

# Growing 25% Year Over Year with SAP® Business ByDesign®

**Schoolhouse  
Electric & Supply Co.**  
Portland, Oregon  
[www.schoolhouse.com](http://www.schoolhouse.com)

**Industry**  
Retail

**Products and Services**  
Home goods and lighting  
fixtures

**Employees**  
~150

**SAP® Solutions**  
SAP® Business ByDesign®  
solution

A commitment to the preservation of local manufacturing, thoughtful living, and purposeful design is at the heart of Schoolhouse Electric's business. The company sources 80% of supplies domestically – a process that can sometimes slow growth. By optimizing inventory and supplier management using SAP Business ByDesign, Schoolhouse Electric has the enterprise resource management it needs to align supply and demand and compete in the digital world of fast shipping.

## Before: Challenges and Opportunities

- Lack of an ERP solution to manage supply and demand, making it difficult to compete in the market
- Manual quarterly inventory checks that caused store downtime and left room for error
- Inability to forecast supply needs, limiting product availability and lengthening made-to-order lead times

## Why SAP and Navigator Business Solutions

- SAP Business ByDesign, which offers complete, cloud-based ERP and includes extensive features and functionality that can be adopted over time
- Specialized Navigator Business Solutions consultants for all lines of business – from manufacturing to finance

## After: Value-Driven Results

- Increase in product availability, thanks to the ability to forecast supply needs 12 months in advance
- Shorter lead time for made-to-order pieces
- Shorter average time between when an order is placed and when it is shipped
- Increase in on-time delivery rate

**“SAP Business ByDesign allows us to exist in the market and grow as we have – 25% year over year. Without it, we simply wouldn't have competitive lead times and wouldn't be able to fill orders as fast as we do. It does more than enable growth – it makes a business model like ours possible.”**

Chris Tufts, VP of Operations and Finance, Schoolhouse Electric & Supply Co.



Featured Partner



95%

Product availability (a 25% improvement)

90%

On-time delivery rate (up from 70% prior)

65%

Less time between order placement and shipping date (from 2 weeks to 5 days)

>50%

Reduction in lead time for made-to-order pieces (from 1 month to 2 weeks)

[Learn more >](#)