SEISO

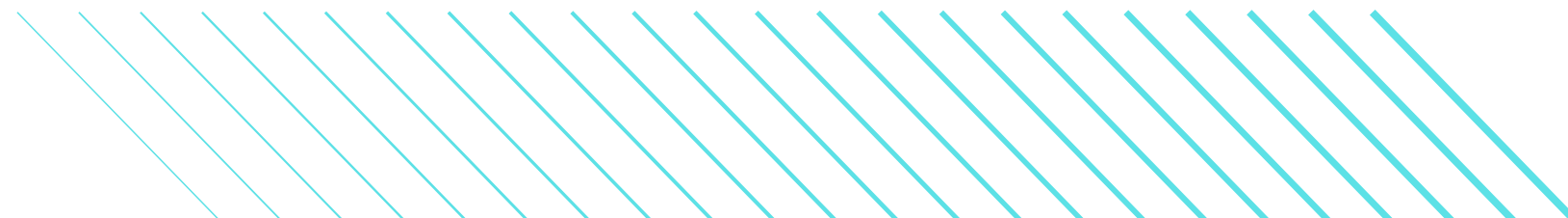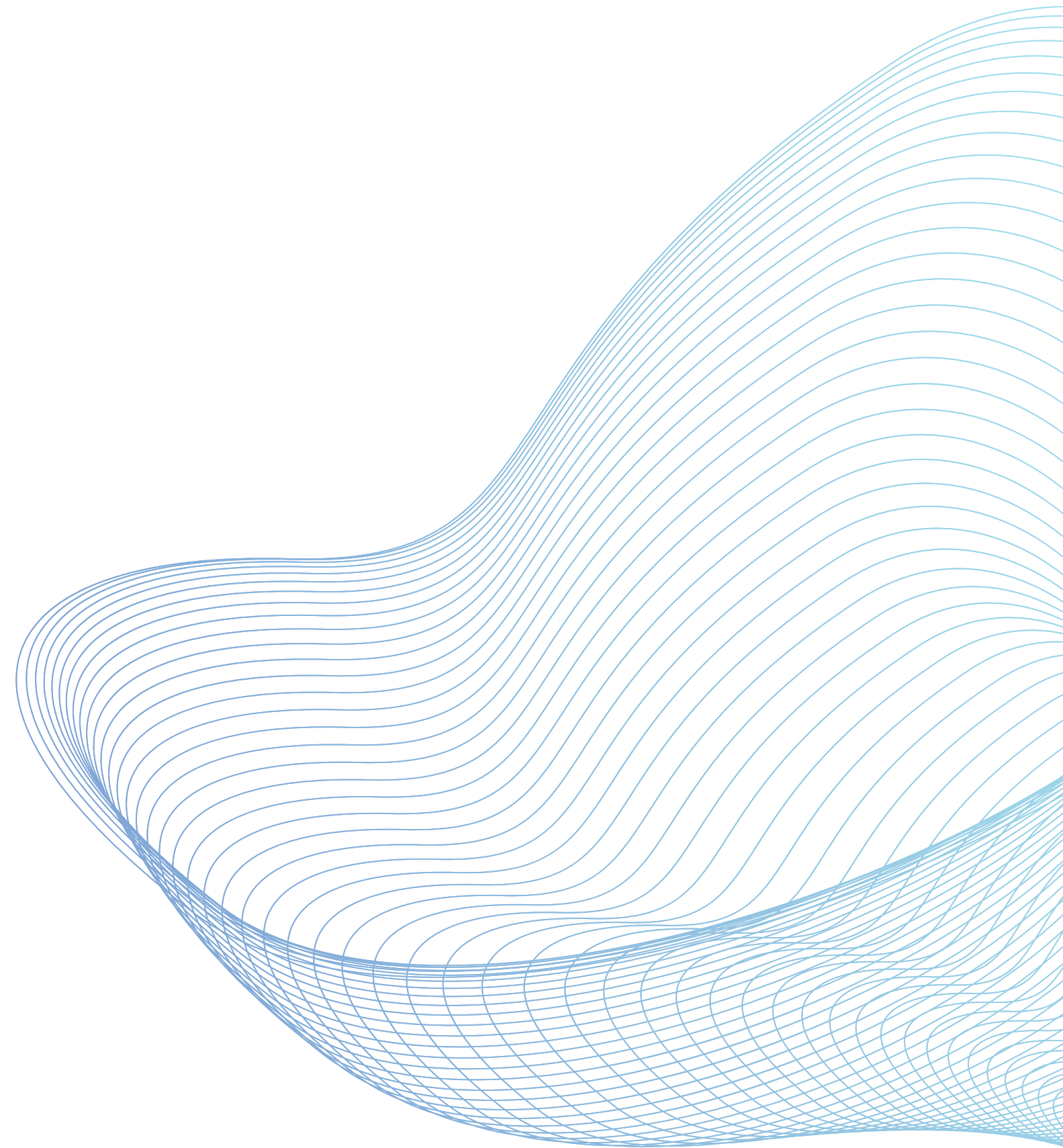# CUSTOMERS
STUDY CASE

ORACLE® NETSUITE

Oracle NetSuite is a comprehensive cloud-based enterprise resource planning (ERP) solution designed to help organizations manage various business processes efficiently. Acquired by Oracle in 2016, NetSuite has become a leading platform for businesses seeking integrated software solutions.

