Orlansoft
Systemize. Integrate. Optimize.

Dana paint - DISTRIBUTORS

PT. Dana Kharisma – Surabaya, PT. Dana Prima – Semarang, and PT. Sumber Selatan Nusa – Jakarta (Danapaints Distributors) improve their Business Process Effectiveness using Orlansoft Solutions.

THE COMPANY

PT. Dana Kharisma – Surabaya, PT. Dana Prima – Semarang, and PT. Sumber Selatan Nusa – Jakarta are three among a nationwide chain of Danapaints Distributor in Indonesia. These distributors are part of the PT. Sumber Selatan Nusa of companies Indonesia.

Each company serves as a distributor for paint products--manufactured by PT. Danapaints Indonesia Pulo Gadung Jakarta--to areas within its designated province. PT. Dana Kharisma is responsible for East Java, PT. Dana Prima for Central Java, while Sumber Selatan Nusa covers the Jakarta, Bogor, Tangerang, Bekasi area or JABOTABEK.

THE CHALLENGE

PT. Dana Kharisma, PT. Dana Prima, dan PT. Sumber Selatan Nusa are in constant quest to increase the speed and effectiveness of their business process.

As distributors, the speed and effectiveness of Order Processing, Delivery, Invoicing and inventory control are important factors to develop and maintain customer relations.

"Orlansoft is very flexible, has a lot of features and adopts Best Practices of Distribution Business Model.

It will grow as Danapaint Distributors grow."

Adopt Best Practices of Distribution Business Model

In order to achieve the targeted speed and effectiveness, these three distributors are looking for an application software that provides standard Distribution Business Model, complies with Indonesian Tax Code (primarily VAT), and has the distribution modules fully integrated to the financial modules.

The software in question also must answer to the present needs of existing Sales and Purchase Price Management. The ability to check available quantity and Credit Limit Approval are also essential requirements for the Order Processing process.

The daily high-volume transactions requires fast and accurate process to generate Delivery Orders. The speed in Order Processing, Delivery and Invoicing, on the other hand, necessitates a good and easy-to-use Inventory Control dan Planning.

On the Financial side, AR (Account Receivable) Maintenance, alongside with Post-dated Checks Management are also important issues. The entire process to record incoming post-dated checks, monitor checks that are due, and to deposit the checks has to handled in fast and accurate manner.

On the technical side, the ideal application software must feature rapid installation steps, easy report customization, speedy implementation, with full support from the vendor.
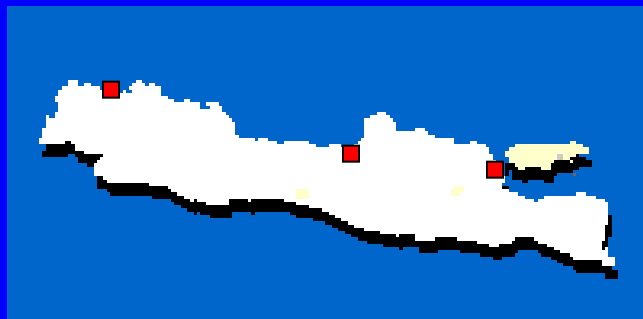
After considering several solutions for distribution, the companies decided to use Orlansoft, since its core modules fulfill 99% of their requirements without customization. Furthermore the solution is delivered by PROSIA, which has proven to provide its excellent support to other business units within PT. Sumber Selatan Nusa.

Within 6 weeks Orlansoft ERP has "gone live" on the first site: PT. Dana Kharisma Surabaya. The other two sites, PT. Dana Prima Semarang and PT. Sumber Selatan Nusa Jakarta each took another three weeks to go live.

In 2004, Orlansoft is expected to deliver the following benefits:

- Easy and flexible access to enterprise data
- Easy and flexible generation of Executive Information reports.
- Improve Sales Order Processing, Delivery, and Invoice Generation
- Improve Inventory Turn Over by 50%
- Easy Inventory and Account Receivable Control.
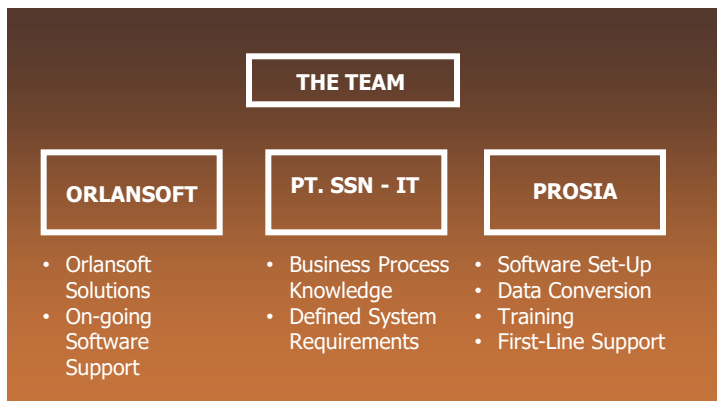
JAVA ISLAND - INDONESIA

- Site#1 PT. Dana Kharisma – Surabaya
- Site#2 PT. Dana Prima – Semarang
- Site#3 PT. Sumber Selatan Nusa - Jakarta

Each site has maintained as single entity with separate Outstanding SO, PO, Balance of Inventory, AR, AP, Cash/Bank and GL.

"Orlansoft supports the companies to improve Sales Order Processing, Delivery, Invoicing, Inventory Control and Planning"

"In fact, Orlansoft fits our needs right out of the box."

Dana paint - DISTRIBUTORS

THE TEAM		
ORLANSOFT	**PT. SSN - IT**	**PROSIA**
• Orlansoft Solutions • On-going Software Support	• Business Process Knowledge • Defined System Requirements	• Software Set-Up • Data Conversion • Training • First-Line Support

THE RESULTS

Orlansoft has been fully implemented in record time with the excellent support of a team of consultants from PROSIA. Presently the three companies has been running the same system.

With significant improvements in customer order fulfillment cycle that begins with faster sales order processing, delivery, and invoicing, the companies can now reduce the time to obtain highly accurate information to enable better decision-making.

Story prepared by PT. SUMBER SELATAN NUSA, in cooperation with PT. ORLANSOFT DATA SYSTEM

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HIGHLIGHTS

COMPANY		
Company Name	PT. Dana Kharisma PT. Dana Prima PT. Sumber Selatan Nusa	
Industry	Distribution	
Product	Paints (DANAPAINTS)	

SOLUTION		
ORLANSOFT Solutions	Orlansoft ERP - Core Enterprise Edition (Sales, Purchase, Inventory, AR, AP, Cash, and GL)	
Sites	3 sites, at different city (Surabaya, Semarang, Jakarta)	
Implementation Time	6 weeks for 1st site, 3 weeks for 2nd site, 3 weeks for 3rd site.	
Platform	PC Server using Microsoft Windows 2000/NT Server	
Environment	Sybase SQL Studio 8.0.2 database, Microsoft Windows 98/2000-OS	

RESULTS

- Faster Sales Order Processing by 50% on average.
- Improve customer order fulfillment with faster Delivery and Invoice Generation by 70% on average.
- More accurate information for better inventory planning and control.