



“Solutions Plus Partnership were fast, accurate and professional in understanding our needs, necessities and vision. They were able to map out a complete blue print on our direction - cloud computing, digitalisation of systems and processes.”

Mr Eiswaran Naidu
Executive Director, Advansa

SOLUTIONS+ PROVIDES ADVANSA WITH A COMPLETE COMPANY WIDE DIGITALISATION STRATEGY

Advansa produces and distributes high quality engineered products, TUFF hardware and fasteners and JARRETT Winches and Cranes. In 2016, Solutions+ started working with Advansa to completely transform the business from multiple systems and processes, to centrally operated processes and company-wide digitalisation. This has enabled 25% growth, with implementation of the right systems, technology, infrastructure and people allocation to professionally and efficiently serve and support their clients.

The company has been rapidly expanding its manufacturing capacity and supply chain locally and internationally to support its rapid growth across Australia. Advansa has a national distribution network, consisting of distribution centres in Brisbane, Melbourne and Adelaide, servicing the hardware, construction, marine, mining and agriculture industry.

Challenge:

- Advansa had a 25 year old legacy QAD business system, lacking software provider service and support.
- Advansa had been using 5 separate stacked programs; inclusive of QAD - inventory and sales, Oracle - database, Zekana-reporting, Formtrap - printing, and Microsoft Excel and Word - price listing.
- Heavily paper-based company, using a pallet of paper (30-40 boxes) a month.
- A singular dashboard solution was required to improve visualisation and reduce the reliance on people to send management reports for sales, accounts and budgets.
- Mobile Apps and real-time data access for field staffs

During the project, Advansa briefed Solutions+, discussing and advising on mandatory requirements. Allan was very open and transparent, explaining exactly what he could and could not deliver. Eiswaran believed the major challenge Solutions+ encountered during the project implementation included extracting 25 years of data from QAD and numerous different programs, then migrating this into SAP Business One. This was done effortlessly by Allan assembling the right team members for a successful migration. Data cleansing, implementation and testing was staged and guided step by step all the way.

Eiswaran stated, **‘I wanted a system that is app based, virtual, can be added onto, have enhancements and provides a digitalised company. I found I was assisted with a partner who I could work well with, completely understanding not only the company but also my vision for the business.’**

SUMMARY:

Advansa Pty Ltd (Advansa) is a manufacturing wholesale business with Headquarters based in South Australia. Nationally distributing its own produced hardware construction and lifting and pulling mechanism, to retail outlets nationally.

INDUSTRY:

Hardware and Construction
Mining, Marine and Agriculture

WEBSITE:

www.advansa.com.au

PROJECT OBJECTIVE:

- Industry 4.0
- Integrate cloud-based solution company wide
- Increase level of visualisation for internal control and processes
- Real-time Data Analytics

KEY CHALLENGES:

- Centralising 5 separate software programs into one system
- Integrating multiple locations
- Extracting and migrating large amounts of historical data

The project outcome by Solutions+ included implementing SAP Business One as part of the organisation's digitalisation and growth strategy; **as specified, on budget and within time-framed deadlines.**

Impact:

- SAP Business One allowed Advansa to become completely digitalised.
- SAP Business One improved company visualisation, with real time reporting for improved business decision making.
- Using SAP Business One provided Advansa with financial efficiency; removed A4 copier machine thus eliminating costs associated with (renewal, running, printing) and posting invoices.
- Simplifying processes; order processing, delivery and tracking
- Suggestion by Solutions+; reduced implementation costs to 50%
- The cloud based structure of the system allowed Advansa to operate Globally
- EDI warehouse management system and e-commerce solutions provided further enhancements and future proof of our operations.

Eiswaran Naidu, Executive Director, Advansa commented, 'In 2018 we were able to automate our warehouse operations and undertake the move into our own warehouse in Queensland, opening a 2000sqm warehouse employing full time staffs to manage and operate our operations confidently. **The support from solutions+ team partnering me was key in making a business decision as the system could be swiftly implemented with minimal downtime on operations.**'

Eiswaran described the benefits of working with Solutions+ included having a local Adelaide consultant and business where he could engage in person and discuss ideas for a tailored future solution for the business. 'Allan is sharp, understands the business very quickly, in particular with time-frames and current process; what the client is after and their needs. Consistently thinking in favour of the business and the long term goal.'

Solutions+ support of Advansa is ongoing through continued implementation of enhancements. Advansa is now assured it has a cloud based structure of systems and processes to support any further business expansions.

“The team at Solutions+ worked hard at future proofing our businesses. Allan with his whitepaper and permanent marker, mapping out strategy, while Jay the wizard provides for the time and consideration technically to achieve our ultimate goal.”

Eiswaran Naidu,
Executive Director, Advansa



WHY WAS SOLUTIONS+ SELECTED:

- People - Allan, Jay and their work Culture
- Understanding of business, local serviceability and partnership relationship

IMPLEMENTATION HIGHLIGHTS:

Delivered on time, within budget and exceeded expectations

KEY BENEFITS:

- Growth of 25% without additional staff required
- Improved efficiencies
- Empowered sales people; CRM, stock and order visibility
- Improved price list management for customers
- Full visibility of the supply chain
- Automated processes through integration

IMPLEMENTATION PARTNER:

Solutions Plus Partnership
(Solutions+)

SOLUTION & SERVICES:

SAP Business One



We focus on supporting business growth. You will not only have a business that is more profitable and is growing, but you will also learn continuous improvement strategies and techniques to further develop your business.

