

ABOUT ERP

(Enterprise Resource Planning)

AGENDA

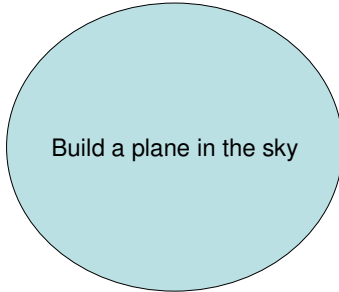
Session-1

1. What is ERP?
2. Why students should have ERP Knowledge?
3. Summary

Session-2

- Case-study of PT. Pembangunan Jaya Ancol Tbk.

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1. What is ERP?

What is ERP?

Enterprise resource planning

From Wikipedia, the free encyclopedia

Enterprise resource planning (ERP) is a company-wide computer software system used to manage and coordinate all the resources, information, and functions of a business from shared data stores.

What is ERP?

Enterprise resource planning

From Wikipedia, the free encyclopedia

ERP systems now,

- attempt to cover all core functions of an enterprise (manufacturing, warehousing, logistics, and information technology, accounting, and strategic management)
- can now be found in non-manufacturing businesses, non-profit organizations and governments.

What is ERP?

Enterprise resource planning

From Wikipedia, the free encyclopedia

ERPs are often incorrectly called **back office systems** indicating that customers and the general public are not directly involved.

This is contrasted with *front office systems* like the e-Business systems such as e-Banking, that deal directly with the customers.

From: www.cio.com ABC: An Introduction to ERP

March 07, 2007 Compiled by Christopher Koch and Thomas Wailgum

There are five major reasons why companies undertake ERP.

1. Integrate financial

ERP creates a single version of the truth that cannot be questioned because everyone is using the same system.

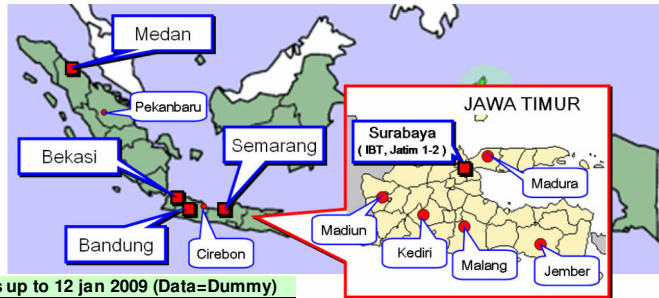
2. Integrate customer order information

Companies can keep track of orders more easily, and coordinate manufacturing, inventory and shipping among many different locations at the same time.

3. Standardize and speed up manufacturing processes.

4. Reduce inventory.

5. Standardize HR information.



Sales up to 12 jan 2009 (Data=Dummy)

Branch	Sales IDR (million)	No of Order
Medan	XXX	XXX
Pekan Baru	XXX	XXX
Bekasi	XXX	XXX
Bandung	XXX	XXX
Cirebon	XXX	XXX
Semarang	XXX	XXX
Surabaya	XXX	XXX
Madiun	XXX	XXX
Madura	XXX	XXX
Jember	XXX	XXX
Kediri	XXX	XXX
Malang	XXX	XXX
IBT	XXX	XXX

1. Single version of sales performance reports
2. Easy to track order status (including shipment from other branches)

Some ERPs (*alphabetically*):

- ERP LX, LN from Infor Global Solutions
- Microsoft Dynamics AX, GP, NAV, SL from Microsoft
- mySAP from SAP
- Oracle e-Business Suite from Oracle
- Orlandsoft Core Enterprise from Orlandsoft Data System
- QAD Enterprise Application from QAD Inc

All other product or company names appearing in this publication are used for identification purposes only and may be trademarks of their respective owners.

