Dead Brands, LLC
Case Study — SAP Business One

FMT Steel: 300% Growth on SAP Business One

A steel products manufacturer replaced error-prone manual processes with SAP Business One — including a full quality management system — and grew the business 300% while becoming 500% more profitable.

300%	500%	100%
business growth since go-live	more profitable post-implementation	structured, error-checked processes

The challenge

FMT Steel was growing, but its processes weren't. Manual workflows and spreadsheet-driven operations meant errors crept into orders, production, and finance — and as export volumes climbed, getting export tax calculations right became a constant fire drill. The business needed structure before scale could continue.

The solution

The company implemented SAP Business One, including a dedicated quality management system, to bring discipline to every process from order to delivery. Instead of tribal knowledge and manual checks, FMT Steel now runs on defined, system-enforced workflows — with accurate export tax calculations built in.

The results

The numbers tell the story: **300% business growth** and a company that is **500% more profitable** since implementation. Errors dropped because the system catches them; exports flow because tax handling is automatic.

Why it matters for SMBs

Manufacturers in the $5M–$250M range often assume ERP is for the big guys. FMT Steel proves the opposite: process discipline is what *creates* the big guys. If your shop still runs on spreadsheets and heroics, this is what the other side looks like.

Source story: SAP customer story: FMT Steel — originally published by SAP Business One. This write-up is an original summary by Dead Brands, LLC.
