

Solomon Case Study — Manufacturing

Since implementing Solomon software, ScanCom Vietnam Ltd has enjoyed a world of benefits. From improved efficiency to enhanced data accuracy, Solomon's solution has proved to be the right choice.

Founded in late 1999, ScanCom Vietnam Ltd is a subsidiary of Denmark-based ScanCom International APS. Over the last two years, ScanCom Vietnam has experienced tremendous growth. Today, the company has an annual revenue of US\$40 million and a staff strength of 160.

ScanCom Vietnam specializes in producing, trading and processing all types of wooden furniture, cushions, parasols and ceramics. The company also provides a wide range of services such as design, reparation, maintenance, quality inspection, storage and preservation. While ScanCom Vietnam's products and services are offered in the local market, most of them are for export.

Quest For A Comprehensive Solution

Before investing in Solomon IV, ScanCom Vietnam relied on Excel spreadsheet and MS Access to track daily transactions. As the company did not have an electronic system for updating information, it was difficult to track data and even more tedious to retrieve it.

"We used to file a lot of documents and printed reports. However, as the volume of data grew,



it soon became very difficult to manage" said Finance Controller Nguyen Hoang Tung.

Furthermore, the staff had to manually retrieve information and generate monthly reports. Not only did the manual process take a long time and involve a lot of hard work, the information was often inaccurate and unreliable.

"We could not rely fully on the information to be accurate. Mainly because there were many inconsistencies and flaws in the manual process, the task often took a long time to complete and we were constantly missing our deadlines," added Mr Nguyen.

Another major concern was dealing with multiple currencies operations. As Scancom's business is mainly focused on the export market, the staff has to deal with many foreign currencies. Handling foreign currency transactions with just an Excel program was not only difficult; it was also time-consuming and represented a real waste of resources.

Confronted with these pressing problems, the company soon realized that they needed a comprehensive accounting solution. "We did not have a proper accounting software and that

was the cause of all our problems. We also wanted to have better control of payments and receipts and be able to clearly define the

Handling foreign currency transactions was difficult and time-consuming. But these problems were resolved with the Currency Module from Solomon.

Solution Overview

Company Profile

Established in 1999, ScanCom Vietnam Ltd is a subsidiary of Denmark-based ScanCom International APS. With a staff strength of 160 and an annual revenue of US\$40 million, ScanCom Vietnam is headed by Managing Director Mr Scott Pynton. The company specializes in producing, trading and processing all types of wooden furniture, cushions, parasols and ceramics. In addition, the company also provides services such as design, reparation, maintenance, quality inspection, storage and preservation. Although ScanCom Vietnam's products and services are mainly for export purposes, they are also available locally.

Situation

Before migrating to Solomon IV, ScanCom Vietnam did not have a proper accounting system. The staff used Excel to track daily transactions. They had to manually update and retrieve data, and generate monthly reports. Moreover, the data was often inaccurate, unreliable and sometimes lost in the process. The staff also had problems tracking payables and receivables, balancing accounts, and managing foreign currency transactions.

Business Solution

ScanCom Vietnam needed an accounting solution that could meet its fourfold requirements. The software must:

- enable standardisation of procedures and improvement in overall efficiency in the accounting process,
- be operational quickly,
- enable the company to manage data more efficiently and effectively, and
- be easily adaptable to meet local needs.

After evaluating several packages, ScanCom Vietnam chose Solomon IV. Solomon's value-added reseller in Vietnam, PricewaterhouseCoopers, then customized the software modules to meet Scancom's needs and implemented it in the shortest time possible.

responsibilities of our accounting staff,” said Mr Nguyen.

Ideal Financial Software Package

After evaluating several business applications, ScanCom Vietnam decided on its best choice — Solomon IV.

Over six months, PricewaterhouseCoopers (PwC), Solomon’s preferred implementation partner in Indochina, implemented General Ledger, Accounts Receivable, Accounts Payable, Cash Manager and Currency Manager, Crystal Report Writer and FRx.

The solution was customized to meet the fourfold needs of ScanCom Vietnam: Firstly, the solution had to standardise procedures and improve the overall efficiency of the accounting process.

“A global framework was needed to enforce internal control procedures and improve the performance of the accounting staff. We wanted to reduce overload in the General Ledger function and speed up our accounting work,” said Mr Nguyen.

Secondly, Solomon’s solution had to be very user-friendly and operational within a short period of time. Said Mr Nguyen: “This is especially vital in Vietnam where company growth is often tremendous. As our workload and activities increased, we had to quickly adapt to changes in our processes. We are glad that the Solomon software was deployed very fast. It was also of great importance that Solomon screens were available in both English and Vietnamese and this made the software very user-friendly.”

Thirdly, the application must be able to handle data more efficiently. “We wanted to solve our data management problem — to be able to keep track of more information. Thanks to Solomon, we can now update our account balances very quickly, and we are more confident of the accuracy of the figures. We can also respond to queries more quickly as information is readily available through the system,” said Mr Nguyen.

Lastly, the application had to be adapted to meet local needs: to handle the Vietnamese Accounting Standard and Vietnamese Value Added Tax with ease.

Enhanced Efficiency and Flexibility

Since acquiring Solomon IV, ScanCom Vietnam has reaped many benefits. The main advantage is increased control over all company transactions. The staff can now record and check bills, invoices and accounting figures with ease through the system.

The reporting method has also improved and the staff can now generate relevant and accurate reports more easily.

“Our whole team is working much better than before. The staff’s computer skills have improved and they are more efficient and can handle more responsibilities,” said Mr Nguyen.

Pleased with the powerful features of Solomon IV, Mr Nguyen said: “The accuracy of reports and all information extracts is high. Solomon software is definitely reliable, flexible and user friendly.”

Furthermore, with FRx, the financial reporting application, PwC was able to design and customize a wide range of reports, regardless of the complexity. Various reports such as income statements, balance sheets and regulatory reports were tailored to suit Scancom’s business demands.

Now, Scancom can leverage on FRx to generate customized financial and management reports. Said Mr Nguyen, “FRx gives us the information we need, when we need it, to make challenging management decisions.”

And with the Seagate Crystal Reports module, Solomon’s report writer, Scancom staff can take advantage of its powerful reporting and query capabilities. Impressed with the software, Mr Nguyen said, “We use Seagate Crystal Reports to select, analyze, summarize, and present data in almost any way imaginable.”

Nguyen Hoang Tung
Finance Controller
ScanCom Vietnam Ltd

Benefits

The main advantage of Solomon IV is enhanced control over all company transactions. The staff can now easily record and check bills, invoices and accounting figures. They can also update account balances and respond to queries more quickly as information is readily available. Solomon IV also enables the staff to generate customized financial and management reports with high accuracy as well as analyze, summarize and present data with great flexibility.

For More Information

About Solomon Software

For more information on Solomon business management and e-business applications, call (65) 224 6795 or visit www.solomon.com.sg

About ScanCom Vietnam Ltd

ScanCom Vietnam Ltd
B16 Nguyen Thai Binh Block
Hoang Van Thu Street
Ho Chi Minh City
Tel :84-8-8-11-56-11
Fax :84-8-8-11-13-83

Solomon IV® Software Used

| | |
|---------------------|-----------------------|
| General Ledger | Currency Manager |
| Accounts Payable | Crystal Report Writer |
| Accounts Receivable | FRx |
| Cash Manager | |



Flexibility to get you there. Faster.™

For more information on Solomon IV®, contact:

www.solomon.com.sg

Solomon Software SEA
10 Anson Road #19-12
International Plaza
Singapore 079903
Tel : (65) 224 6795
Fax : (65) 224 6796

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