Trust Systems &Software

Case Study

Implementation of SAP Business One at Sunshine Agri

About Sunshine –

Sunshine Agri Pvt Ltd,is the leading manufacturer and distributor of unique range of agricultural related quality products like pesticides, micronutrient, fertilizers and water soluble fertilizers. Sunshine Agri Pvt Ltd was established in 2005 with the aim of improving agriculture needed products like pesticides, micro-nutrient, fertilizers and water soluble fertilizers. The company policy is to focus on the quality of product and guideline to farmer the development of Indian farmers and agriculture.

Challenges

Inventory tracking of Raw Material was very difficult.

It was difficult to get costing of a batch.

They could not get product category wise profitability.

Challenges

Sunshine has multiple price lists. Manual calculation & maintenance of these price lists was a tedious process.

Dispatch process was complicated.

Implementing Sales promotion scheme was tedious.

Challenges

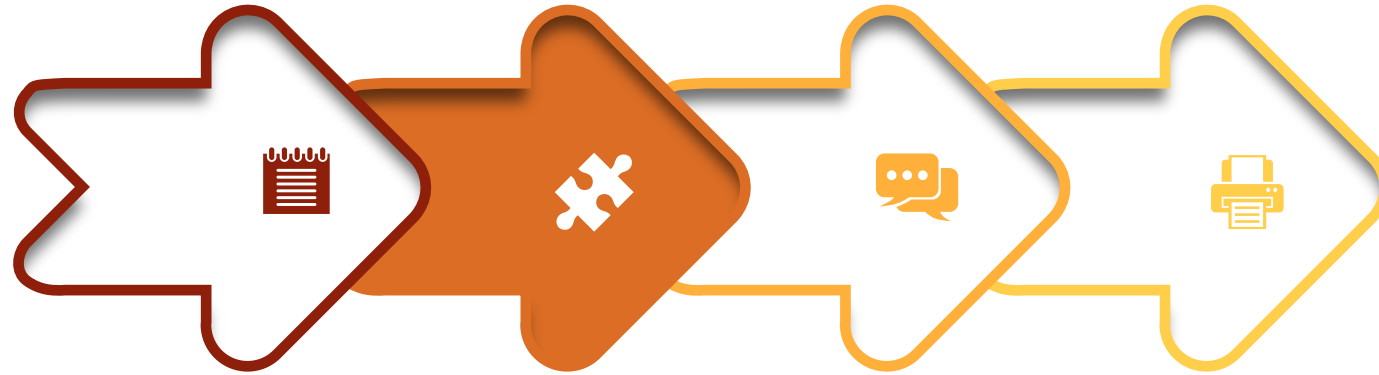- Sales Analysis Reports were not available
- MIS Reports were not available
- Approval process was manual, which would delay the purchase procedure.

SAP B-1 Solution

Management took an initiative to implement SAP Business One solution for their business operations. The key business processes in scope for this implementation was

01 Sales and Distribution

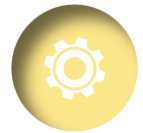**02** Procurement and Inventory management

03 Manufacturing

04 Financials

Following Processes are computerized using SAP Business One:-

Inventory & Production –

Following business operations relating to the Logistics are executed in SAP B1, resulting into instant update of inventory and Accounts.

Purchase Order of

a) Raw material Purchase
b) Packing Material Purchase
c) Chemicals & Additives
d) Services

