



How Netfira Powered LS Tractor

The perfect solution for its dealers and distributor network

INDUSTRY

Heavy Industrial
Equipment

DEPARTMENT

Parts & Dealers

SOLUTION

Netfira

Situation

LS Tractor, one of the fastest growing tractor manufacturers in the world, had hundreds of dealers located all over the United States ordering by phone, fax and email. This manual ordering system handled an 80,000 part inventory that included an overwhelming catalogue of tractor models and configuration options.

Challenges

As LS Tractor grew, this infrastructure dramatically increased costs and time spent on transactions for both LS Tractor and their dealers.

Added to the complexity was the fact that LS Tractor's SAP system runs at their headquarters in Korea and they needed to connect to both their US operations and their SAP system in Korea.

Manual processes were slowing down LS Tractor's supply chain.

Having phone, fax and email ordering systems fuel your dealer and distribution network leads to:

- Inaccuracies resulting from human error
- Delays due to processing time
- Under-informed buyers who can't access real-time supply and pricing data
- Unsatisfied dealers

Objective

LS Tractor needed, and their dealers wanted, an automated web-based solution for order automation and online parts configuration.

Results

All of LS Tractor dealers adopted the new solution that seamlessly works with their SAP system. LS Tractor and their dealers were 100% satisfied with Netfira's web-based always on automated solution.

LS TRACTOR



Recognized as one of the world's fastest growing tractor manufacturers, LS Tractor's success is a result of an unwavering focus on providing exceptional customer satisfaction. For over 30 years LS Tractor has delivered value, quality, performance, and service through extensive investments in research and development, testing facilities and modern manufacturing.

To learn more about LS Tractor, visit www.lstractorusa.com

The Solution

LS Tractor promises a better solution

After looking at the time and costs associated with manual order processing and listening to the needs of their dealers, LS Tractor promised to deliver a better solution within the year. LS Tractor and their dealers needed a solution featuring:

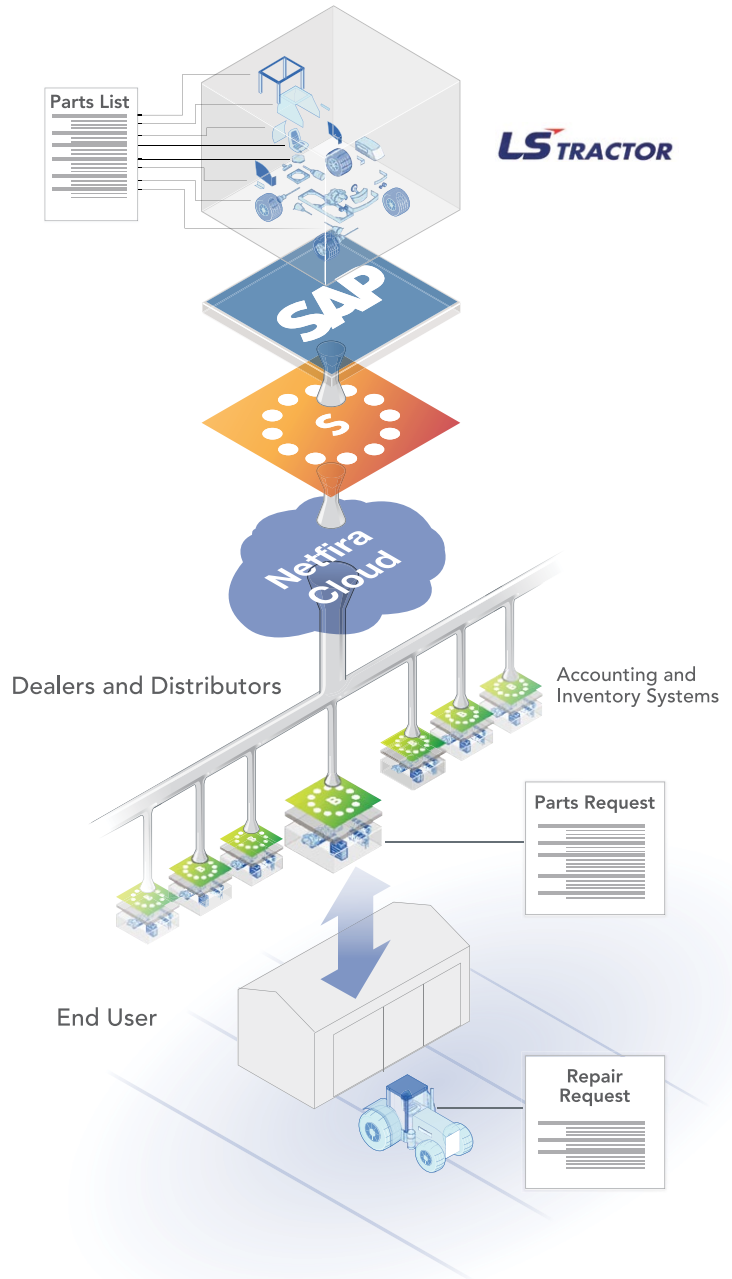
- Low implementation costs for LS Tractor and their dealer network
- REAL-TIME inventory and pricing lookup for their dealers
- Online tractor configuration and ordering capability
- Dealer-specific customized pricing
- Complete automation within their SAP system

The LS Tractor Netfira solution

LS Tractor found that many solutions in the market today either required them and/or their dealers to overhaul their back-office system or couldn't provide the real-time capabilities and SAP integration they were looking for.

That was until LS Tractor was presented with Netfira. With Netfira, LS Tractor found a solution that met their requirements, giving LS Tractor and their dealers a system that features:

- A secure, always on peer-to-peer connection
- REAL-TIME inventory lookup
- Buyer-specific customized pricing
- Automated integration of sales orders, invoices, POs and more into their SAP system
- Easy implementation and simple interface
- Return on investment within months
- Automated buying and selling process



LS Tractor Netfira Solution

LS Tractor Results

Netfira delivers results

LS Tractor needed the perfect solution, and they needed it in less than three months. **Netfira delivered.**

After implementation, LS Tractor invited their entire dealer network to use their new web-based automated ordering system. A few months later:

- LS Tractor began to see a return on investment
- All of LS Tractor’s dealers had adopted the new solution
- LS Tractor and their dealer network were 100% satisfied with Netfira
- All transactions were configured online and processed automatically
- The solution was still working seamlessly with LS Tractor’s SAP system
- Human errors and processing delays were eliminated

“Netfira has enabled our dealers to get REAL-TIME inventory visibility and dealer-specific pricing, along with web-based configurability when placing orders.”

–Anand Bhansali
COO, LS Tractor USA

Start automating your supply chain

Visit www.netfira.com or contact a Netfira sales representative today at info@netfira.com.

- Back-office automation
- Connects buyers and sellers in REAL-TIME
- Cost savings
- Large number of trusted partner relationships
- Growing customer base
- Full range of software and 24/7 support services
- Easy installation
- Completely automated transactions
- Greater inventory visibility throughout your supply chain
- Significant reduction in product returns
- Better planning and forecasting
- Reduced parts inventory
- Secure, peer-to-peer connection
- Cloud enabled solution
- SAP Certified



Connecting Buyers and Sellers in REAL-TIME

Netfira is a breakthrough business-to-business (B2B) supply chain solution that streamlines the buying and selling process. Netfira facilitates REAL-TIME, electronic transactions between trading partners, eliminates manual data entry and integrates with back-office systems to provide powerful, REAL-TIME information about inventory levels and pricing within the supply chain.

+1 855-NETFIRA | info@netfira.com | www.netfira.com

SAN FRANCISCO | MUNICH | SYDNEY