

The right chord with leading CD distributor in Malaysia

CLIENT PROFILE

WEB Distribution Services Sdn Bhd is a joint-venture company with equal shareholding between Warner Music Malaysia, EMI Malaysia and BMG Music Malaysia. It specialises in entertainment distribution over 200 retail outlets throughout Malaysia.

When WEB was established in March 1998, it did not have an accounting system. The company required a solution that could consolidate the three principal companies' order from one customer into a single invoice. At the same time, the system must be able to split the invoice details at the A/R or G/L Level to show the amount owed to each of the principal companies.

A Strategic Business Solution

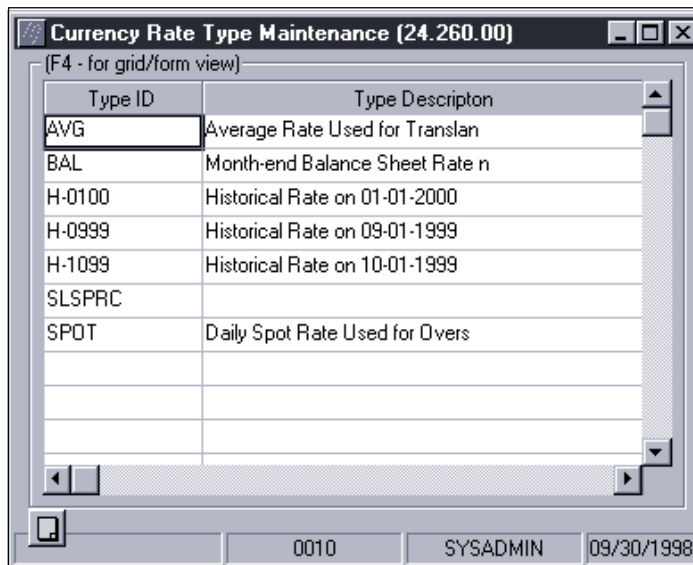
Price Waterhouse, a leading global audit firm, was engaged to shortlist a number of ERP packages based on WEB's functional requirements. Solomon was chosen as it provides a high level of customization to suit WEB's operations and the strong warehousing

features offered by one of Solomon's business partners, Executive Performance System through its Savant Warehousing System.

Easy Integration with Existing Environment

Solomon IV® is optimized exclusively for Microsoft Windows NT Server and Microsoft SQL, which meant easy integration with WEB's existing computing environment.

The initial implementation was handled by Pro-Svc Management Pte Ltd, one of Solomon's value-added resellers based in Singapore. After the hand-over, Solomon SEA further conducted a thorough study of WEB's newly established information system. Solomon IV® modules were then customized to offer enhanced flexibility in consolidating central reports without having to rework the chart of accounts in a multi-company environment.



Type ID	Type Description
AVG	Average Rate Used for Translan
BAL	Month-end Balance Sheet Rate n
H-0100	Historical Rate on 01-01-2000
H-0999	Historical Rate on 09-01-1999
H-1099	Historical Rate on 10-01-1999
SLSPRC	
SPOT	Daily Spot Rate Used for Overs

Multiple currency types can be set up in Currency Manager. For each currency/rate combination, a rate can be set up for any effective date.

“Acquiring Solomon IV® has enabled us to provide a high level of customization to suit our operations. We are able to consolidate the three principal companies' order from one customer into a single invoice. At the same time, the system is able to split the invoice details at the A/R or G/L level to show the amount owed to each of the principal companies.”

— Mr Lau Kin Choy
Operations Director
Distribution Services Sdn Bhd



Boosting Efficiency and Accuracy

With the Solomon IV® financial accounting series, WEB is able to provide faster reporting and user response time on Microsoft SQL. This has dramatically increased staff productivity and significantly reduced the need for overtime which in turn reduces operating costs.

The software also automatically performs inter-company transactions, thus eliminating costly errors in consolidating information from the three principal companies. Valuable time is also saved on projects involving multiple offices because sales and customer service representatives no longer have to worry about recording the balancing transactions.

Said Operations Director Lau Kin Choy: "Acquiring Solomon IV® has enabled us to provide a high level of customization to suit our operations. We are able to consolidate the three principal companies' order from one customer into a single invoice. At the same time, the system is able to split the invoice details at the A/R or G/L level to show the amount owed to each of the principal companies."

Furthermore, the scalability of the MS Windows NT Server enables WEB to increase processing horsepower anytime by adding additional processors. Database administration time is greatly reduced by elimination and automation of some common administration tasks by Microsoft SQL.

Overall, staff enjoy enhanced efficiency and greater accuracy through automation. The robust, scalable Solomon IV® will continue to provide the critical administrative support that WEB requires for day-to-day operations and future business growth.

WEB Distribution Services Sdn Bhd

Challenge: To have an accounting / distribution system that can be customized to suit the unique way in which orders and invoices have to be processed, and to improve overall productivity through automation.

Software Solution: Solomon IV® System Manager, General Ledger, Accounts Receivable, Accounts Payable, Currency Manager, Inventory, Order Processing and Purchasing.

Operating System: Microsoft Windows NT Server Version and Microsoft SQL.



For more information on Solomon IV®, contact:
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