

Case Study



Business First Connects Product Configurator Application and SAP Business One to Automate Entry of Orders

Overview

A US database and marketing services provider, operating in over 10 states, has a 24 year history of providing advanced information processing services, including database hosting and sophisticated modeling to help over 500 retail companies.

The Challenge

The Company first implemented SAP® Business One in 2005 and has 10 professional and 55 CRM users on the system. It also acquired the OneTrak Product Configurator, which allows the Company's client-facing and production personnel to use an Internet browser to select from more than 50,000 possible combinations of products. Both SAP Business One and the OneTrak Product Configurator were acquired from Business-First, a SAP Business One total solution provider and iBOLT Special Edition (SE) partner based in Chicago and Minneapolis.

Automated integration did not exist between OneTrak and SAP Business One, so **all orders received over the web had to be manually re-entered into SAP**. As a result of significant growth in the Company's business, this was quickly becoming more than a full-time job, with all of the potential risks of manual data entry.

The Company loved SAP Business One and the OneTrak Product Configurator and simply **needed a way to get them working together in an automated fashion**.

The Solution

The Company **needed a solution that could automate the entry of orders entered through the OneTrak application into SAP Business One**, and Business-First recommended using iBOLT SE to do the job.

Using iBOLT SE, and its built-in adapter designed especially for SAP Business One, Business-First was able to avoid expensive programming. Using visual editors and drill-down dialogs, they created an iBOLT flow that polled the OneTrak database for a status change when an order is ready for billing. The information is then exchanged between OneTrak and SAP Business One so that an invoice can be issued promptly to the customer.

"Our implementation of the iBOLT flow took only four or five days," said Ross Unger, a principal consultant for Business-First. "This project gave us a good example of how we could provide solutions for SAP customers using iBOLT. **We have successfully offered it to five additional customers in just a few months** for processes like EDI, website and third party application integration."

Key Benefits

- The implementation allows for timely, faster billing which naturally has a positive impact on both the customer experience and cash flow.
- iBOLT avoids the mistakes and risks associated with manual re-entry of data.
- iBOLT saves on labor costs.
- iBOLT provides a smooth running business process between OneTrak and SAP Business One.

The business process improvements made possible by iBOLT SE have allowed the Company and Business-First to begin thinking about other business processes that can be improved with iBOLT, as the Company continues to meet the needs of a dynamic and growing customer base.

"iBOLT helped us to deliver on the vision of our original implementation by providing a smooth running business process between OneTrak and SAP Business One."

*Ross Unger,
Principal Consultant,
Business-First*

Case Study



iBOLT Benefits

- Accelerates time-to-deployment by eliminating the need for lengthy business integration programming projects around SAP Business One
- Flexibly adapts to support wide range of usage scenarios, such as website integration, workflow, inter-company trade, master-data synchronization, EDI, share data across systems, financial consolidation
- Reduces total cost of ownership (TCO) and enhances return on investment (ROI) by automating business processes, minimizing IT resources and facilitating ongoing maintenance
- Minimizes project risk by providing a standard, certified and tested solution, proven in hundreds of successful implementations
- Enables organizations to quickly adapt to evolving business needs, reducing maintenance costs
- Supports forward compatibility with SAP Business One functionality
- Maximizes usability by retaining the familiar user interface of your key applications
- Out-of-the-box Certified SAP Business One adaptor

“ One of the unseen benefits at this point is the anticipated ease of maintaining the integration flows in the future compared to manual programming.”

*Ross Unger,
Principal Consultant,
Business-First*

About Magic Software Enterprises

Magic Software Enterprises (NASDAQ: MGIC) is a software provider of enterprise application development, deployment and integration technology. The company's platform allows small and medium-size enterprises to rapidly develop, change and deploy business solutions and integrate with existing and legacy systems. Magic's products are built upon 20 years of R&D and customer experience. Through partnerships with more than 2500 ISVs worldwide, Magic Software's technology is used to deliver solutions to more than 1.5 million customers around the globe.

Strategic Partnership with SAP

Through its strategic partnership with SAP, Magic Software delivers iBOLT Special Edition (SE) to extend the capabilities of SAP® business management solutions for small and midsize enterprises. Magic Software's community of SAP partners is growing. More than 200 SAP partners around the world include iBOLT SE as an active part of their toolboxes. Magic Software has received SAP's Award for Innovation (2005) and Quality (2006).

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