Material Inward (Goods Receipt) of above items

Quality Inspection – Accept / Reject

Purchase Return
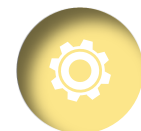
Material Transfer

Production Order
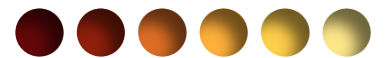
Supplier Bill passing

Material issue for Production
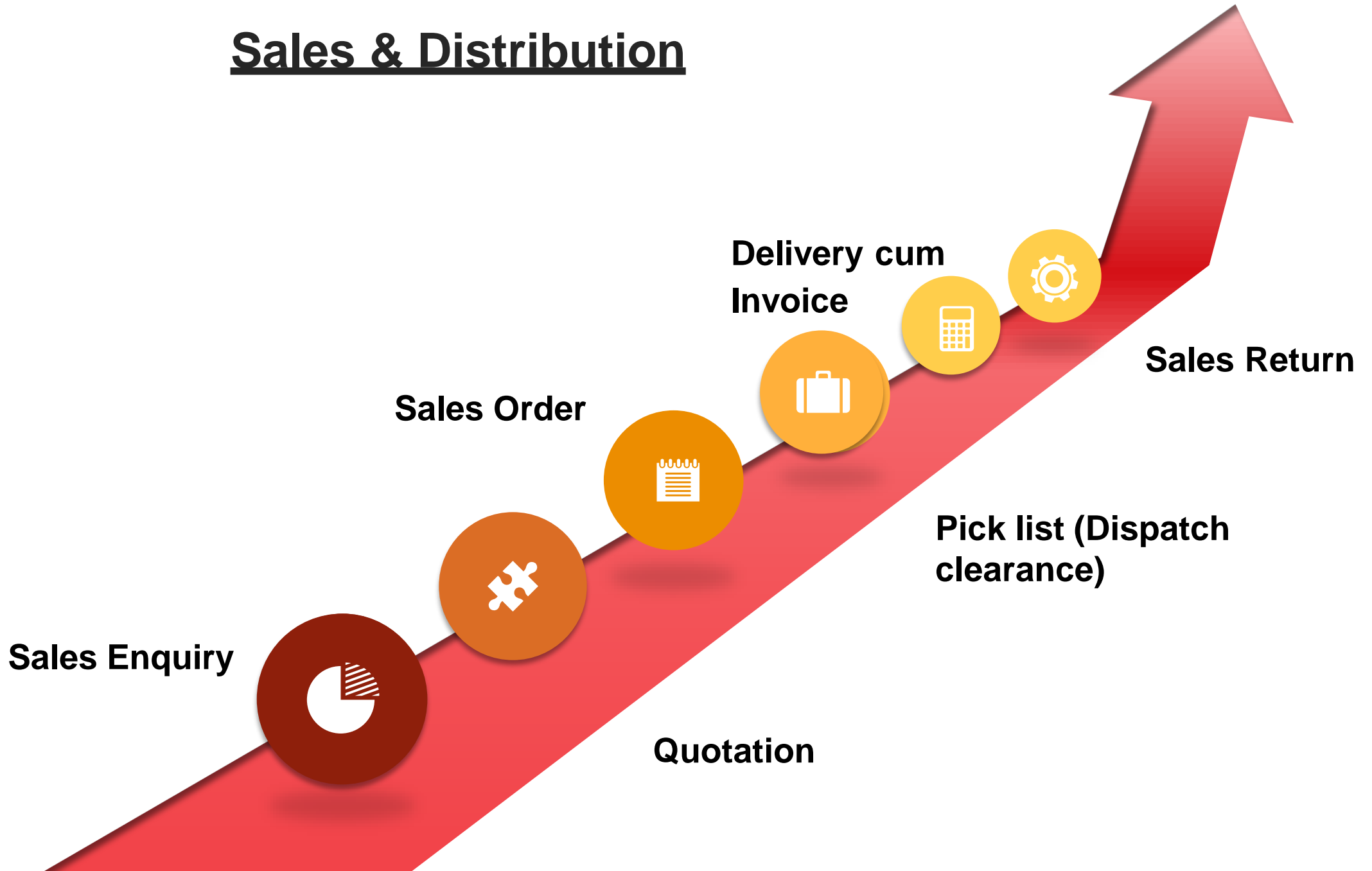
Bill of Material of products

Sub-contracting

Finished Good receipt from Production

Sales & Distribution

Sales Enquiry

Sales Order

Quotation

Delivery cum Invoice

Pick list (Dispatch clearance)

Sales Return

Features used

Batch number for Raw Material

Automatic taxation determination depending upon Customer and Item
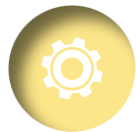
Batch number for Finished goods

