> *"Axxis was able to provide a complete solution that suits our requirement. Through the implementation of SAP Business One we have met our project objective, which is to give management a bird's eye view of the company and its performance. Working with Axxis, we have developed our own sales reports and now management can easily see the sales performance for each agent."*
>
> **- Bernard Sim, Director**

# Customer Success Story

## greentech
### INTERNATIONAL

**Company:**

**Greentech International**

**Industry:**

**Electrical and Instrumentation**

**Solution:**

**SAP Business One**

### CUSTOMER PROFILE

In April 2010, industry veteran Mr. Bernard Sim founded Greentech International Private Limited in Singapore with the vision to revolutionise the regional electrical distribution industry.

Greentech International is a one-stop solution provider for environmentally-friendly electrical and instrumentation for the Oil and Gas Industry. Its mission is to be the leading provider of energy generation solutions that are environmentally sustainable, commercially viable and socially responsible.

Despite being a young company, Greentech International has become the distributor for many major international brands. Today, it has four regional offices in Singapore, Malaysia, Thailand and Indonesia.

### THE CHALLENGE

Greentech International has grown rapidly since its inception, expanding to three other markets in the region. As the business expanded, Greentech International realised that their existing system could no longer support its growth.

Five key challenges with the existing legacy system were identified, namely, (i) the lack of a centralised depository for enterprise-wide information and the ability to view information of other entities on a single platform; (ii) the lack of an integrated business system and automated business processes to handle high incoming sales volume; (iii) the lack of a proper warehouse management system to help organise and track inventory; (iv) the lack of a mobile and flexible sales management system for sales representatives to access information on-the-go; and (v) the lack of a proper timesheet processing system.

In order to bring continuous strong growth, Greentech needed a resilient system that was capable to help the business streamline processes and increase the efficiency of overall service delivery, consolidate and integrate regional activities into a single platform, adapt to the needs and demands of their own clients, and most importantly, scale with the business.

In the future, the system would have to allow Greentech to build upon and integrate into an e-shop.

## A Solutions Provider of Environmentally-Friendly Electrical and Instrumentation for the Oil & Gas industry

### WHY SAP BUSINESS ONE?

Greentech International wanted a system that was cloud-based, flexible and cost-effective. In addition, any preconfigured processes in the new system needed to match current business processes and accommodate to the development of specific functionalities, such as Kitting and Price Calculator, that have already been built into the company's existing system. As such, Axxis Consulting recommended the SAP Business One solution for Greentech International.

SAP Business One provides Greentech with a centralised database of company-wide information. It also allows Greentech International's management to gain full visibility into the organisation and its subsidiaries through comprehensive dashboards and full consolidated business reports.

The new system includes some newer add-ons, such as Stock Query, which allows both the sales and purchasing teams to view sales transactions concurrently. The newly added timesheet management module add-on will easily allow site engineers to input their daily working hours for each project, automatically sending the data to the Finance team for immediate verification and processing.

In addition, SAP Mobility gives sales representatives the flexibility to access inventory and sales information remotely at any time of the day.

### THE PROJECT

During the initial consultation stage, the company was doubtful that the new system would be able to benefit the organisation and often compared it to the existing system. Axxis Consulting did a comparison analysis of both systems, highlighting the functions which were lacking but were crucial to the business, such as relationship maps, a simple query function for ad-hoc reports, Drag and Relate.

Together with Greentech, the SAP B1 project team found out that while the existing system was great, it was not scalable and thus could not accommodate the multiple databases of the company's various entities. This in turn added additional costs for the company. However, by switching to SAP Business One, the company will have the flexibility to create new databases within the system as the company expands.

Axxis Consulting also conducted a thorough user requirement analysis to ascertain the current business process flows and their unique requirements.

During implementation, these requirements were addressed with additional features added onto the new SAP Business One system. Some of these requirements required the consultants to add additional necessary information to user-defined fields and develop new add-on features specific to the customer's requirements, such as Price Calculator and Kitting, which are vital to the sales process.

### PROJECT RESULTS

With SAP Business One, the management has been able to gain better insights into the overall performance of the organisation and its subsidiaries, allowing them to make quicker and more accurate business decisions.

Custom sales reports within the Sales Opportunities module also makes it easier for management to review the sales performance of its agents and gain access to information on the number of sales backlogs and sales won or lost more quickly than before.

With a timesheet management system, the Finance team is able to process timesheets faster and reduce the probability of missed or delayed billing.

In addition, with SAP Mobility, sales representatives are now able to access inventory and sales information anytime and anywhere, thus increasing their ability to provide better service and faster response time to customers.

### FUTURE OUTLOOK

Greentech International looks to add-on additional e-commerce modules to allow the company to launch its own e-shop for explosion proof industrial products within Asia in the future. In addition, they look to improve their current SAP Business One system by refining the timesheet add-on to include digital signatures and enhancing the generation of sales report for nested graphs.