

*“SAP Business One provides us with real-time insights that allow us to significantly improve the management of our finances and operations”*

**-Finance & Admin Manager, Michele Poletti**

## Customer Success Story



### CUSTOMER PROFILE

Soilmec is an international leader in the design, manufacturing, and distribution of equipment for the ground engineering industry. Established in Italy in 1969, Soilmec has always developed safe, innovative, cutting-edge technologies, providing the construction industry with a wide variety of equipment solutions. Soilmec equipment is used every day on jobsites all around the world for bridges, viaducts, motorways, tunnels, underground lines, railways and buildings of all types. Soilmec is involved in a wide range of projects around the world from building highways in Manila to expanding the Panama Canal.

Established in Singapore in 2013, Soilmec Singapore Pte. Ltd. has replaced the renowned Soilmec Far East for the

sales/rental of foundation equipment and spare parts throughout Asia since 2015. The company also acts as a spare parts hub for the Far-East/Pacific area and as a service/repair centre for Singapore and South-East Asia.

### THE CHALLENGE

As Soilmec Singapore began to grow, they realized that their ERP software was too simple and unfit for their environment. Their system was unable to manage their finances and operations in a timely and efficient manner. It was time to upgrade to a more powerful, comprehensive software solution. This is what led them to look into SAP software. Upon meeting with Axxis Consulting, Soilmec Singapore decided that SAP Business One was the right fit, and went live at the end of 2015.



**Company**

**Soilmec Singapore**



**Industry**

**Ground Engineering**



**Solution**

**SAP Business One**

**Website:**

[www.soilmecsingapore.com](http://www.soilmecsingapore.com)



## THE SOLUTION

As the hub for spare parts for Soilmec equipment throughout Asia, Soilmec Singapore manages a wide range of inventory. SAP Business One offers Soilmec Singapore best-practice functionality to help them meet their inventory requirements. The solution helps streamline inventory processes, as well as manage detailed warehouse data, optimize stock locations, and track and record stock movements.

SAP Business One allows Soilmec Singapore to run real-time inventory updates and availability checks as well as manage standard and special pricing. It also allows them to apply volume, cash, and customer discounts and run reports that reveal their impact.

Having real-time financial data at their fingertips allows Soilmec Singapore's finance department to take immediate corrective action if there are any issues with invoices by providing full visibility of cost and revenue. By capturing the entire flow of a transaction from sales order to invoicing,

the solution allows them to better coordinate their efforts and work more efficiently.

SAP Business One allows Soilmec Singapore to manage cash flow, track budgets, and compare actuals versus plans to see where their business stands at a moment's notice.

By integrating financial operation in real time with other business processes, such as purchasing and sales, they can speed up transactions and improve visibility into cash flow.

After a successful implementation, Soilmec Singapore now looks forward to utilizing additional functions of SAP Business One, including CRM and project management functionalities.

## WORKING WITH AXXIS

Soilmec Singapore worked with Axxis Consulting to determine the best way to achieve their business objectives and ensure that their unique business needs were being met. With extensive knowledge of the construction and engineering industries, Axxis Consulting provides them with the right technical resources and as much support and guidance as they need, whether on or offline.

With the help of Axxis Consulting, Soilmec Singapore now has a strong ERP system for their company that streamlines their business operations and continues to encourage company growth.

*"We have only just begun to explore the full potential of SAP Business One, and are excited for the continued benefits that the solution, as well as working with Axxis Consulting will bring to our company".*

**- Finance & Admin Manager, Michele Poletti**