CASE STUDY

DISTRIBUTION
(SANITARY, TILES & BATHROOM)
INDUSTRY NEWS

Orlansoft
Systemize. Integrate. Optimize.

THE COMPANY

Established in 1985, today PT Adika Jaya Dewata has become the leading distribution company in Bali for sanitary ware, ceramics, granite and bathroom products.

We sell many brands of sanitary ware, ceramics, granite and bathroom products. We have supplied to countless construction projects, such as residentials, hotels (star and non-star), villas, or other commercial buildings.

Our Mission: We build people that builds a company through our values, Honesty, Excellence /Empowering, Accountability, Respect, and Teamwork. To become the best provider in finishing goods to improve private residence, housings, hotels, villas, and other commercials projects.

Today, we are expanding our product lines to meet the customer's expectations in the low-end to high-end market segments.

With extensive experience and knowledge, we are always ready to serve and meet the expectations of our customers.

Orlansoft ERP provides easy tools for business process control, simplifies business processes, and improves employee efficiency.

Orlansoft ERP helps Adika Jaya Dewata, in integrating the company's ecosystem, improve services to customers, and respond to future challenges.

Victor Eliazar Layata
Director of PT Adika Jaya Dewata

THE CHALLENGES

The first challenge is how to provide a single ERP system for all end-users of PT Adika Jaya Dewata and CV Surya Mitra Agung which have the same business process. The selected ERP system must provide certain end-users with the ability to access multiple companies with just a single login. The ERP system must also be able to provide the income statement per supplier (up-to contribution margin report) to help top management in comparing the gross profit percentage and direct expenses percentage between suppliers, including the amount of sales contribution from each supplier's products to total sales.

Customers are grouped into several categories, as retail end-user customers, large or small shops reseller, hotels, and customers who are carrying out building construction projects. The multiple categories of customers are the second challenge because each customer category has a different sales business process. The ERP System must also have seamless integration with the Point of Sale System for the retail customer category.

The third challenge is focused on sales transactions to retail customers and large or small shops reseller who need various promotion features in order to attract customers to make more purchases. Examples of promos that must exist are: 1) Buy a toilet bowl will get an extra 15% discount if it is purchased with a tank cap and a seat cover product. 2) Buy 10 units of a certain product, get a free bonus of 1 unit of the same product or another product.

Some products that are ordered by hotels and customers who are carrying out building construction projects could be not available in stock on-hand because the products are not fast-moving products or regular products. Procurement of unavailable products requires easy processing such as auto purchase requests, to assist end-users of the Sales team with automatic purchase request transactions to the purchasing team. Ease of order processing is the **fourth challenge** that must be provided in an ERP System.

We have several warehouses located in Bali. The **fifth challenge** is how the ERP system provides features to facilitate the process of transfer requests between warehouses, transferring goods from the source warehouse, and receiving goods at the destination warehouse. The features should help end-users in each warehouse with easy to monitor transfer request status, stock in-transit, and real-time stock on-hand information.

The **sixth challenge** is in ceramic products. Ceramic products require a feature that can provide stock-on-hand information for each production batch number from the manufacturer (not just per item code or SKU). Ceramics with a different production batch number can have different color gradations, even though they have the same item code or SKU. Usually, customers only want to buy the required quantity of tiles produced from a single production batch number so that the gradation of the floor color remains consistent.

The **final challenge** is the integration to the e-Faktur Application and tracking the status of post-dated check from customers. Sales invoice transactions must be able to allocate tax invoice numbers that have been received from e-Nofa. Sales invoice transactions with tax invoice numbers must be able to be exported to the e-Faktur application without re-entry. The status and effective date of each post-dated check received from customers should be monitored so that it can be cashed at the effective date.

ORLANSOFT SOLUTIONS

Orlansoft Multiple Entity provides features for multiple companies, multiple branches, and multiple business units in a single database to help certain end-users to access all company information with a single login. Access assignments for other end-users can be created in accordance with the respective companies for the transaction level and master data.

ORLANSOFT SOLUTIONS

Orlansoft Cost Center provides dimensions for each GL Account (maximum of 12 dimensions). One of the dimensions of the Cost center group could be used as a supplier dimension for the GL Chart of Account with the revenue, cost of goods sold and direct expense groups, so that the income statement per supplier (up-to contribution margin report) can be generated easily through the Cost Center Quick Summary menu.

The Multiple transaction type feature makes it easy to control access for all types of transactions. Access assignments for each type of sales order transaction, delivery order, sales return order, sales shipment, POS sales, sales return, sales invoice, and sales return invoice can be made to support smooth and control functions of the sales business process for each customer category.