2. Why students should have ERP Knowledge?

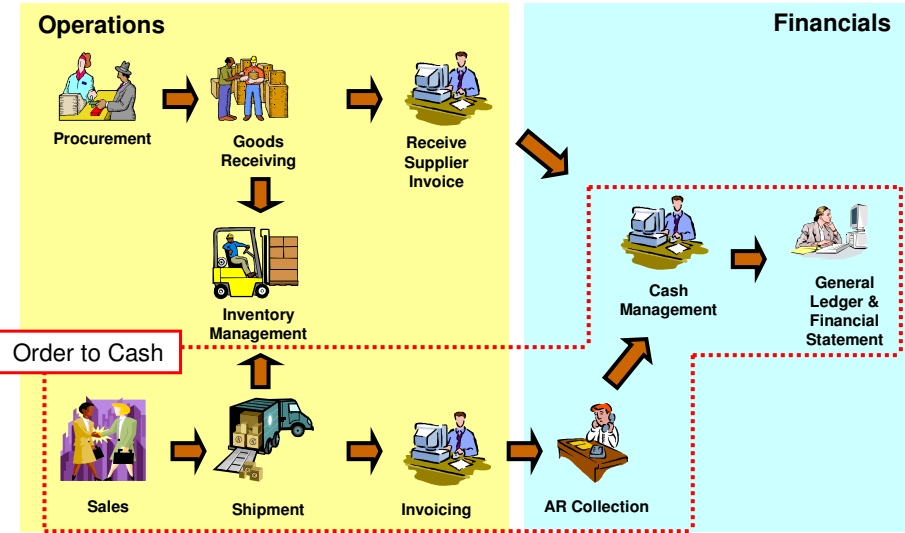
Why students should have ERP Knowledge?

There are 3 reasons, why Accounting students should have ERP Knowledge:

1. ERP is set of Best Practices
2. Some of Accounting Activities are automatic in ERP.
3. The new role of Accounting Professional in company that has ERP.

1. ERP is set of Best Practices

Business Process of Wholesale-Distribution Industry

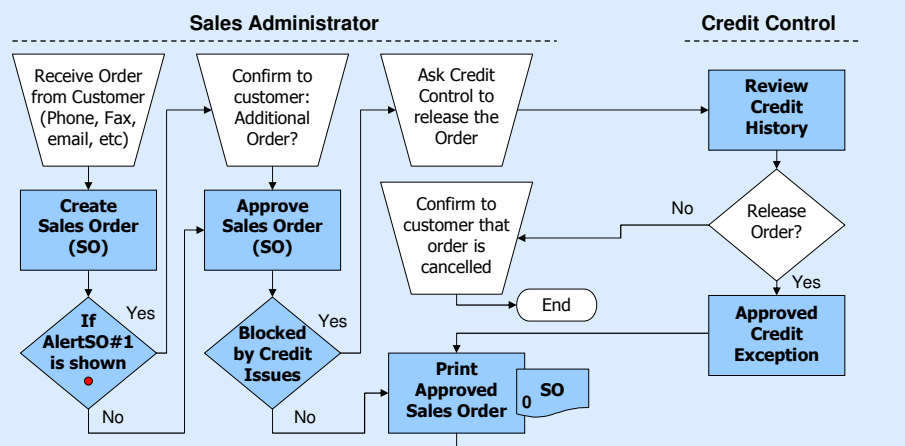


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1. ERP is set of Best Practices

Sample of Best Practices

Business Process of Sales Order Processing



• AlertSO#1 = There is an outstanding order for same item from this customer

2

1. ERP is set of Best Practices

Create **SALES ORDER** and view Stock On Hand & Available

Sales Order - Record Will Be Changed

Date/Time: 7-12-2007 15:03:31 Bill To Customer: 5012 Currency: IDR
 Type: SALES ORDER E#11 Bojong Gede Makmur
 Rate ID: 3 Jalan Bojong Gede Raya No.93
 No: S011200700002 BOGDR
 Sales Rep: -
 TOP ID: 30D TOP days: 30
 Change Order Discount Tax Calculation: include

<No>	Item ID	Description	Qty	Unit ID	Unit Price	Gross Amt	Dis
1	281-2290-25KG	Danasite Brilliant White	20.00	pcs	203,000.00	4,060,000.00	0.00
2	292-3533-2.5LT	Danasield Teratai	20.00	pcs	108,000.00	2,160,000.00	0.00

Shipped Write Off Order Discount
 Invoking Schedule Schedule

Qty On Hand: 88.00 pcs
 Qty Available: 78.00 pcs
 Manual Ref. 1:
 Other Ref.:
 Qty Control Total: 40.00

Gross: 6,220,000.00
 Discount & Rounding: 548,604.00
 VAT: 515,581.00
 Net Amount: 5,671,396.00

