



AUTOKORINDO PRATAMA

IMPROVED INFORMATION DELIVERY AND INTEGRATED BUSINESS PROCESSES WITH SAP® BUSINESS ONE

QUICK FACTS

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Bugel Siswanto, Project Manager,
PT Autokorindo Pratama

Company

- Name: PT Autokorindo Pratama
- Location: Gresik, Indonesia
- Industry: Automotive
- Products and services: Steel wheel rims for trucks
- Employees: 175
- Web site: <http://akp-wheel.cjb.net>
- Implementation partner: PT Berlian Sistem Informasi

Challenges and Opportunities

- Existing software unable to cope with company's growth
- Decision-making processes hampered by slow, inaccurate reports
- Administrative tasks such as invoicing and reporting inefficient and time-consuming

Objectives

- Acquire ability to penetrate local and global markets
- Improve scalability, efficiency, and productivity
- Ensure accuracy, timeliness, and comprehensiveness of information delivery

SAP® Solution and Services

SAP® Business One application

Implementation Highlights

- Training provided for 8 professional users
- Implementation completed in 6 months
- Suitable infrastructure (new hardware) implemented concurrently

Why SAP

- Experience and track record of smooth implementations
- Affordability of the application
- Capacity of the software to support integration of Autokorindo Pratama's business processes

Benefits

- Increased competitiveness
- Improved customer satisfaction
- Enhanced productivity and efficiency
- Maximum control and visibility of the company's business activities
- Employee freedom to focus on analytical and strategic activities
- Long-term scalability

Existing Environment

System developed in-house

Third-Party Integration

- Database: Microsoft SQL Server
- Hardware: Hewlett-Packard
- Operating system: Microsoft Windows



Keeping the customer happy is an important mission for Gresik, Indonesia-based manufacturer of steel tire rims for trucks PT Autokorindo Pratama (AKP). AKP strives for constant customer satisfaction by focusing on technology, service, quality, and cost. And these high standards are paying off for AKP – the company is doing well and is poised to grow further.

However, AKP's recent success left it needing to upgrade its business systems to advance its customer-centric mission. The existing solution had begun to falter under the company's growth, especially when handling tasks such as invoicing. This meant that employees were spending too much time on simple administrative tasks and could not concentrate on other, more value-added aspects of the business.

At the same time, AKP felt its business software did not deliver enough information to empower top management to make effective decisions that could ultimately enhance the company's global competitiveness. AKP therefore began looking for a strong and reliable solution that would enable it to successfully engage the customer and penetrate local and global markets for the long run. The company decided on the SAP® Business One application.

Offering the Best Value

In selecting its new software, AKP was careful to consider the attributes of the vendor. "SAP is the perfect fit for us, with its years of experience and its impressive track record," says Bugel Siswanto, project manager at AKP.

According to Siswanto, AKP favored SAP Business One because the application offered all the functionality the company needed to integrate its business processes effectively. AKP liked both the ease of use and the ease of implementation of SAP Business One – as well as the application's affordability. More importantly, SAP Business One has the potential to help AKP become more productive and efficient, and thus more competitive.

A Better Grasp of the Business

With the software fully implemented, AKP has now enhanced its ability to compete in both the local and the global markets. SAP Business One has enabled the company's management team to have maximum control of the business and has provided AKP with its sought-after overall improvements in productivity and efficiency.

For example, the bulk of administrative tasks, such as invoicing and reporting, have been automated. With this type of work no longer requiring so much of their time, employees can focus more on analytical and strategic matters such as customer satisfaction. In addition, AKP can now generate comprehensive reports with up-to-date information. This business improvement has enabled top management to make better decisions and has enhanced AKP's competitiveness on the global stage. AKP is now well equipped to continue growing and to expand its market base.



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