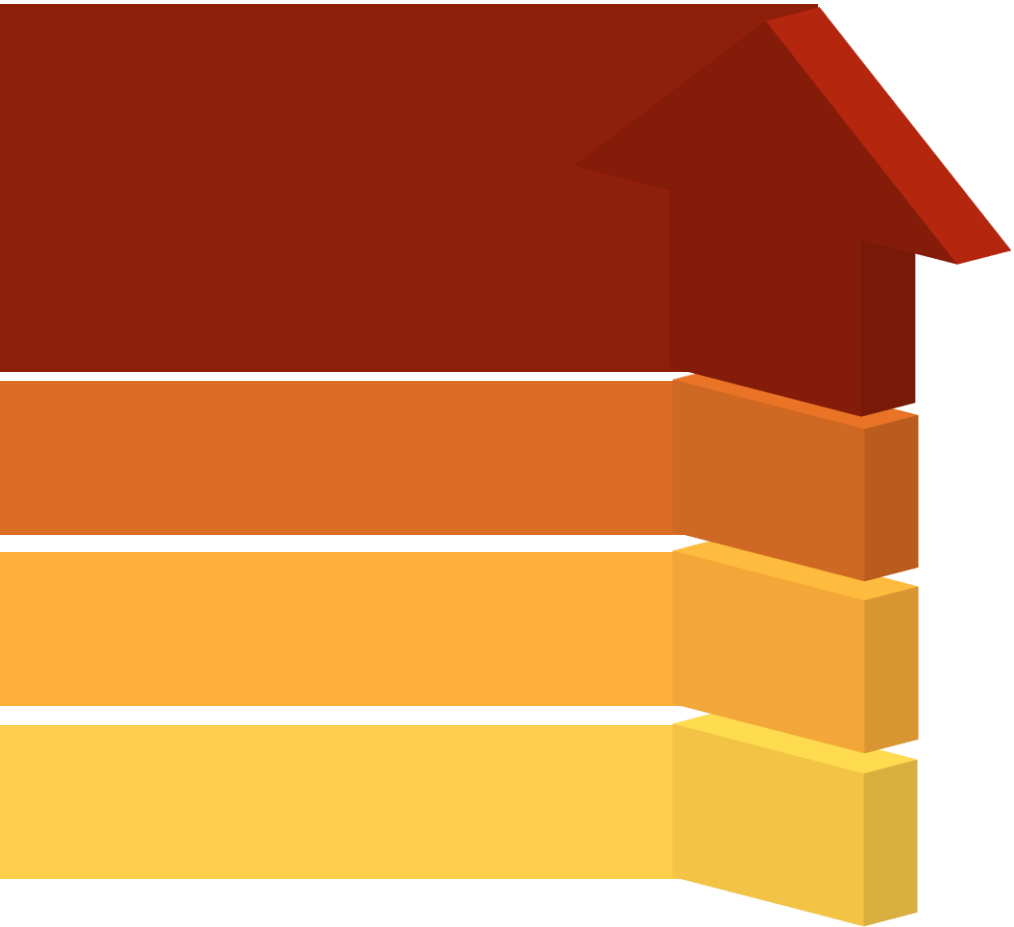Cost Centre

Multiple Price lists

Sales Bill Of Material

User Authorizations

Business Advantages

Perfect inventory of all the Raw Material, WIP, Finished goods is available from system

Now they get costing of each batch automatically from the system.

Each product category is treated like a profit center. Product category wise profitability is available.

Maintaining multiple price-lists has become streamlined as SAP B1 has built-in feature of multiple price lists with automatic price calculation logic considering special discounts for particular customer and / or particular item for a specified quantity; and specified period.
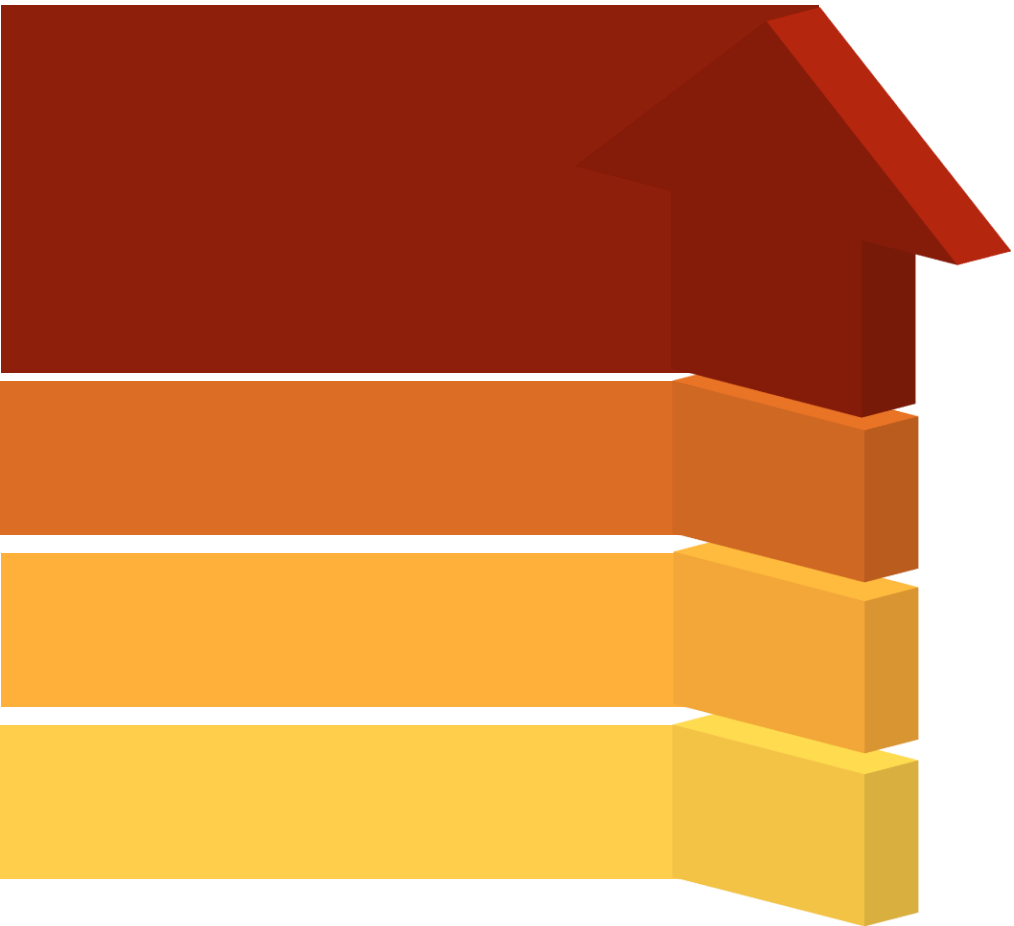
Because of pick-list option the dispatch process has become stream-lined.

