Iansa: Extending Business Reach with Sybase® Unwired Platform

Executive overview

Company

Vision

Why SAP

Implementation

Benefits

Company
Empresas Iansa S.A.

Industry
Consumer products

Products and Services
Production, sale, and distribution of sugar and beetroot derivatives, low-calorie sweeteners, and animal feed

Web Site
www.iansa.cl

SAP® Solutions
SAP® BusinessObjects™ Planning and Consolidation application, SAP NetWeaver® Process Integration technology, Sybase® Unwired Platform

Partner
Sensebyte

One of Chile's largest sugar manufacturers and distributors, Empresas Iansa S.A. had great distances to cover to perform its daily business. With headquarters in Santiago and clients and fields located throughout a country boasting a 4,000-mile-long coastline, the company was finding it tough to receive and deliver orders. It needed software that would establish total mobility, was easy to use and manage, and could integrate with the company's SAP® ERP application. Sybase® Unwired Platform fulfilled its requirements.

Executive overview

Company

Vision

Why SAP

Implementation

Benefits

Supplying businesses from Japan to Latin America

Based in Santiago, Chile, Empresas Iansa S.A. is one of the principal agribusiness groups in Chile, where it has been operating successfully for over 50 years. Its global business scope includes business customers in the United States, Europe, and Japan as well as Latin America. Specializing in the production and sale of sugar and beetroot products, Iansa has revenues of US$5 billion and employs 1,300 employees.

$5 billion

In revenue

Executive overview

Company

Vision

Why SAP

Implementation

Benefits

Committed to sustainable production management

Iansa's business success is due in part to its sustainable production management and strong commitment to environmental protection and care. The company's commitment extends to its customers, consumers, and fellow agricultural producers. However, the long distances between the company's administrative headquarters and its customers made receiving purchase orders from agricultural producers as difficult as delivering the desired merchandise. The company's two mobile solutions covered some parts of the process but not all of it. And integration was complex and faulty, which led to other problems. When a process failed, for example, it was almost impossible to determine the source of the error. Iansa also needed a software solution to record production directly, thereby giving it visibility of its stock levels.

"We needed a tool to establish mobile processes in each area that were easy to use and manage."

Eduardo Alcaíno, IT Manager, Empresas Iansa S.A.

Executive overview

Company

Vision

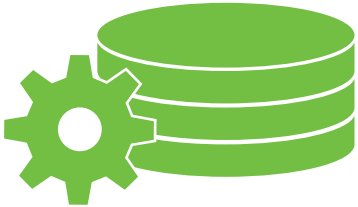
Why SAP

Implementation

Benefits

Building trust

Iansa's relationship with SAP started over 15 years ago, when Iansa became the first business in Chile to implement the SAP ERP application and the second company to do so in all of Latin America. Now, the company found that the SAP solutions under scrutiny – the SAP BusinessObjects™ Planning and Consolidation application, SAP NetWeaver® Process Integration technology, and Sybase® Unwired Platform – corresponded exactly to its needs. What's more, the software's scalability guaranteed ROI based on future use. For help in establishing an agreement with the IT provider it had initially assessed, Sensebyte, the company turned once again to SAP.



1995

First implementation of SAP ERP in Chile

Executive overview

Company

Vision

Why SAP

Implementation

Benefits

Managing information regardless of region

In order to comply with the rigorous demands imposed by the market, Iansa introduced Sybase Unwired Platform, which enabled it to manage its information regardless of region. Based on Sybase Unwired Platform, Iansa was able to develop a single mobile solution that integrated operations, supported quality control of the merchandise, and included tracing and tracking functions. Because the solution now provides inventory-related information online, Iansa can manage its inventory better and has increased its demand forecasting performance thanks to accelerated data processing.

The implementation was performed in record time – two weeks, including the update and the interface. The stakeholders were trained by three key users, who then trained 30 end users.

"Training did not take long, due to the features of the software itself: it is highly intuitive."

Eduardo Alcaíno, IT Manager, Empresas Iansa S.A.

Executive overview

Company

Vision

Why SAP

Implementation

Benefits

Decreasing distances, increasing business impact

For the very first time, Iansa gained independence from specific mobile devices because it was no longer tied to a particular technology. If devices are switched, the software is simply adjusted for the new device. Everyone is always connected to all sources of information, including SAP ERP, databases, and other data stores. In addition, production operations are integrated. The software records online stock movements in the warehouses and generates inventories. Data quality has increased significantly, because all data now comes from a single source. Moreover, the time required to process information has dropped dramatically because Iansa now works from a single platform.

"Thanks to Sybase Unwired Platform, distances have gotten shorter although Iansa's business has in fact expanded."

Eduardo Alcaíno, IT Manager, Empresas Iansa S.A.

CMP18653 (12/05)