Orlansoft Point of Sale has seamless integration with Orlansoft ERP. Setup of Orlansoft Point of Sale master data can be performed centrally in Orlansoft ERP for all stores. All sales transactions from all stores in Orlansoft Point of Sale are automatically synchronized to Orlansoft ERP, and can be monitored easily from the POS Sales Dashboard menu.

Orlansoft Promo Master provides features :
 • Quantity Discount
 • Buy 2 units of item A, get 1 free unit of item A or item B or additional merchandise.
 • Buy 3 units of item A, B, and C (1 unit each) in a single bill and get an extra discount or a bonus item.
 • Buy 10 units of item X and get a discount voucher of Rp. 25,000 which can be used as payment for the next transaction at the store.
 • various other promo schemes.

Settings of promo scheme can be performed centrally from the Head Office for all stores.

The Auto-Create Purchase Request feature is used for automatic inventory replenishment based on min-max quantity or reorder-point. A suggested reorder point feature for each warehouse can be generated automatically in Orlansoft ERP. Authorized end-users can immediately apply the suggested reorder point to the reorder point used in the next Auto-create purchase request or Auto-create replenishment order process.

Orlansoft Multiple Site provides multiple warehouse group, multiple warehouse and multiple location features for each entity ID. Orlansoft Replenishment Order simplifies the administration, authorization, and monitoring of transfer request transactions between warehouses. Inter-site transfer transactions from the source warehouse and Inter-site receipt transactions at the destination warehouse. It also provides real-time stock in-transit information and stock on-hand in each warehouse.

Item Lot provides features for tracking lot/production batch with expired information date on all inventory, sales, or purchase transactions. Lot ID for ceramic products can be started from Receiving and Finished Goods Receipt transactions. Stock on-hand information on each lot ID and its inward-outward movement history can be monitored from the Lot Status Report and Lot History menus. The Item Lot feature can be activated for a specific item ID and is valid for a specific location ID.

The tax invoice number allocation settings can be assigned in the Set Tax Invoice No menu. The use of a tax invoice number of sales invoice transactions can be allocated for each sales invoice transaction or as a combined tax invoice for several sales invoice transactions that have the same bill-to customer. Sales invoice transactions with tax invoice numbers can be downloaded in CSV and uploaded into the *e-Faktur* application without re-entry. Receive Check transactions can be created at Orlansoft ERP with payment allocation of one or more sales invoice numbers. Check Wizards make it easy to deposit post-dated checks to a bank account, receive a rejected post-dated check, cancel a received post-dated check, and return it to the customer. The process of monitoring the check status can be done easily in the Check Status Report menu.

THE TEAM

ADIKA JAYA DEWATA

 • Defined System Requirements
 • Technical knowledge of legacy system
 • First-Line Support

ORLANSOFT

 • Project Management
 • Technical Support
 • Software Set-Up
 • Data Conversion
 • End User Training & Implementation
 • On-going Software Support

THE RESULTS

Within 3 months, the Orlansoft team successfully implemented Orlansoft ERP. Procure-to-pay, order-to-cash, and finance-accounting business processes have been successfully integrated into Orlansoft ERP.

Orlansoft ERP improved accuracy in the creation of analytical reports required by management, such as profit and loss per supplier up to its contribution margins.

In 2020, the Orlansoft team successfully implemented Orlansoft Point of Sale for retail stores in Grha Adika and made it successful in adopting a Modern Retail Store business process with various promo schemes.

Until now, Orlansoft ERP has made it easier for ADIKA to control business processes, simplify business processes, and improve employee efficiency. Orlansoft ERP has also helped ADIKA to integrate the corporate ecosystem and improve services to customers.

This Success Story is made by
PT ADIKA JAYA DEWATA

in collaboration with
PT. ORLANSOFT DATA SYSTEM

HIGHLIGHTS

COMPANY

Company Name	PT Adika Jaya Dewata CV Surya Mitra Agung
Industry	Distribution & Retail Sanitary wares, Tiles, Granite, Bathroom

SOLUTION

ORLANSOFT Solutions	Orlansoft ERP Orlansoft Point of Sale
Sites	Grha Adika Jaya Jalan Teuku Umar Barat No.368, Pemecutan Klod, Denpasar, Bali - 80119
Implementation Time	3 months in 2012 (Orlansoft ERP) 1 month in 2020 (Orlansoft Point of Sale)
Platform	PC Servers Microsoft Windows Server 2012 R2 - OS
Environment	Sybase SQL Anywhere 17.xx database Mozilla Firefox browser

RESULTS

- A single ERP system for PT Adika Jaya Dewata and CV Surya Mitra Agung with a single master data customer and product.
- The POS system with auto online/offline mode and integrated with the ERP system.
- Integrated Procure-to-pay, order-to-cash, and finance-accounting business processes in Orlansoft ERP.
- Faster Financials Period Closing accompanied by comprehensive financial reports, including the income statement (contribution margin) per supplier.