



## SAP B1 Enhancement for Lubricant Manufacturing Company



### Credit Control and User Access Control Add-on - Case Study

#### The Summary

The client is a major player in manufacturing of lubricants in India. AGT implemented SAP B1 and the client wanted better control over credit to its customers and access to the information. AGT provided the solution by developing the credit control add-on and user access control add-on.

#### The Client

Established in the year 1972, the client is a leading player in manufacturing of lubricants in India. Initially, the client had only one product as Monolithic grease, today the client has a growing product mix of approx. 150 products having multifold market presence.

Initially the client had its marketing operation in a couple of markets in the domestic scenario through a small dealer network. The same small platform has magnified today as a dealer/distributor network of approx. 2500 which is being effectively catered by a marketing team of more than 50 dedicated marketing executives, which accounts for existence of one representative for every 20 distributors ensuring better & efficient services

#### The Business Requirement

The client has different category of customers with their respective credit rating and wanted to control the credit to the customers based on their rating through SAP B1. Also, the client has its operations spread across 20 locations in the country. The client wanted to prevent the dissemination of information of a particular branch to other branches and vice versa. AGT provided the solution by developing the Customer credit control add-on and User access control add-on.

#### Project Summary

**Industry:** Manufacturing

#### Client Profile:

Established in the year 1972, the client is a major player in manufacturing of lubricants in India.

#### Business Requirement:

The client wanted to control the credit to the customers based on their rating through SAP B1 and user location wise access to the information

#### Solution:

AGT developed Credit control add-on and User access control to avoid unauthorized access to information.

#### Solution Benefits

- Better credit control over customers through credit control add-on
- Location wise access control at various transactions and reports to avoid unnecessary dissemination of information



## The Solution

AGT provided the **Credit control add-on** at A/R invoice level for controlling the credit to following category of customers.

- Credit Balance
- Commitment
- Credit Limit

1) While adding an A/R Invoice document, if the Advance Type for the Customer at BP Master is defined as **Credit Balance** then system will check for the credit balance for the BP Master which should be equal or more than the A/R Invoice Document Total that is being added. If the required credit balance is not available in BP Ledger, the A/R Invoice document will go for approval.

2) In case of Advance Type as **Commitment** for the Customers, system will force user to provide data for Payment Mode Field

- CHEQUE
- RTGS

If the Payment Mode is CHEQUE / RTGS then user will be required to key in the CHEQUE NO. BANK NAME and CHEQUE AMOUNT details. All these payment related fields will be mandatory in case of Payment Mode as CHEQUE, without which user will not be able to add that A/R Invoice.

3) If the Advance Type is **Credit Limit** then system will check the Credit Limit availability of the customer using SAP B1 Standard Credit Limit Check, against Current Invoice Amount plus un - deposited cheques. Referring these values if the Credit Limit is getting exceeded then that A/R Invoice document should go for approval before adding.



AGT developed the **User Access Control add-on**:

1) To apply user location-wise access controls at following SAP B1 Modules and reports

- Sales Module
- Purchase module
- Inventory Module
- Banking Module
- Production Module
- Inventory Reports for Depot Users

2) To disable the SAP B1 standard Choose from List and display results of User Access Control Formatted Search (UAC FMS) for choosing the master at various fields listed below module-wise.

3) In View mode, to disable Navigation keys at following masters and transactions for all the users except for employees for whom location is specified as HO. This is to prevent viewing of data of another plants and depots. Following are the screens/objects in which navigation keys will be required to disabled.

- Business Partner Master
- Inventory Transfer
- Incoming Payment

4) In find mode, to disable all the fields in a particular screen to restrict a user to find and view data of another plant or depot. Only the fields on which UAC FMS are applicable will remain enabled for the user to pass any search / filter criteria in FIND mode.

- Business Partner Master
- Inventory Transfer
- Incoming Payment



# AG Technologies

## Technology and Tools:

**SAP Solution:** SAP Business One 2007 B

**Hardware:** 2 x Intel Xeon 3.2

**Operating System:** Windows XP

**Database:** MS SQL Server 2005

**No of SAP User Licenses:** 23 Users

## The Solution Benefit

- Better credit control over customers through credit control add-on.
- Internal checkpoints for various credit ratings and if not mentioned then approvals is required.
- Mandatory fields while creating an A/R invoice to avoid any missing information.
- Location wise access control at various transactions and reports to avoid unnecessary dissemination of information.