Immediate Approve
 OK Cancel

• **Available** =
 On Hand - Outstanding SO
 • **Net Stock** =
 Available + Outstanding PO

Hypothetical data with actual set-up

1. ERP is set of Best Practices

Sales Price Management

Price Master

Search: DLR Sort By:
 Sales Purchase

Price ID	Version No	Description	From Date	To Date
DLR	1	DEALER - SALES PRICE	1/01/2007	31/12/2008

Price List

Price ID: DLR Version No:
 Price Description: DEALER - SALES PRICE
 TOP ID: 30 Days

Search: DANASHIELD Sort By:
 Price List

Item ID	<Description>	Minimal Qty	Unit	Cur	U
292-3544-20LT	Danasield Silka	1.00	pcs	IDR	
292-8414-2.5LT	Danasield Soft Blue	1.00	pcs	IDR	
292-8414-20LT	Danasield Soft Blue	1.00	pcs	IDR	
292-3189-2.5LT	Danasield Surf Crest	1.00	pcs	IDR	
292-3188-20LT	Danasield Surf Crest	1.00	pcs	IDR	
292-6287-2.5LT	Danasield Sweet Pink	1.00	pcs	IDR	
292-6287-20LT	Danasield Sweet Pink	1.00	pcs	IDR	
292-3533-2.5LT	Danasield Teratai	1.00	pcs	IDR	108,000.00 0.00 6.00
292-3533-20LT	Danasield Teratai	1.00	pcs	IDR	732,000.00 0.00 6.00
292-4631-2.5LT	Danasield Tideway (NS)	1.00	pcs	IDR	108,000.00 0.00 6.00
292-0001-2.5LT	Danasield White (NS)	1.00	pcs	IDR	108,000.00 0.00 6.00
292-0001-20LT	Danasield White (NS)	1.00	pcs	IDR	732,000.00 0.00 6.00

Price ID: DLR
 TOP ID: 30D
 Item ID: 292-3533-2.5LT
 Unit ID: pcs
 Minimal Qty: 1.00
 Bonus Qty: 0.00
 Unit Price: IDR 108,000.00
 Use Discount Percentage 6.00 3.00 0.00 0.00 0.00
 Discount Amount: 0.00 / pcs

Flexible Price List:

- Validity date
- Price by Currency
- Multi level discount
- Discount by Quantity, Unit of Measurement, Term of Payment.
- Single or Mix Item Bonus

Hypothetical data with actual set-up

1. ERP is set of Best Practices

Credit Management

Record Will Be Changed

Customer ID: **BD12** Customer Status: Normal
 Customer Name: Bojong Gede Makmur Currency ID: IDR
 Address: Jalan Bojong Gede Rays No. 99
 City: BOGOR
 Post Code: 16920
 Province/State:
 Country: INDONESIA
 Credit Limit: IDR 50,000,000.00
 Credit Status: Normal
 Credit Check Option: Consider Overdue Days
 Credit Days: 1 days

Permitted Term of Payments for this customer

<<+TOP ID>	Description	Days
00	Cash On Delivery	0
14D	14 Days	14
30D	30 Days	30

- Customer credit limit & maximum overdue days with tight integration to collaterals and Sales Order Approval
- Multiple term of payment with tight integration to sales price management

1. ERP is set of Best Practices

Sales Order Approval

Sales Order - Record Will Be Changed

Approval Characteristics:
 SALES-ADMINISTRATOR (BRANCHE)
 Not Sequential
 Partial, Minimal = 1

Entity ID: 12 PT. DEMO-Tangerang (Br...)

<<No>	Item ID	Description
1	070-0009-1LT	Danalux Choco Brown
2	292-3545-2.5LT	Danashield Butternut

Warning: Cannot approve sales order because one or more outstanding invoice is overdue by 1 days.