Leads from SEISO

rapid e-Suite

Rapid e-Suite Pte Ltd is a prominent technology company based in Singapore, specializing in automated solutions for Oracle Cloud offerings. Established in 2010, the company has positioned itself as a leading Oracle Partner, focusing on the implementation, management, and maintenance of Oracle's E-Business Suite.

Start Project : **2021 – Present**

KPI per Month : **8**

SOMETHINC

CUSTOMER: PT ROYAL PESONA INDONESIA
COUNTRY: INDONESIA
INDUSTRY: FMCG
NO. OF USERS: 40
ENTITIES : 11
BUSINESS: PT ROYAL PESONA INDONESIA (SOMETHINC) IS A BRAND IN SINGAPORE, INDONESIA, MALAYSIA, AND VIETNAM THAT PRODUCES SKINCARE, MAKEUP, AND BEAUTY TOOLS USING HIGH-QUALITY INGREDIENTS AND HAS A HALAL CERTIFICATE. SOMETHINC PROVIDES A VARIETY OF FACIAL CARE PRODUCTS.

PAIN POINTS/REQUIREMENTS: REPLACING CURRENT ERP WITH A FUNCTIONALLY ENHANCED NETSUITE, INTEGRATES WITH POS SYSTEMS VIA API, AND FACILITATING SEAMLESS INTEGRATION WITH WMS SOLUTIONS, THEREBY ENHANCING CUSTOMER EXPERIENCE AND PRODUCTIVITY.

Rapid Solution

COMPREHENSIVELY INTEGRATES NETSUITE WITH VARIOUS SYSTEMS, INCLUDING POS, WMS, AND THE CUSTOMER'S SALES SYSTEM, ALLOWING FOR SEAMLESS SALES AND INVOICING. SCOPE COVERS AUTO PPN MANAGEMENT, CUSTOMIZATION OF FIELDS AND REPORTS, AND THE ABILITY TO INTEGRATE WITH A THIRD-PARTY SOLUTION IMPLEMENTATION SUCH AS WMS THROUGH NETSUITE API.

ORACLE NETSUITE

Modules: Premium Tier, Financials, OneWorld, Fixed Asset Management, Advanced Financials, Advanced Inventory, Manufacturing.

ORACLE®
NETSUITE

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Leads from SEISO

ꓳPTIMA
Data Internasional
an IBM Company

Optima Data Internasional (ODI) is an IT system integrator specializing in Oracle products and a partner of Oracle and NetSuite in Indonesia23. They provide solutions, implementation, upgrades, and maintenance services23. The company has a team of experienced consultants to support businesses and IT resources

Start Project   :   2022 – Present

KPI per Month   :   8

lemonilo

bobobox

kopi kenangan

L'OCCITANE
EN PROVENCE

OY!

PT. BESTARI JAYA

ORACLE NETSUITE

Company Background
- F o c u s in clothing and fashion retail in Bali
- Running 20 Outlet Shop in Bali and Surabaya
- B r a n d Focus: RipCurl, Billabong,Palm Lagoon, Rycroft

Key Challenges
- Inventory tracking and audit in 20 outlets
- Integration with Front-end System (POS Raptor)
- Consolidation of all outlet
- Manage multiple business, like for example consignment

Modules Implemented
- Sales -> Integrated with POS
- Purchasing
- Inventory
- Accounting
- Finance
- Fixed Asset

Implementation Strategy
- Integrate and implement ERP in 1 pilot outlet
- Partially roll out due to partial inventory counting

Integration with POS
- Sales transaction directly recorded to revenue journal
- Similar POS really help instead of many version of POS
- Stock take done several times to make sure audit process success
- Management Report can be accessed daily

SAP Business One

SAP B1, is an Enterprise Resource Planning (ERP) software specifically designed for small and medium-sized businesses (SMBs). It provides an integrated solution that helps manage various aspects of a business, including accounting, financials, inventory, sales, customer relationships, purchasing, and reporting and analytics.

INTI DATA UTAMA

Inti Data Utama (IDU) is an Indonesian company established in 1999 that specializes in Information Technology solutions, particularly in Enterprise Resource Planning (ERP) systems. The company focuses on helping small and medium-sized businesses enhance their operational efficiency and achieve their maximum potential through integrated software solutions. IDU is one of Gold Partner SAP in Indonesia.

