

SAP Business One enables growth for Data Care Corporation

Company	Data Care Corporation
Location	Pune, India
Industry	Hardware
Products and Services	Systems, Printers, Peripherals, Networking products
Revenue	130 crores
Employees	200+
Web Site	www.dccpune.com
SAP® Solutions and Services	SAP Business One
Partner	Delphi Computech

Challenges and Opportunities

- Improper accounting practices
- Difficulty in consolidation of data
- No control on cost and profitability
- Nonavailability of real time data

Objectives

- Faster Service
- Increase Efficiency and Accuracy
- Better control on all department and Resource allocation
- Opportunity Management
- Transparent data for reports to top management for Improved forecasting
- Better accounting practices

Implementation Highlights

- Comprehensive pre-implementation study conducted
- Training imparted to SAP users
- Customized landed cost evolution
- Post implementation support provided for one year

Why SAP

- Integrated and reliable solution
- Affordable cost of ownership
- Goodwill of SAP in the industry
- Reference from existing SAP customer

Benefits

- Requisite data control, manual work minimized

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| <ul style="list-style-type: none"> ▪ Control and streamlining of business processes ▪ Cost rationalization ▪ Stable and robust system in place to achieve growth target | <ul style="list-style-type: none"> ▪ Enforced Discipline ▪ Process driven approach ▪ Security and Controlled access to data ▪ Empowered the management in strategic decision making to achieve higher targets ▪ Better productivity of employees ▪ Control on Inventory and Obsolescence. |
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Data Care Corporation

With Indian businesses adopting technology at a faster rate, distributors of technology products see a growing market opportunity. However, to prepare themselves to benefit from this opportunity, they need to streamline, and have full visibility into, their operations. Hence, Data Care Corporation, a leading distributor of hardware products, decided to implement SAP in their organization.

Data Care Corporation (DCC) is a Pune based company that provides systems, printers, peripherals, and networking products to organizations. They are distributors and partners for Samsung, Intel, LG, Compaq, and Epson products.

Hurdles to be crossed were many

DCC was operating in a fast growing but competitive market. The company offered credit and back-end discounts to its customers in order to win market share. The percentage of discounts offered were directly related to the discounts they got from their suppliers. The need to link supplier information to sales was critical, especially in order to ensure right pricing. Owing to lack of this, discounting was often arbitrary.

Transaction volumes were increasing by the day, but lack of proper accounting and reporting practices led to missing of many important transactions. The CEO did not have any information on profits till the year-end closing. Overall, there

was no control on costs and profitability. Suffice to say that there was an urgent need to augment the information availability and integration within DCC.

SAP Business One is the chosen solution

Data Care Corporation wanted a solution that would address the challenge of prompt availability of consolidated real time information of transactions. This, they believed, would give them better control over the business processes.

DCC considered two solutions before choosing SAP. One was Tally ERP and the other was Oracle Applications. Tally ERP was not yet launched in the market and did not have any credible track record. A detailed evaluation was done for Oracle and SAP solutions. Presentations and demonstrations were conducted and the solutions were examined for their capability to provide an integrated and reliable solution.

DCC finally chose SAP solution as it was the most appropriate solution for their business. SAP Business One provided an excellent transaction control system which would help DCC manage the growing transaction volumes. The total cost for ownership was affordable and the solution had a proven track record in the industry.

In addition, the recognized brand name of SAP in the market coupled with a strong reference from an existing SAP customer made SAP the obvious choice for DCC.

SAP implementation successful

Delphi Computech was chosen as the implementation partner. Delphi was referred to DCC by an existing SAP customer. Delphi was known for its good post implementation support and efficient training methodologies.

The complete implementation of SAP Business One took about five months. The scope of implementation extended to business processes such as purchase, inventory, sales and marketing, CRM, and financial accounting.

Delphi used mySAP general implementation methodology. A business blueprint was presented, which included the present IT environment and systems in DCC and highlighted the issues related to integration of the SAP in the existing

system. As part of the pre-implementation process, the implementation partners also conducted an initial awareness study in order to get a comprehensive insight of the various business processes at DCC.

This was followed by the realization, migration, and the 'go live' phases. Post implementation support involved training the users, addressing queries regarding the business processes in the new system, introduction of new business process, and rectification of errors committed by users. The implementation partners provided support for one year after which need based support was offered. SAP B1 is being used by 25 users in DCC.

Benefits accrue

SAP was able to successfully address business critical challenges of DCC. The solution provided requisite data control and real time information of transactions. The sales order to billing cycle was shortened as per DCC's requirement. User level data corrections were fully eliminated by authorization control and it became easier to detect and control human errors.

Introduction of the concept of 'Bill of Material' proved to be highly beneficial. The 'Bill of Material' concept included linking of various products based on parent product and child product relationship. SAP enabled DCC to handle growing number of daily transactions, of up to 1000 orders a day, with ease. DCC is now fully prepared to take advantage of the growing market opportunity- thanks to SAP.