



Customer Profile

Pilot Flying J improves operations with Infor Lawson Enterprise Business Management Solution



Facts at a glance

Products: Infor® Lawson Enterprise Business Management Solution

Industry: Office of the CFO

Country: US

"Infor Lawson Enterprise Business Management Solution is a complete package. It is a cost-effective system that can grow with our needs."

—David DePrimo, manager of corporate systems, Pilot Flying J

About the company

Pilot Flying J is committed to making life better for America's drivers. Headquartered in Knoxville, Tennessee, Pilot Flying J has over 650 retail locations and is the largest operator of travel centers in North America.

The Pilot Flying J network provides customers with access to over 60,000 parking spaces for trucks, over 4,400 showers and over 4,000 diesel lanes. Pilot Flying J and Pilot Logistics Services together employ over 25,000 people and generate sales of 9 billion gallons of petroleum annually. Visit www.pilotflyingj.com for more information.

Challenges

- Improve workflow and increase productivity to support accelerated growth.
- Consolidate disparate financial systems and integrate with fuel-specific applications.
- Reduce risk by providing managers with instant access to key fuel pricing and other competitive information.

Benefits

- Reduced the time it takes to close monthly financial books from three weeks to five or six business days.
- Saved \$700,000 annually by reducing losses on inside sales from 4% to 3%.
- Increased margins and improved business management with better analytics.
- Reduced overtime by two-thirds and cut labor costs by 15% with a labor model built by the solution's analytic architect.

"With Infor Lawson Enterprise Business Management Solution, we get information to our field personnel faster. That allows them to react, so we are better able to manage our food cost margins and our overtime."

—David DePrimo, manager of corporate systems,
Pilot Flying J

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