



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

## Overview

The 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 reentered 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 to use iBOLT SE.

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.

*“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



"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 and we have successfully offered it to five additional customers in just a few months for processes like EDI, website and third party application integration."

### The Benefits

The Company is extremely pleased with the use of OneTrak, SAP Business One and the iBOLT SE.

- The implementation allows for timely, faster billing which naturally has a positive impact on both the customer experience and cash flow.
- It also avoids the mistakes and risks associated with manual re-entry of data.
- In addition, it saves on labor costs.

"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. And one of the unseen benefits at this point," says Unger, "is the anticipated ease of maintaining the integration flows in the future compared to manual programming."

The business process improvements made possible by the 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.

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