



SAP Business One Solution for Life Saving Equipments - Asia Pacific Rollout



SAP Business One Implementation

The Summary

Client had finalized on SAP B1 for its 5 Asia Pacific location regions for standardization of its business processes and to maintain uniformity, consistency, accuracy in International reporting. The earlier plan was to get the implementation done through local implementation partner.

AG Technologies had successfully implemented SAP B1 at its Asia Pacific HQ based in Mumbai. The client was impressed with the quality and delivery of the implementation. At the same time, the implementations in two of the other Asia Pacific locations were facing severe and unmanageable implementation issues. The client then entrusted AG Technologies with the task of rolling out SAP B1 across all these locations.

The Client

Client is into Sales & Distribution of Life Saving Equipments having its global HQ at USA. It's a Leader in advance cardio vascular disease treatment and number one heart Valve Company in the world also a global leader in acute hemodynamic monitoring. Company has 7 branches spread across India and location in Asia Pacific includes Korea, China, Thailand and Taiwan.

The Business Requirement

The company's main challenge was to find a software package and Implementing Partner that could accommodate both immediate operational needs and yet scalable to support future growth and expansion into the region and integrate and connect all the country to head office in USA. The final aim was to implement ERP all across Asia Pacific keeping in mind standardization of process and international reporting.

Project Summary

Industry: Life saving Equipments

Client Profile: Sales and Distribution of life saving equipments

Business Requirement: Improve efficiency of inventory management to strengthen supply chain, Enhance customer relationships and streamline international reporting.

Solution: AG Technologies implemented SAP Business One with base modules in India and Asia Pacific.

Solution Benefits:

- More efficient processes in sales, accounting, and warehouse management
- Streamlined inventory management
- Increased Operational performance
- Cost Saving
- Easy use functionality with SAP Business One
- Streamlined International reporting.



AG Technologies

Following were the key challenges faced by the company:

- Since each Country was using a different country specific ERP, it became difficult to standardize the process and which resulted in problem in International reporting to USA. Each country used to independently and manually do the reporting after month closing. This process took around 7 days. All this resulted into user dependency and was a time consuming activity.
- Client used separate Software to track the Accounting Transaction and Inventory independently leading to a substantial volume of duplication and errors.
- Without an integrated business system in place, client was struggling to get the reporting completed in time. This lack of standard process and data update ability meant an increased risk and difficulty in determining accurately the status of transaction and reports.
- Moreover client needed an implementing partner who understands their process and standardize the business process & international reporting.
- Multi language functionality to be mapped.

Following were the main requirements of the client:

- Being a company that focuses on sales and distribution, client sought a system that could manage complex product distribution effectively without having to incur high labour and operational costs.
- Need an efficient system to reduce costs due to labor intensive manual tasks.
- Need a single integrated and comprehensive system that can provide quickly and easily solution that covers all the needs of the business and Standardize all the country reporting.
- Furthermore, client required a system that would not only perform these functions for one location but for many – system scalability, adaptability, and flexibility were crucial.
- Moreover client needed an implementing partner who understands their business process and standardize it along with international reporting.



AG Technologies

The Solution

AG Technologies assisted client to implement SAP Business One across Asia Pacific as it offered the most comprehensive support for company's requirements. Not only would data quality be assured, but also provided capability to develop new functionality and enhancements in response to changing business needs. Moreover AG Technologies had implemented SAP Business One in India and was familiar with the business process, controls and reporting requirements.

Following are the key SAP Business One Implementation Highlights:

- With now same ERP SAP Business One and standard business process mapping, company now get the details of all the country at any given point of time for example; the company now generate country specific reports in minutes.
- Company can generate and submit reports within minutes.
- Also all country now enters the data in the integrated system which reduced the data duplication and resulted in transparency.
- As all the country has standard business process & reports, users can now be transferred within Asia Pacific.
- Each country can now effectively carry out all the activities efficiently.
- SAP Business One helps it control its inventory and eliminate bottlenecks in its daily operations that resulted from an inability to obtain accurate information regarding deliveries. This often resulted in loss of customers.
- SAP Business One enabled the company to organize and control its inventory so it could meet delivery dates and manage its warehouse activities more effectively.
- As a result, the company strengthened the supply chain process, gained access to more accurate customer information, and experienced improved relationships with suppliers.
- In Thailand, Consignment Stock was tracked as a Sales process, as VAT was to be paid for this consignment movement. The above transaction was reversed on consumption and a fresh invoice was again raised on the customer. The above solution could never capture the consignment stock details. After exhaustive discussions and debates, AGT was able to convince both the customer as well as the auditor of the benefit of using Stock Transfer. The customer is now reaping the benefits of this solution as consignment stock is now available online and at the same time the entire consignment process has been streamlined and standardized.
AGT also assisted the customer in seamless transfer of Trial Balance from Debtor Accounting to Stock Accounting in case of Consignment transfer
- Support after implementation was the next challenge; Knowledge sharing was done with local consultant, for support and addressing local issues.



The Solution Benefit

The implementation is done at Korea, China and Thailand & has been an enormous success and client continues to be very satisfied. Following were the significant business benefits gained from SAP Business One:

- Reduced the duplication of the data, resulting into greater staff efficiency and saved time.
- Online Availability of the accounting and other business information.
- Effective Batch management and blocking sales of expired batch.
- Accurate Tracking of consignment stock and calculating tax liability on consignment through reports.
- Easy, Quick and accurate international reporting
- Company quickly began streamlining business processes, and providing management with real-time visibility into financial data. Clear display of complex accounting procedures
- Real-time access to customer balance, inventory reports and sales histories
- Single integrated system improves efficiency and productivity of staff
- Availability of key information thus enabling quick and informed decisions by Management.
- Customer-related information easily available to respond better to customers' needs
- Improved transparency across different departments
- The company achieved the shortest implementation time and gained quick return on investment.
- Business process Control through Approvals, Alerts and customization.
- Multi language support.