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UNZA COMPANY PTE LTD

SAP HELPS UNZA TO LAY THE FOUNDATION FOR A MORE EFFICIENT ACCOUNTS AND SALES MANAGEMENT PROCESS

QUICK FACTS

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Ms. Wendy Wong, Finance & Admin Manager,
UNZA Company Pte Ltd

Company

With its headquarters in Singapore, leading independent manufacturer and marketer of personal care products, UNZA produces more than 275 products in different packaging formats. Its aging accounting software and hardware in the Singapore office started to give the company problems such as data corruption, prompting it to turn to SAP Business One to overhaul its financial system.

Website

www.unza.com

Challenges and Opportunities

- Aging accounting software in DOS prolonged manual processes
- Frequent data corruption disrupted work and required overtime hours to fulfil the reporting timeline

Objectives

- Implement a reliable accounting system for smooth capture of data
- Meet new accounting deadlines set out by parent company

SAP Solutions and Services

- SAP® Business One

Why SAP

- Easy integration with regional offices that are using SAP
- Allows for industry-specific customisations

Implementation Highlights

- SAP Business One went live within one month of implementation

Key Benefits

- Ability to capture accounting data in real-time ensures quicker report generation
- Improved user productivity
- Better stock management in the warehouse
- Integrated data allows insight to accurate sales figures anytime

Implementation Partner

- The World Management Pte Ltd



UNZA

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Fast-moving consumer group company UNZA turned to SAP Business One to eliminate data corruption, and achieve operational excellence as well as enhance customer satisfaction

Singapore-based UNZA Company Pte Ltd (UNZA) is one of Southeast Asia's leading independent marketer of personal care products. As the company behind household brand names like Eversoft, Enchanteur and Way Way, UNZA produces more than 275 products and in over 1,500 packaging formats. In Singapore, UNZA has its own warehouse where it stocks its goods which will be supplied to local retailers such as NTUC, Sheng Siong, Giant, Shop & Save and Carrefour as well as smaller supermarkets and shops across the island.

With many orders to fulfil every day, it is important to update its warehouse inventory and process sales invoices promptly to enable customers to get their goods on time. However, the previous software and hardware that UNZA utilised were getting old and had started to give the finance team problems. Data corruption, for instance, disrupted work and required overtime hours to fulfil the reporting timelines.

"There were times when employees had to key in several sales orders more than twice," says Ms. Wendy Wong, Finance & Admin Manager, UNZA. "With an eye on future growth, we knew we had to look for a new and reliable accounting system, and hardware before the old one completely collapses on us."

UNZA evaluated a few solutions and decided to implement SAP Business One.

"SAP stood out because some of our regional offices are already on the SAP platform. It would make for easy integration across Asia Pacific in the future," says Ms. Wong.

Ready to Go in a Month

A SAP qualified implementation partner, The World Management Pte Ltd (TWM), was chosen to deploy the solution. From the get-go in March 2008, TWM organised all of UNZA's accounting data, starting from changing the chart of accounts to data migration. While UNZA was testing its new SAP Business One solution, it also did a parallel set of accounts in the old system for backup purposes. During testing, TWM conducted training for the company's employees as well.

Some customisations were required to fit UNZA's unique needs such as computing GST calculations accurately, order processing and correctly accounting for free goods in trade deals. It also had to alter 40 reports to fit UNZA's accounting requirements. As it turned out, both new and old sets of accounts matched, with only a negligible difference. Pleased with the results, UNZA went live with SAP Business One in April 2008 when the company marked its new financial year.

UNZA was impressed with TWM's consultants. "Despite the tight deadline, TWM displayed dedication and professionalism," says Ms. Wong. "Together with SAP Business One and TWM, we caught up with our accounts in one month's time."

Although there was initial staff resistance to the new solution, UNZA countered this by adhering to a strict timeline. It also helped that TWM consultants were on standby to guide the company's employees, giving them tips and tricks as well as shortcuts.

"We were therefore reassured that problems can always be resolved with SAP's consultants," says Ms. Wong.

"Together with SAP Business One and TWM, we caught up with our accounts in one month's time." Ms. Wendy Wong, Finance & Admin Manager, UNZA Company Pte Ltd

Doing it Real Time

Since SAP Business One is capable of capturing data in real-time, it ensures a faster turnaround time in report generation for modules such as Accounts Receivable (AR) and Accounts Payable (AP). In the past, employees who consolidated the accounts had to wait for the AR and AP reports to be completed before retrieving the information from the General Ledger (GL).



“SAP Business One has enabled us to alert the sales people promptly whenever there is a shortage of stocks in our inventory.”

Ms. Wendy Wong, Finance & Admin Manager, UNZA Company Pte Ltd

“Our management shortened our accounts closing timeframe by a week, so having SAP Business One is timely because it helped us meet this requirement with no hassle,” says Ms. Wong.

Real-time data integration has also resulted in letting UNZA’s management know its actual sales performance anytime of the day. Explains Ms. Wong: “From the time we process a sales order, we would know what our sales figure is for the day. In the past, we could only find out what the amount was after day-end batch processing.”

Sales orders are also updated against the master inventory list, giving a true account of stocks needed for the day in the warehouse.

“SAP Business One has enabled us to alert the sales people promptly whenever there is a shortage of stocks in our inventory,” she adds. “This has helped us better manage our stock levels properly.”

Reaping More Benefits

Additional benefits have surfaced as well following the successful implementation of SAP Business One.

“In addition to improving our productivity, employees in the finance department are now able to have proper work-life balance,” adds Ms. Wong. “This has led to happy staff, resulting in an improvement in morale.”

UNZA currently has five users using SAP Business One, but there are plans to extend the solution to its sales and marketing teams. The company is also looking to link up its warehouse to SAP Business One, cutting down on courier costs, and improving the time needed to pack sales orders.

“We are looking forward to the next version of SAP Business One to help us improve our productivity further,” she concludes.

Implementation Partner

The World Management Pte Ltd



The World Management
Pte Ltd

Company Registration No. 198902722M (02/09)

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