



WST Industries

Performing at a Higher Rate with SAP® Ariba® Solutions

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WST Industries LLC (WST), based in Sanford, North Carolina, is a provider of integrated and strategic solutions for industrial firms based in the Carolinas. A premier specialty contractor of construction, maintenance, and fabrication services, the company works with customers step by step to create a well-designed end result. WST's mission is to become a preferred provider for its customers, offer rewarding positions for employees, and to grow as a sustainable business.

Since its founding in 2006 by Bill Skibitsky and his son, Tim, WST has been committed to safety, high ethical standards, and maintaining a professional image. With 45 years of experience in the industry, the duo continues to expand their network and resources for their 67 employees who offer a wide range of services that cover energy assessments, custom material handling, and equipment design and fabrication.

Solution

As an industrial solution provider, WST elected to utilize SAP® Ariba® solutions to become a major source for specialty contractor services. It became clear that the Ariba Network would provide an opportunity to gain better visibility into the purchase order and invoice process with customers. Additionally, the Skibitskys implemented the Ariba Discovery solution as a new platform to market the company and grow business with new and existing customers. They also use Ariba Discovery to respond to requests for proposals.

With an enterprise-level subscription, the Ariba Network has become a necessary tool to achieve WST's goal of sending and receiving POs and invoices in a secure, electronic fashion. The company is now able to use the Ariba Network to send and confirm that customers receive their invoices and track them until they are processed for payment.

Using Ariba Discovery, the company has significantly increased its sales and enhanced its business network. WST has also formed stronger relationships with customers by attending sourcing events through the connections presented to them in Ariba Discovery.

Benefits

The opportunities that have been opened through the doors of SAP Ariba solutions have greatly improved WST's customer base and financial processes. The company has transacted more than believed possible in addition to winning new partnerships since using Ariba Discovery.

By using the Ariba Network, WST has better visibility into the status of invoices and payments from customers. Since it began transacting on SAP Ariba solutions six years ago, the business has grown by US\$2.9 million, or 2,000%.

"The Ariba Network has enabled us to streamline the purchasing and invoicing process with one of our largest customers. It has increased our visibility with this customer, which has had a big impact with the revenue opportunities," said Tim Skibitsky, president of WST Industries.

With SAP Ariba solutions, the company gets paid on time 95% of the time and has reduced the time accounts payable spends researching issues by 100%. With US\$10 million in annual revenue, WST looks to continue this trend.

The Commerce Assistance Team, which works actively with WST to help ensure the company gets the most out of its SAP Ariba solutions, has improved WST's visibility with other potential customers in the Ariba Network. Through the team's guidance and education, WST has achieved its goal on Ariba Discovery and expects to continue to grow its business through both Ariba Discovery and through the growth of SAP Ariba solutions with the company's current customer base.

About WST Industries

WST Industries was created in 2006 when the father-son team of Bill and Tim Skibitsky bought the assets of a Sanford, North Carolina, area industrial contractor. The focus of the WST team has been a precise set of operating principles that includes a total commitment to safety; adherence to the highest ethical standards; fielding the best trained and equipped workforce; applying safe, innovative, and productive work practices; and creating and maintaining a highly professional image. The company believes that, as a partner to their clients, they must consistently provide both best-in-class service and innovative solutions to optimize each client's unique operations. Learn more at wstindustries.com.

About SAP Ariba Solutions

SAP Ariba solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than two million companies use SAP Ariba solutions to connect and collaborate around nearly US\$1 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.

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Tim Skibitsky, President, WST Industries

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