Start Project : 2022 – Present

KPI per Month : 10

Leads from Seiso

Indoguna Meatshop & Gourmet

CAPITAL ASSET MANAGEMENT GROUP

Sarinah

BINTAN INDUSTRIAL ESTATE

BAHANA
PT Bahana TCW Investment Management

Lasallefood Indonesia

itenas
Institut Teknologi Nasional

CAP Ikan Mas

lapi
PT. LAPI LABORATORIES

FAKULTAS EKONOMI DAN BISNIS

PT. Dekoramik Perdana (SANDIMAS)

Sandimas is a ceramic and sanitary distribution company spread across various cities in Indonesia. Sandimas previously used ERP QAD but for inventory and financial it was never accurate. Finally in 2017 Sandimas chose SAP Business One. With 30 users and HANA Database, packaged with **Microsoft PowerBI** as many as 5 user subscriptions and development of 3 dashboards.

Currently, Sandimas continues to use SAP Business One with PowerBI Dashboard which has been continuously developed by the Sandimas internal IT team.

More about Inti Data Utama :
IDU successfully delivers an average of 20-22 SAP B1 projects annually, with 5-6 of these projects strategically bundled with Power BI. This integrated approach enhances business intelligence capabilities, resulting in high customer satisfaction.

PT Indoguna Utama

Company Background

• One of the biggest meat and perishable food importer and distributor inIndonesia
• Cover around 1,500 orders everyday
• Also do food processing, packing, and bundling
• Using many system until 2013
• Website: www.indoguna.co.id

Challenges

• High volume of order everyday (1,500 orders)
• Multi company and warehouse
• Need a very efficient procedures and system that can accommodating that

SAP Business One Solution

• Modules: Purchasing, Sales, Inventory, Production, Accounting, Finance, Fixed Asset
• 30 User license
• Integration with web order
• Multi company and inter-company transaction
• Use SAP Business One since 2013 (more than 10 years)

PT Agung Mitra Sejahtera (Sido Agung Group)

Company Background
- Business Family started in 1982 in Magelang, Central Java.
- Start with 600 broiler chicken until now collaborating with more than 3,000 chicken farm, 33 branches, 2 slaughter houses, and 5 chicken feed factories.
- Distribute their goods to around Java, Sumatera, Bali, Lombok, Kalimantan, and Sulawesi

Challenges
- High volume of production everyday
- Multi warehouse and multi branches
- Multi Companies with different business model
- Customized Production Costing calculation for unique costing model
- Implement to replace an existing system that had been used for more than 10 years

SAP Business One Solution
- Modules: Purchasing, Sales, Inventory, Production, Accounting, Finance, Fixed Asset
- 14 User licenses
- Custom and unique calculations for Production Costing and Production Report

Lark, also known as Larksuite, is a superapp for work that integrates various essential functions into a single, user-friendly platform4. It effectively combines messaging, schedule management, and online collaborative documents. ByteDance launched Lark Suite in April 2019 as a suite of office collaboration tools similar to Google's offerings

Prasetia Dwidharma, an Indonesian firm founded in 2008, utilizes Lark's agile collaboration platform to keep up with the burgeoning regional startup scene1. The company has grown into a major player in the industry with three divisions: Telecommunication & Infrastructure, ICT (Information & Communication Technology), and Call Center BPO (Business Process Outsourcing & Investment)1. Ardi Setiadharma is the Co-Founder and CFO

Start Project   :   2023 – Present

KPI per Month   :   12

Leads from Seiso

PT. Sumber Inti Global Sukses

Company Industry : Heavy Equipment

Name of PIC : Hari Hartono

Title : Operational Manager

Mobile Phone : +██████████████

Email : ███████████@gmail.com

Office Address : ████████████Green ********** ***** ***

PT SUMBER INTI GLOBAL SUKSES ("SIGS") is a company that was initially engaged in the procurement of goods ("General Suppliers") for the needs of spare parts and other industrial equipment on a large and small scale. PT SIGS was founded in 2017. They have branches in Sulawesi, Sumatera and Kalimantan.

Existing system : Previously PT. SIGS already using ERP system under the name YAFA, it was a custom ERP but again not powerful enough to cover all department. And they were using ZAHIR for accounting system (now changed to Accurate). As for messenger (Whatsapp), Sharing files (Google Drive), Video (its not really often but hey use zoom), Mail (Google free)

Budget : They dont have specific budget for implementing new system/software. Can be adjust by request. But fyi the last software implemented was Accurate, accounting software for 14 users. Spent around 70 Million rupiah.

Authority : Pak Hari as Operational Manager acts as a recommender directly to Director for implementing new system. As there is no IT person in the company

Needs : They are in need of system that can manage all departments not only finance like currently with Accurate. So there are 2 options to sell, LARK and ERP Oracle Netsuite. Depends which one mis ore suitable with their workflow

Timeline : If they are convinced with either Lark or Netsuite, they can implement the system immediately depends on the urgency