Gross: 3,010,000.00
 Discount & Rounding: 265,482.00
 VAT: 249,501.00
 Net Amount: 2,744,518.00

- Customer credit limit & maximum overdue days with tight integration to collaterals and Sales Order Approval

Hypothetical data with actual set-up

1. ERP is set of Best Practices

Monitoring Sales Order Status

OUTSTANDING SALES ORDER

GROUPED BY CUSTOMER

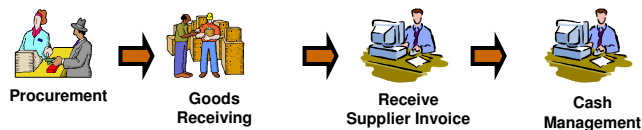
From Site : 0 to 12 **Include Write Off Orders** : No
From Entity : 0 to 12 **Use detail of Shipment and Return Transactions** : No
From Transaction Type : 0 to Z
From Customer : 0 to Z
Cut off Date : 28-Feb-08

Date	No	Manual Ref	VAT	Currency	Project ID				
Site : 01 (SITE JAKARTA (HO))									
Entity : 01 (PT. DEMO-Jakarta (HO&Branch#01))									
Customer : A001 (Angke Baru)									
01-Feb-08	SO012008000006		Include	IDR					
Item ID	Description	Order Qty	Shipped Qty	Returned Qty	OutstandingQty	Unit ID			
070-0009-20LT	Danalux Choco Brown	5.00	0.00	0.00	5.00	pcs			
Customer : C002 (Cikini Baru)									
10-Jan-08	SO012008000002		Include	IDR					
Item ID	Description	Order Qty	Shipped Qty	Returned Qty	OutstandingQty	Unit ID			
292-3188-20LT	Danashield Surf Crest	20.00	0.00	0.00	20.00	pcs			

Hypothetical data with actual set-up

1. ERP is set of Best Practices

Procure to Pay



example of best practices in procure to pay:

- All user's requests should create Purchase Request in ERP → objective?
- All Purchase Orders to Supplier should have Approved Purchase Request → objectives?
- Goods Receiving in Warehouse from Supplier should be matched to Purchase Order → objectives?
- Supplier Invoice receipt only for Received Purchase Order or Purchase Down Payment → objectives?
- Payment to supplier will be matched to Supplier Invoice and Purchase Order → objectives?

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2. Some of accounting activities are automatic

a. Journal of Transactions

>90% journals are automatically generated by ERP System. Some of them are :

- Purchase & AP Journals
- Sales & AR Journals
- Cash/Bank Receipt & Disbursement Journals
- Inventory Journals (FG, WIP, Material Consumption, Cost Variance) and Inventory Adjustment Journals
- Fixed Assets on Journals (including depreciation)
-and many more.....

2. Some of accounting activities are automatic

a. Journal of Transactions

example of system generated journals:

Transaction code	Journals
Purchase Receipt	Db. Inventory Cr. Purchase uninvoiced
Purchase Invoice	Db. Purchase uninvoiced Db. VAT in Cr. Account Payables
Sales Shipment	Db. Shipment uninvoiced Cr. Inventory
Sales Invoice	Db. Account Receivables Cr. Sales Cr. VAT out Db. Cost of goods sold Cr. Shipment uninvoiced

on sales
unit price ?

2. Some of accounting activities are automatic

b. Some Automatic Processes of Calculation

- Cost per unit of Material, WIP, and FG (Average, FIFO, LIFO, Standard)
- Cost of Goods Sold
- Cost Variance
- Realized and Unrealized Forex Gain/Loss
- Credit Limit and Overdue invoices
- Cash/Bank Balances
- Posting of Journals
- etc...

2. Some of accounting activities are automatic

c. Reports

Real time information (customized reports) are can be retrieved and easy to shared:

- Financial Statement (*Balance Sheet, Income Statement, Cash Flow*) for each company or consolidated.
- Profitability Analysis
by Product Group, Sales Group, Branch, Business Unitetc.
- Sales Performance Analysis
by ProductID or Group, CustomerID, Sales RepID...etc.
- Inventory Analysis Reports
- Aging of Account Receivables and Account Payables
- Daily Cash Bank Reports
- Bank Reconciliations
- etc..

The New Role

The New role of accounting professionals in company is providing innovative planning and analytical support to business units and company.



SUMMARY

Example of implementation of Accounting Knowledge in ERP.

