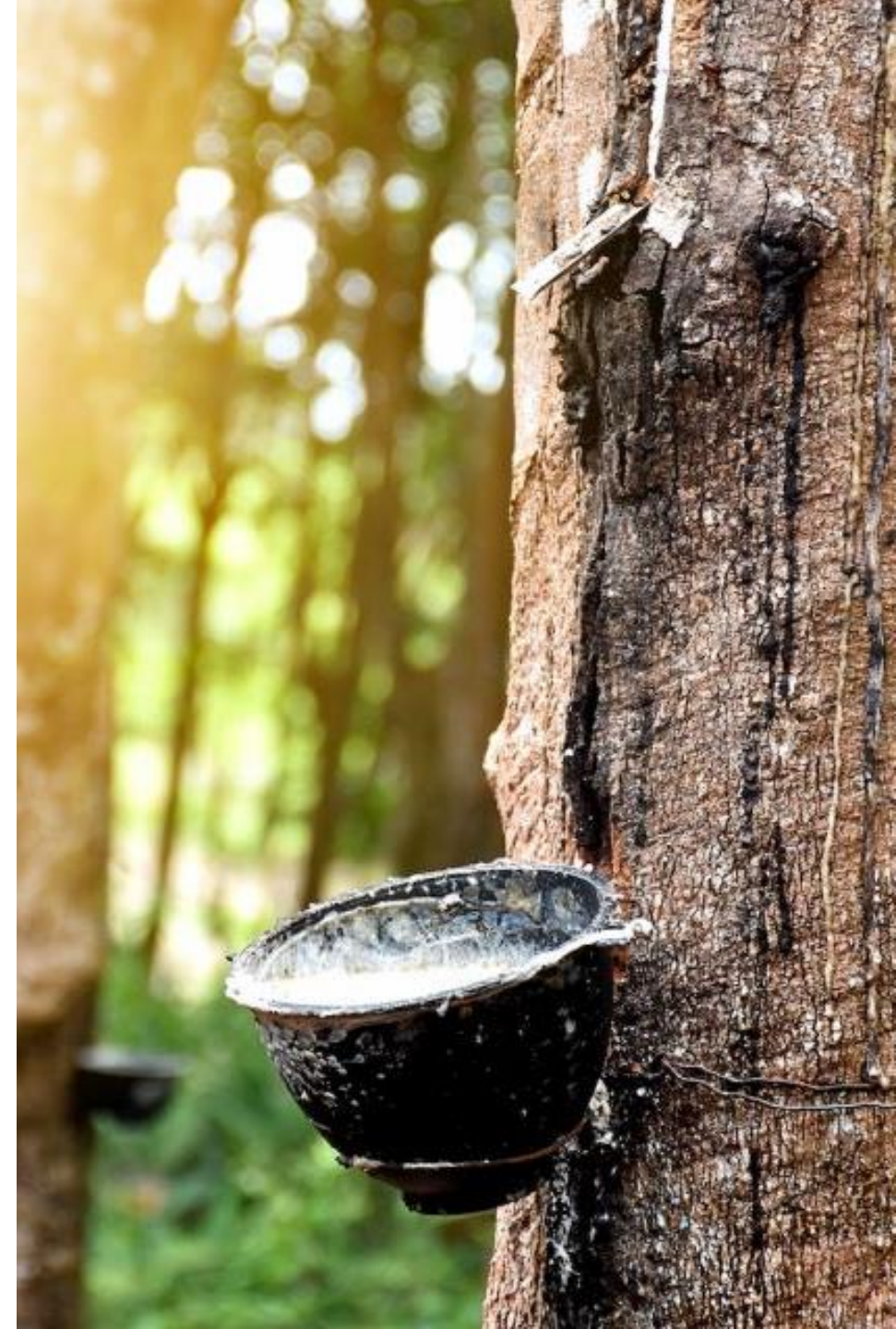


# Streamlined Contract Management for **Enhanced Productivity and Insights**

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## Driving **Global Success** in Natural Rubber Trading

Namazie International Pte Ltd is a key player in the natural rubber industry, with a significant global footprint encompassing trading and production operations across various regions worldwide, including Asia and Europe. The company's extensive operations cater to a diverse clientele, ranging from established tire manufacturers like Goodyear, Michelin, and Continental to smaller rubber users, showcasing their versatility and widespread influence. Namazie's adoption of SAP Business One reflects their commitment to improving operational efficiency and addressing the complexities of their business. This strategic move **boosts efficiency, provides deeper insights into supply chains and contracts**, and equips them to navigate the dynamic rubber industry swiftly.



# Namazie International transforms operations with SAP Business One®, facilitating global trading and shipping expansion



## Before: Struggled to meet the growing complexity of operations

- Their legacy system primarily allowed for the recording of purchases and sales, but many critical operations and reports were only possible outside the system.
- Limited automation capabilities, which hindered their ability to track open contracts & inventory and manage assets & batches.
- Absence of systematic, step-by-step processes for recording and managing data, making reporting and analysis cumbersome.
- Namazie felt overly dependent on a few individuals for software support, which posed a risk to their operations.

## Why SAP and Axxis Consulting

- Despite the short duration of use, Namazie found SAP Business One to be user-friendly and easily customizable, which was a positive change from their previous software.
- They sought more internationally recognized software like SAP Business One to ensure reliable support and scalability as their business became more complex.
- The Axxis team has maintained professionalism and provided valuable support throughout the implementation process while developing custom reports to address Namazie's unique needs.

## After: Unlocking Efficiency and Visibility

- SAP Business One offers advanced reporting capabilities including tracking open positions, aging open orders, open sales, and the reasons for open sales not closing. The system's customization options have made reporting more tailored to business requirements.
- SAP Business One made it easier for Namazie to raise and track contracts for their trading department. They can now easily run reports to monitor open contracts and follow up with counterparties.
- The system enables the easy identification of assets in respective warehouses in real-time. It allows for a more step-by-step approach to processing and managing goods and invoices, aligning with accounting standards.

“SAP Business One has enabled us to **optimize contract management, enhance automation, and efficiently track warehouse assets**. Our partnership with Axxis during the implementation has been both professional and invaluable. As we continue to adapt, we see SAP Business One as a valuable asset for our global natural rubber business.”

Alan Yeo, General Manager, Namazie International Pte Ltd.

## Automation & Consistency

Standardized contract terms with counterparties, reducing the likelihood of errors and discrepancies.

## Advanced Inventory tracking features

The level of detail in tracking assets helps manage the supply chain more effectively.

### Featured Partner



#### Customer Name

Namazie International Pte Ltd  
(Singapore)  
[www.natural-rubber.com](http://www.natural-rubber.com)

#### Industry

Wholesale  
Distribution

#### Products and Services

Producing, trading and shipping major grades of natural rubbers and latex across Asia, America, Australia and Europe.

#### Employees

~10

#### Featured Solution

SAP Business One

