

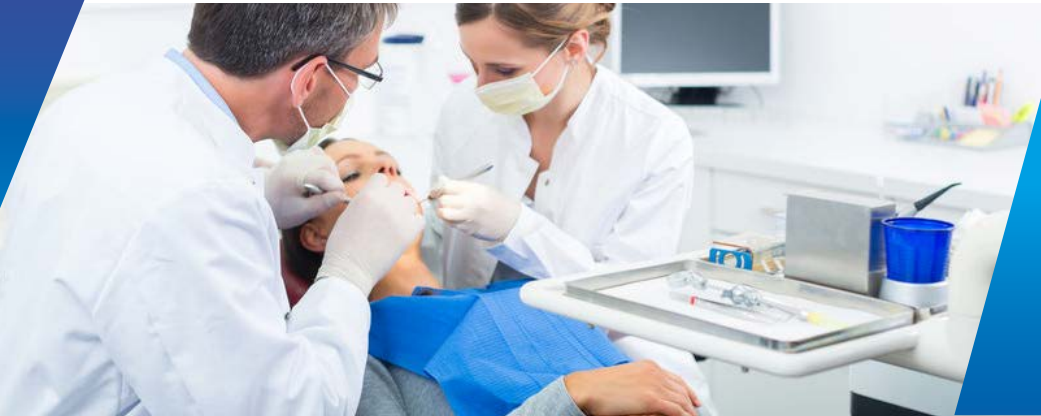
SUCCESS STORY BOOK





United VARs is the leading alliance of SAP solution providers for the mid-market. Axxis Consulting is a member of United VARs, certified with the highest SAP Status as Platinum Partner. We count with the leading solution providers across the world to guarantee the best service and support for your international projects.

Axxis Consulting helped to identify the main requirements for an integrated cloud ERP Solution



“

Axxis Consulting has provided us with a flexible platform for growth and real-time insights that will fuel Dental Focus's expansion for years to come.”

Finance Manager, Nerissa Leaw.

Challenges and Opportunities

- A continuously expanding network of clinics resulted in challenges to integrating disparate systems.
- Data was entered and tracked manually through Excel, which was time-consuming.
- Needed a single system to standardize various processes to eliminate redundancy, to manage inventory throughout its network and real-time insight to facilitate decision making.

Why SAP and Axxis

- Axxis identified SAP Business One's finance and inventory modules as the right fit for their future growth.
- Axxis implemented the project within 2 months, mainly done offsite to minimize disruption of their activities with a fixed price project cost.
- Axxis provided training before the system went live.

Value-Driven Results

- Dental focus able to manage and streamline their financial operations with the help of SAP's finance module which provides visibility and real-time insight.
- SAP's inventory module allows them to run real-time inventory updates, availability checks and manage pricing.

DENTAL FOCUS INTERNATIONAL

Industry
Healthcare

www.dentalfocus.com.sg



As each business is unique, Axxis provided a customized solution with add-ons to fuel productivity



“

Axxis Consulting and AWS allowed us to develop a flexible platform which will stimulate Kyoei Denki growth and give the company more visibility.”

Tan Woan San, Manager
(Finance and Administration)

Challenges and Opportunities

- Kyoei Denki was satisfied with the existing SAP Business One's on-premise but customizations and add-ons were required.
- Difficulties in keeping up with server issues with only a small IT team in place.
- Needed a seamless way to remotely access the system because accessing through a VPN is costly and slow, which also hindered their rollout plan.

Why SAP and Axxis

- Axxis helped Kyoei Denki to upgrade its existing system to SAP Business one version 9.2 and migrate to AWS' secure cloud servers due to its highly reliable, scalable and low-cost infrastructure platform that can reduce friction for the business operation processes.

Value-Driven Results

- The business experienced significant improvements in productivity, reduced overall costs
- Conveniently accessible from anywhere enabled rollout to their other overseas businesses.
- Reduced potential disruptions or system downtime and eliminated IT maintenance services.

KYOEI DENKI

Industry
Industrial

www.kyoei-denki.com



KYOEI DENKI LTD.

Axxis delivers a new ERP solution that will adapt and scale to changing environments



“

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

Michele Poletti, Finance & Admin Manager.

Challenges and Opportunities

- As the hub for spare parts for Soilmec equipment throughout Asia, Soilmec's existing ERP system was unable to scale and adapt to the increasingly complex environment causes inefficiency in handling a wide range of inventory, increasing number of daily financial transactions and operations.

Why SAP and Axxis

- Working with Axxis, Soilmec invested in the on-premise SAP Business One system to improve the efficiency of its business processes and to support its growth needs.
- The solution helps streamline inventory processes, as well as manage detailed warehouse data, optimize stock locations, and track & record stock movements.

Value-Driven Results

- With the implementation of SAP Business One, Soilmec Singapore is able to streamline business processes and run more efficiently than before.

SOILMEC SINGAPORE

Industry
Ground Engineering

www.soilmecsingapore.com



Basic accounting software goes out the door for SAP Business One, on a family friendly budget



“

Axxis understood and demonstrated how we could overcome our business challenges, and offered their solution and implementation services at a price within our budget.”

Ooi Tze Hoong, Country Manager

Challenges and Opportunities

- Play Incorporation's existing accounting software was not adept to handle the amount of data from multiple locations, resulting in an overwhelming data discovery process and numerous data discrepancies between departments.
- They needed a budget-friendly new system that can seamlessly accommodate large volume transactions from multiple locations and consolidate enterprise wide data onto a single centralized platform.