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ERP Benefits	Accounting Knowledge
1. Integrate users, processes and data in centralized database to help minimize redundant data entry.	• Effective internal control, Standard Operating Procedure/SOP
2. Unify business operations on single platform by providing a single view of master data (such as customers, suppliers, items, asset-codes) and access to same data.	• Effective internal control, Standard Operating Procedure/SOP
3. Streamline operation by reducing: <ul style="list-style-type: none"> • Transaction cost and processing time • Cost calculation processing time. • Monthly closing time. 	• Journals (<i>inventory valuation, cost accounting, fixed assets, etc.</i>) • Tax.
4. Provide tools to enhance control .	• Effective internal control, Standard Operating Procedure/SOP
5. Real-time and easy to access decision support information from single source of truth .	• Analysis of Financial Statement



THANK YOU

Next: case study of Ancol Financial Integration

At starting period

- 1. Cost efficient**
- 2. Globalization**

At implementation period

- 3. Not a 'trouble-maker' in company**

ERP has been go-live

- 4. Execution of strategies**
- 5. Truly integrate the company**

THANK YOU

Next: case study of Ancol Financial Integration

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www.ancol.com

Sejarah Ringkas

- ④ PT Pembangunan Jaya Ancol Tbk, merupakan perusahaan yang bergerak dalam bidang usaha Pariwisata dan Property, yang berdiri mulai tahun 1966 bernama Badan Pelaksana Pembangunan (BPP) Proyek Ancol.
- ④ Pada tanggal 10 Juli 1992 status BPP Proyek Ancol ditingkatkan menjadi PT Pembangunan Jaya Ancol.
- ④ Pada tanggal 2 Juli 2004 PT Pembangunan Jaya Ancol tercatat sebagai perusahaan Terbuka di Bursa Efek Jakarta.
- ④ Luas kawasan yang dikelola Perseroan saat ini sebesar 552 ha.

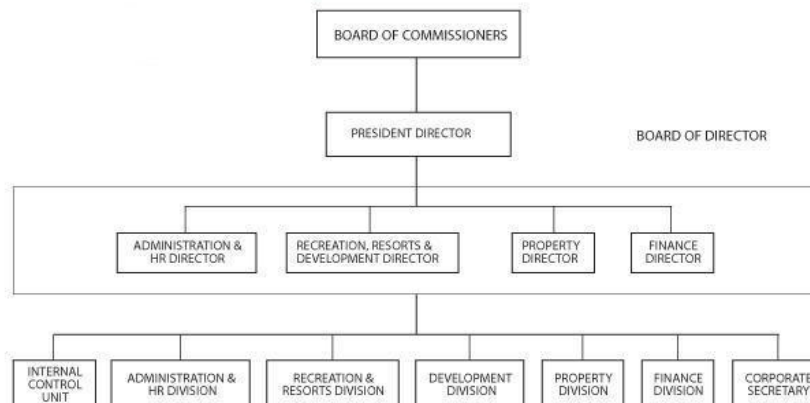
Struktur

Kepemilikan



Struktur

Organisasi



Unit-unit bisnis di Ancol

SeaWorld™
INDONESIA



GELANGGANG
SAMUDRA



Pasar
SENI

MARINA
ANCOL



Padang
GOLF

PUTRI DUYUNG
HOTEL EKSOITIK DI TELUK JAKARTA

Puri Nusadua
PERUMAHAN TEMATIK

ATLANTIS
Water Adventures

Penjualan/Pendapatan di Ancol :

