

SAP Customer Success Profile Wholesale Distribution



MONTANA TRACTORS

Montana Tractors is a wholesale distributor selling tractors to some 320 dealerships across North America. With annual revenue of around \$80 million, the company has grown fast and needed to manage its financial, sales, and inventory positions more effectively. Montana Tractors implemented the SAP® Business One application, transforming its management capabilities.

AT A GLANCE

Company

- Name: Montana Tractors
- Location: Springdale, Arkansas, United States
- Industry: Wholesale Distribution
- Products and services: Tractors and related equipment
- Revenue: \$80 million
- Employees: 80
- Web site: www.montanatractors.com

Challenges and Opportunities

- Manage dealership chain growing tenfold in just 2 years
- Handle rapid sales growth and control inventory levels
- Replace paper- and fax- based management systems

Objectives

- Introduce integrated business and financial management
- Enable information sharing with dealership chain
- Monitor and manage sales, inventory, and customers

SAP® Solution and Services

SAP® Business One application

Implementation Highlights

- Replaced isolated paper-based information silos with integrated information sharing throughout the business
- Complete solution from server hardware through remote connection technologies to software go-live

Why SAP

- Integrated sales, inventory, financial, and dealership management from a single solution
- Proven record of successful implementations in similar companies throughout North America

Benefits

- Ability to monitor key performance indicators using timely, accurate information
- Better inventory control, sales orders, logistics, and reporting
- Able to integrate with major suppliers' SAP systems

Existing Environment

- Manual and fax-based systems, spreadsheets, and e-mail
- Intuit QuickBooks accounting software

“With SAP Business One we are all playing from the same playbook. SAP Business One delivers more reliable information to help us manage the business, and that’s something that everyone strives for.”

John McNeill
Director of Information Technology
Montana Tractors

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