beONEsolutions
the global SAP® rollout experts

AT A GLANCE

Industry

Design, fabrication and supply of aluminium windows, grilles and doors

Key Challenges

- **Disperate software solutions unable to integrate departments**
- **Inefficient of data re-entry into multiple systems**
- **Lack of visibility and control of inventory and cost data**

Project Objectives

- **Keep inventory cost low**
- **Improve employee productivity**

Solutions & Services

- **SAP® Business One**
- **Extended Module, Reporting Package, Project Costing & Billing**

SAP Customer Success Story
Positive Engineering Pte Ltd

寶利工程私人有限公司
POSITIVE ENGINEERING PTE LTD

"We used to spot mistakes in four out of 10 invoices that we generated. Now, there are virtually none."

Lim Wei Chuan – Admin Director

Positive Engineering Pte Ltd

Incorporated in 1985 Positive Engineering has two facilities in Tuas spanning 9,700 sqm, Positive Engineering has grown significantly in the past 30 years to become Singapore's leading building facade producer, boasting a turnover of over S$50m.

Positive designs, fabricates and installs aluminium architectural elements, including curtain walls and cladding which clothe a building, shelter it from the elements and give it character.

Its work can be seen on buildings such as the Biopolis in Buona Vista, the administration building of the National University Health System in Kent Ridge, acoustic doors in Golden Village cinemas, inside Changi Airport's Terminal 3 and also on many offices and shop fronts.

Life before SAP Business One

The staff at Positive Engineering used to key in the same data into 10 different databases, causing large levels of unefficiency.

"Our data is no longer trapped in different silos that do not talk to each other," said its sales and administrative director Lim Wei Chuan, 36, who championed and oversaw the SAP project. *"Data now flows through all parts of the system."*

AT A GLANCE

Why an SAP Solution?

• **Reliable innovative world class solution**
• **Flexible user-friendly software**

Key Business Benefits

• **Reduction in time required for preparing invoices**
• **Accurate informative reports providing up-to-date business information**
• **Increased employees' productivity**

Implementation Partner

• **be one solutions Singapore**

Previous Environment

• **Various accounting systems**

Before, he said, Positive used 10 separate databases, from inventory to billing. Most were just Microsoft Excel spreadsheets.

Its payroll system ran on Creative Software's Sage EasyPay Enterprise. At the time the oldest software that Positive was using was for accounting, an MS-DOS software dubbed Mast Accounting dated back more than two decades.

"Data had to be re-entered or copied into the next system. Some documents, such as purchase orders, were written by hand. Mistakes were not uncommon", said Mr Lim, *"We used to spot mistakes in four out of 10 invoices that we generated. Now, there are virtually none."*

Experience during Implementation

"It helped", said Mr Lim, *"that when we implemented the company had experienced consultants like be one solutions that specialises in SAP Business One and has a history of successful implementations".*

He recalled: *"Some staff wanted to replicate our existing systems for familiarity's sake. be one solutions advised against it. Redundant data was eliminated in the new system. We saved ourselves unnecessary work."*

Its $120,000 SAP Project revamp began in October 2010 and went live in May 2011 year.

After Implementation

This new efficiency lets the company focus on its real business. Since this maker of aluminium cladding and curtain walls installed an enterprise resource planning system productivity has greatly increased, SAP Business One integrates information being used across the business, and makes it accessible to every department from sales to finance.

Now, an invoice that took 20 minutes to generate is done in a minute with just two clicks approximately. The changes all combined will enable the company to increase its output by 20 per cent. Smoother operations also benefited the staff, including Ms Nancy Tan, 60, an administrative assistant who once resisted the change.

Mr Lim said of Ms Tan: *"She loves the new system so much that she blurted out a few months ago, 'I love you, Wei Chuan!'*

Project Subsidies

Positive engineering received considerable funding through iSprint, the Infocomm Development Authority's SME programme.

They also claimed a tax rebate, under Inland Revenue Authority of Singapore's Productivity and Innovation Credit scheme, which could save it another 68 per cent on the rest. It was the IDA who recommended them to the Straits Times to partake in a recent interview to discuss the experience of implementation.

Future

Positive Engineering will continue to use the SAP Business One system well into the future, as the company continues to grow. The Positive team regularly meet with be one solutions to discuss the companies IT and business strategy and decide how to improve the system to meet the new requirements that arise.