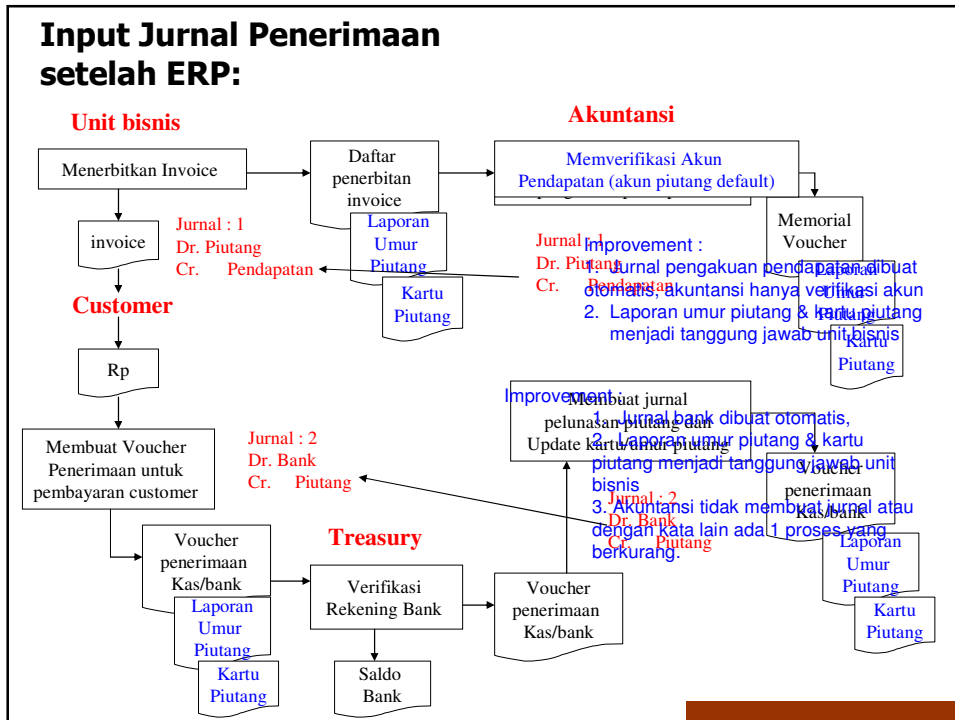
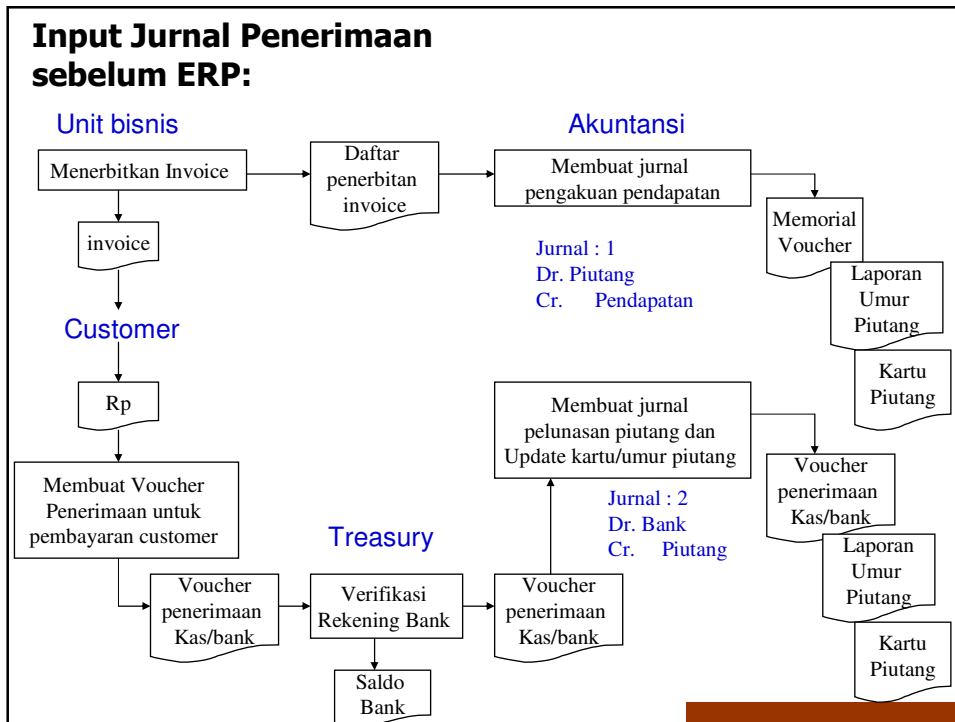
Rekreasi & Resor:

