for small and midsize businesses
- Easy-to-use and well-documented training materials
- Customizable and scalable for future phases

Future phases

- Add SAP CRM for mobile access to member information and history

Why Zantek

- A local partner with business and technical expertise
- Personal service and highly-responsive project managers
- An experienced SAP Business One partner

Relevant links

- [Article: What's holding back your company?](#)
- [SAP Business One overview](#)
- [LBMX company profile](#)
- [Zantek company profile](#)

Sexton Group Snapshot

- Head office: Winnipeg, MB
- Buying group market: building material dealers, hardware retailers, specialty dealers, and manufactured structure specialists
- Scope: 350 members and 200 suppliers across Canada
- Employees: 16
- Users: 10