Why SAP and Axxis

- Axxis recommended the SAP Business One HANA cloud solution.
- The system is able to support multiple geographies and being on cloud allows the finance team to connect to different companies from a single platform and flexible enough to allow for third-party solution add-ons.

Value-Driven Results

- It is now much easier for the finance team to perform financial reconciliation, minimizing double entries and data discrepancies.
- The team at Play Incorporation can pull out specific information required in record time with enterprise search functionality in SAP Business One.

PLAY INCORPORATION PTE LTD

Industry
Gaming, Distribution



Axxis knew exactly how to provide laser sharp management visibility of company-wide data in real-time



“

Axxis provided a complete solution that suits our requirements. We have met our project objectives; birds-eye view across the company performance, including new sales reports.”

Bernard Sim, Director.

Challenges and Opportunities

- After rapid growth into three new regional markets, existing IT systems were falling behind due to lack of enterprise-wide database and disparate systems that made a unified business view impossible.
- Lack of a proper sales, inventory, timesheet and warehouse management system was hindering growth when sales representatives could not access information on-the-go.

Why SAP and Axxis

- SAP Business One was identified as the ideal solution as it offers a single, affordable solution for managing the entire business, including financials, sales, customer relationships and operations.
- Greentech International selected SAP Platinum Partner, and United VARs member, Axxis Consulting due to their proven track record using SAP Business One to streamline and transform 100+ businesses.

Value-Driven Results

- Real-time dashboards and reports provide visibility across the organisation and its subsidiaries.
- Timesheet management system enables fast processing, efficient billing and tracking of site engineers.
- Custom sales reports make it easy to view sales performance, inventory and sales data is available anywhere for better service and faster customer responses.

GREENTECH INTERNATIONAL

Industry

Electrical and Instrumentation

www.greentechinternational.com

greentech
INTERNATIONAL

ERP meant visibility and productivity needed to be available anytime anywhere by anyone

“

SAP Business One with AWS will allow our company to grow, with a robust donation process that, long-term, will be increasingly efficient.”

Niklesh Gupta, Finance Consultant.



Challenges and Opportunities

- Since Jamiyah is composed of several different centres and each of them keep separate records, one of the major challenges they faced was information sharing.
- During periods such as Ramadan many donations were made, and these donations were processed manually, which could be overwhelming. Jamiyah could lose track of some donations because of a lack of efficient processing.

Why SAP and Axxis

- Jamiyah chose SAP Business One hosted by AWS mainly because they wanted to have an ERP that can gather all their information be used by all the centres where can more users at any time and minimize their IT investment.
- The unique features developed by Axxis such as donation processing, SAP Business One makes the donation process faster and more efficient.

Value-Driven Results

- All the information from every centre is gathered in a common data base, making procedures easier and faster.
- Since Jamiyah is composed of several centres, Axxis is planning to structure these centres with SAP Business One as branches. This will make transactions easier as opposed to having manual documents or having to call the different centres. This will result in simpler and consolidated processes.

JAMIYAH SINGAPORE

Industry
Non-profit

www.jamiyah.org.sg



Jamiyah
Singapore

Delivering a scalable solution to meet complex daily operations and technology needs



“

Throughout our implementation, Axxis Consulting provided ongoing tools and training to help. We could not have chosen a better partner.”

Benedict Khoo, Finance Manager.

Challenges and Opportunities

- Yenom's existing on-premises ERP solutions could no longer support increasingly complex daily operations and technology needs.
- Maintaining an on-premises IT system was a major challenge due to the recurring costs of professional hardware and network maintenance, monitoring and backups, and infrastructure updates and upgrades.

Why SAP and Axxis

- Yenom selected Axxis to implement SAP Business One cloud that offers a single, affordable solution for managing the entire business, including financials, sales, customer relationships and operations.

Value-Driven Results

- Moving to SAP Business One Cloud has helped Yenom to significantly reduce maintenance costs, streamline business processes and increase productivity and efficiency of operations and staff.
- The finance and inventory modules enable standardization of business processes, removal of redundant activities and reduction in the time needed to complete daily operations.

YENOM

Industry
Manufacturing

www.yenom.com.sg



It wasn't just about the visibility of the logistics chain or real-time data, it was also about the end “customer”

“

Thanks to SAP Business One, our response time to our customers with accurate delivery information has gone down from up to two days previously to mere minutes.”

Gunananthan N. CFO of Tricklestar.

Challenges and Opportunities

- TrickleStar was relied mainly on spreadsheets to run operations, while finance and accounting processes were managed with QuickBooks.
- Inventory processes were run manually, while up-to-date inventory information had to be disseminated via email to sales and operations personnel.
- This made the whole sales process less efficient, resulting in delays in providing delivery information to customers.

Why SAP and Axxis

- TrickleStar needed a solution that was affordable, user-friendly and mobile.
- They needed a system that can support a global operating user base with complex logistics process so they can track shipments from plant to customer.
- As they did not have inhouse IT team, it became clear that CloudOne, the Axxis' pre-configured cloud-hosted solution based on SAP Business One, was the ideal choice.

Value-Driven Results

- TrickleStar has seen significant improvements in operational efficiency just six months after going live.
- Real-time integration of warehouse inventory and visibility of shipments across the entire logistics chain have enabled sales people to provide their customers with accurate shipping and delivery times.
- CloudOne has also helped them to automate business processes, reducing non value-added activities and time required to complete them.

TRICKLESTAR

Industry
Consumer Goods

www.tricklestar.com



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