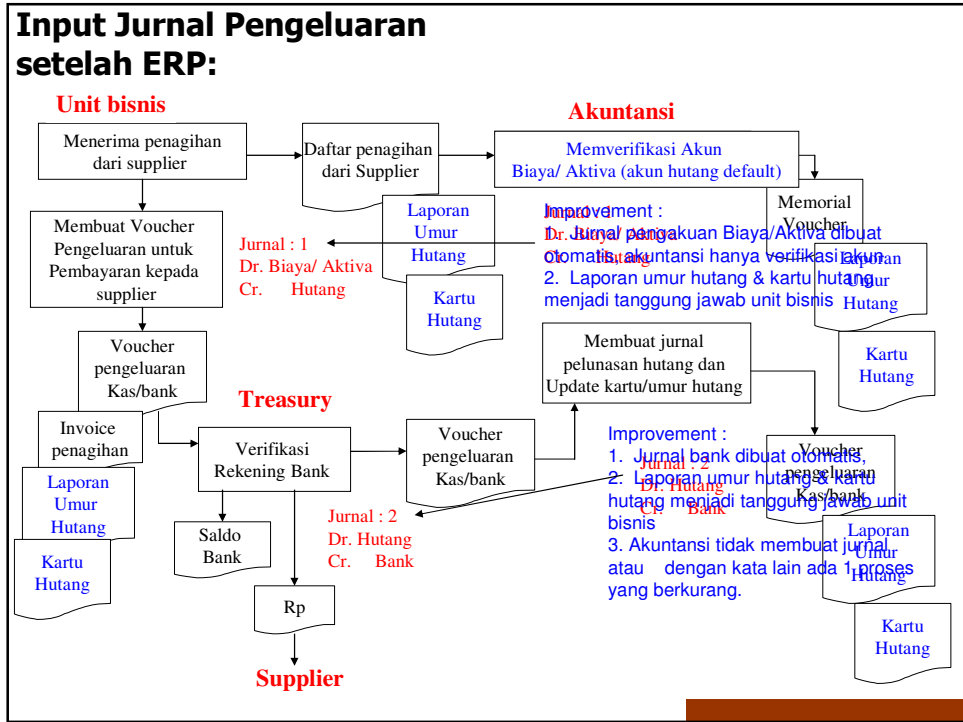
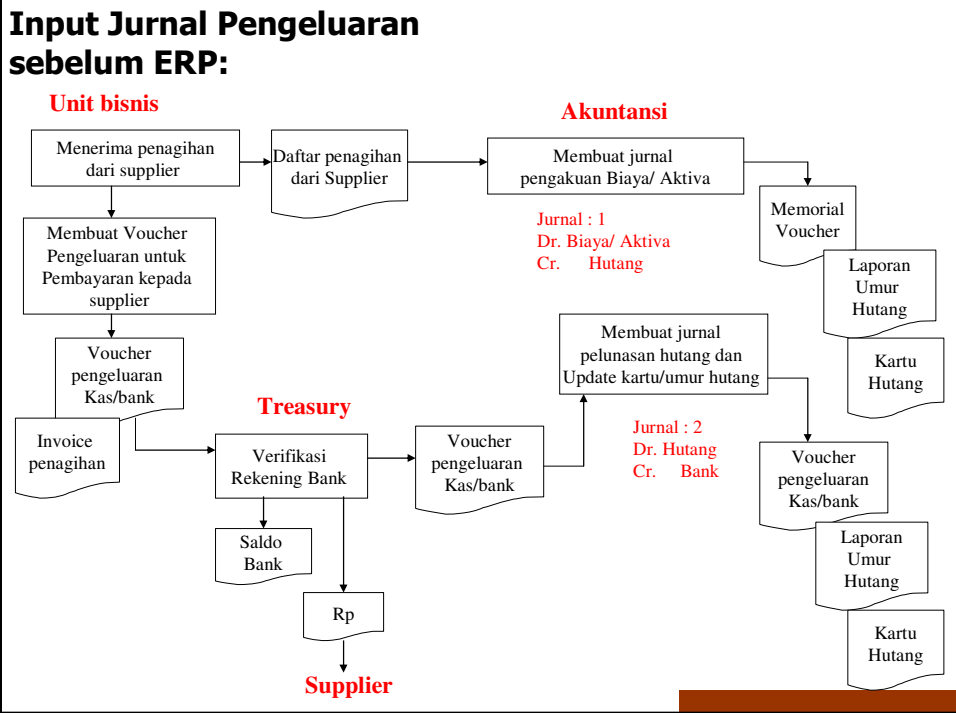
Tiket,
Merchandise,
Sewa,
Hotel,
Restoran,
Kuliner

Property:

Lahan Kavling & Lot, dll









Taman Impian
JAYA ANCOL

TERIMA KASIH