Now maintaining Sales promotion schemes has become easier.

Analysis available
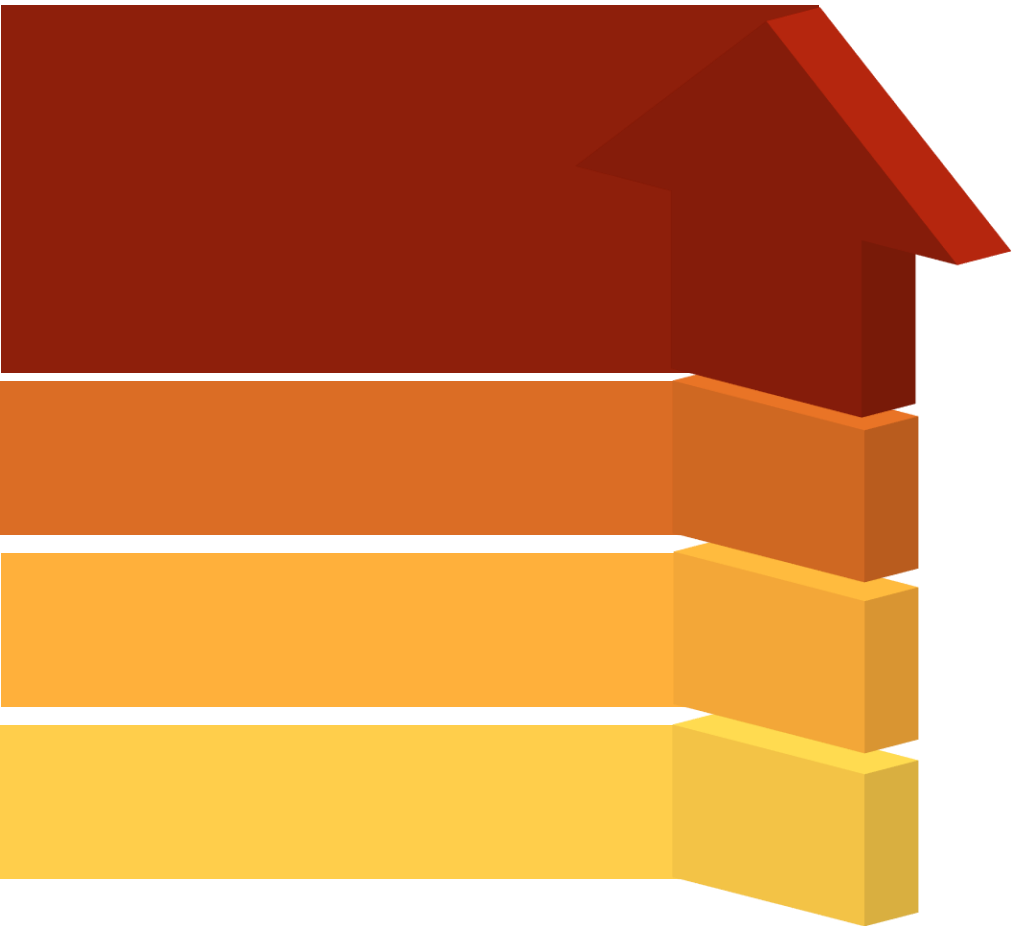*a. salesman wise*
b. customer-wise
c. product-wise

MIS Reports
d. Vendor group wise reports
e. Customer group wise reports
f. Item group wise report

Ageing reports

Approval process for
g. Purchase orders
h. Supplier payment

Activity
i. Customer/Vendor related scheduled activities
j. Internal messaging to the SAP users
   Mobile APP for Sales people

Alerts
K. GRN to managers and quality
l. Incoming payment to management

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