



SAP Business One Implementation for a packaging Company



SAP Business One Implementation - Case Study

The Summary

Client was looking for an effective solution to manage their inventory and sales in multi user and multi location environment. They approached AG Technologies to implement SAP Business One.

SAP Business One facilitated the client to control the stock much more efficiently and streamlined inventory management, Production Process which gave client more time to reach out to new customers, and eventually enabled growth of business.

The Client

The client is one of India's leading paperboard packaging companies with an innovative edge in providing quality folding cartoon solutions. Since its inception the company has been growing double digits every year. The company believes in giving the best quality products through its innovative processes there by achieving customer delight.

The Business Requirement

There were two software's being used by the client, Tally for Accounting and another application Trio for Invoicing. The software's were not capable of integrating multiple tasks simultaneously as well as integration between these applications in a multi user.

Also the Client was looking for an efficient ERP system to support and track its business operations specially the CRM, Order processing and Production Processes activities.

The company has always believed in investing in the best and latest technologies to improve the efficiency and profitability of its enterprises and with this objective in mind has embarked on an exercise to implement ERP in organization.

Project Summary

Industry: Packaging Company

Client Profile: Pioneer in manufacturing of premium packaging carton and Gift Boxes

Business Requirement:

Need an efficient ERP system to track order processing, Inventory and CRM activities. Control and manage the production process and Warehouse and streamline the business processes

Solution Benefit:

- Streamlined processes
- Order Processing & Tracking
- Improved Inventory Management
- Tracking of Production Process and Minimized Cycle Time
- Increased Operational performance
- Reduction in cost
- Easy use functionality with SAP Business One



The Solution

The company turned to AG Technologies, a SAP Business One implementation partner to implement SAP Business One for its ease of use and its functionality to meet the requirement. Client implemented base modules of SAP Business one including Financials, Sales, Purchase, Banking, Inventory management and Add On, i.e. TDS.

The following is the few distinct features, AG Technologies have offered to client in the course of implementing SAP Business One.

- Enquiry or Orders generated by Business Managers were entered as Sales Opportunities and the orders collected by them were entered in SAP Business One as Sales Quotation with specification. Later these orders are confirmed by customer through email or placing PO and the Sales Quotation is converted in Sales Order.
- Every Order consider as a new job and its give unique job id which is track by creating a new Item in system with unique Item code named as a Job Id. All the specification of jobs with material details which is going to use in production maintained on Item Master level through UDF. Alert is defined on creation of new Item master to all concern users.
- Tracking of Jobs in Production Floor is critical task in standard product which is handled by creating Bill of Material and Production order in System. Production process is handled through UDF on Bill of material and Production Order which gives quantitative status of every Job process wise to Management and Business Manager at any time.
- The procurement of Raw material is very critical factor which is handled through MRP planning in the system. User runs the MRP on the basis of existing orders and stocks will get the result in forms of recommendation.
- Every material whether it is raw material or finished goods it goes under quality check and generates quality check reports and certificates. This will addressed through UDT and Approval in system which gives on status availability of QC.
- Tax Codes are also determined in combination of customer group and Item Group, thus no need to specify the tax structure at transaction by the user.
- Various alerts defined for Inventory, Orders Tracking, Dispatches, New Addition in Master or Document and above all exceptional report alerts for any mistakes or deviation done by user in document generation.



Technology and Tools:

- **SAP Solution:** SAP Business One
- **Hardware:** 2 x Intel Xeon 3.2
- **Operating System:** Windows XP
- **Database:** MS SQL Server 2005
- **No of SAP User Licenses:** 8 Users
- **No of CRM Sales User Licenses:** 5 Users
- **No of Logistics User Licenses:** 1 User
- **No of Banking & Finance User Licenses:** 1 User

The Solution Benefit

SAP Business One has delivered significant business benefits to client.

- The solution has increased efficiency since employees can now create accurate, timely financial documents without manual processes.
- Since SAP Business One automatically tracks sales and inventory and therefore employees can give customers up-to-the-minute inventory information.
- Since SAP Business One tracks sales and Production processes and therefore Business Manager can give customers approximate delivery date of their order.
- SAP Business One helps production users do the production planning to give better and efficient output and also helps in utilizing online details of inventory for placing their requirement.
- Client can track new development Jobs from the prospective of cost as well as material, manpower and machine utilization.
- Client's costs are lower because inventory is managed more efficiently.
- Greater efficiency because employees can check current stock levels using automated sales and inventory information.
- Controls were put in place using Authorization in SAP Business One.



- Document Flow and Business Process Flow were put in place using Approvals in SAP Business One.
- More efficient processes in sales, accounting, and warehouse management
- Integration of all business areas into one, single tool. Also, excellent levels of inter module interactions, allowing for more responsiveness to market changes and improved internal performance issues.
- AG Technologies has been able to expand the core functionality of SAP Business One by utilizing the standard to capture specific data together with the ability to write customized reports using the query wizard.