

The Budding Flexibility of SAP Business One

Presented by:

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Introduction

Lorge Consulting:

- Established in 1986
- 100% employee owned business
- Implemented over 3 000 users across numerous industries
- Service Provider for more than 250 companies
- More than 30% of Lorge's clients are listed on the JSE
- Total staff complement of 57

Lorge Business One:

- Established in 2004
- First direct SAP Business One partner in South Africa
- Service Provider for 49 companies



Introduction

Gardena SA (Pty) Ltd

- Local subsidiary of German international top quality gardening equipment manufacturer Gardena AG, established in 1963
- 1965 - Commencement of export activities by GARDENA Germany
- 1983 - After 18 years on SA market a subsidiary was formed in South Africa
- 1986 - Gardena (SA) begins local production of a large number of higher volume items
- 1996 - Moved from own premises in Eastgate Ext 12 to custom built offices and warehousing in Midrand, Jhb
- The leader in the consumer market for irrigation products
- Has a leading position in garden tools, garden ponds and electric garden products



Introduction

Background

- Legacy stock and general financial reporting Gardena's system involved tedious, error-prone re-entry into spreadsheet programme
- Needed a new system whereby:
 - meaningful strategic management reports could be generated directly from accounting package
 - Financials were taken care of
 - Stock Procurement, Distribution and Sales could be streamlined



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Implementation Challenges

- Decentralised regional offices – Cape Town and Durban
- Rebates and VAT implications
- Warehouse Control – multiple users across multiple warehouses
- Stock reservations
- Stock Take – Stock count and reconciliation during processing
- Month-end Snapshot
- Comprehensive Excel Reporting

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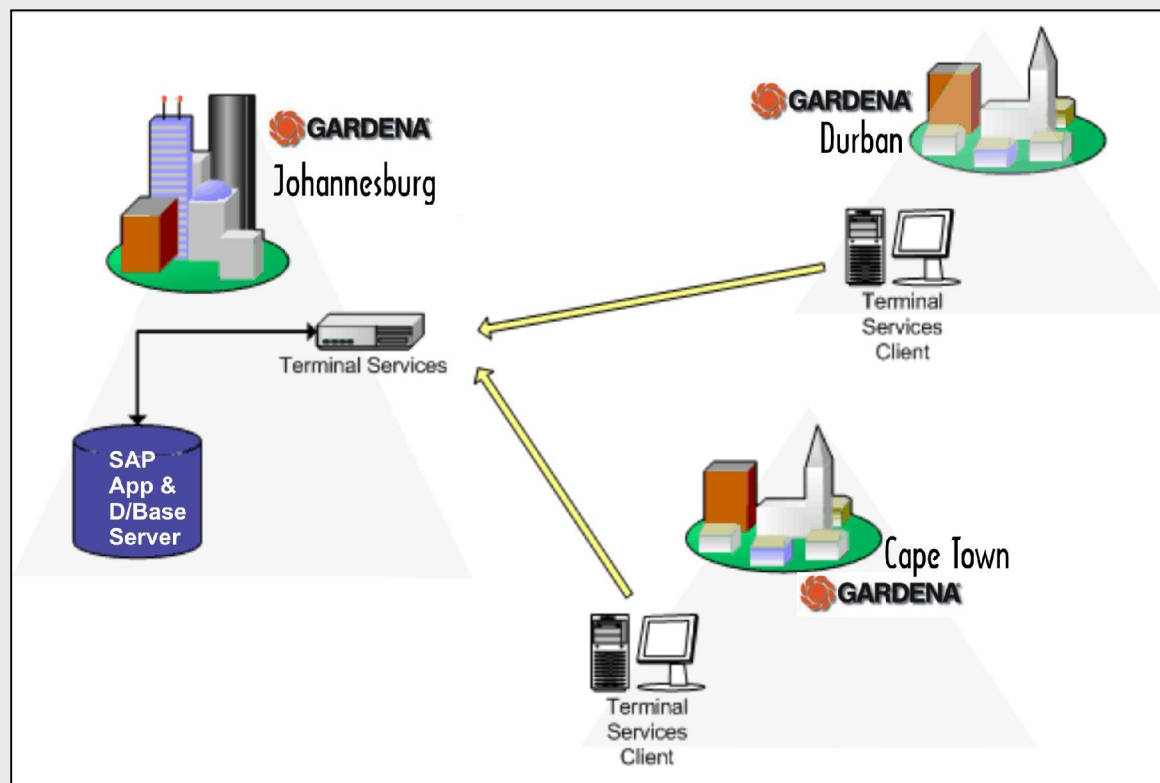
Solutions

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Solutions

- Decentralised regional offices – Cape Town and Durban
 - WAN Deployment on Microsoft Terminal Server
 - Branch specific stationery set on users in SAP Business One



Solutions

- Rebates and VAT Implications
 - Setup of the various rebates categories as "credit card"

The screenshot shows the 'Incoming Payments' dialog box with the 'Payment Means' tab active. The 'Rebates' category is selected. The 'Credit Card Name' is 'Rebates', the 'G/L Account' is '233112-01-001', and the 'Amount Due' is '91.29 ZAR'. The 'Overall Amount' is '3,651.41 ZAR' and the 'Paid' amount is '3,651.41 ZAR'. The 'Currency' is 'ZAR'.

Field	Value
Currency	ZAR
Payment Method	REB
Amount Due	91.29 ZAR
Overall Amount	3,651.41 ZAR
Paid	3,651.41 ZAR

Solutions

- Rebates and VAT Implications
 - Setup of the various rebates categories as "credit card"

Journal Entry

Series	Number	Posting Date	Due Date	Doc. Date	Ref. 1	Ref. 2	Trans. Code	Remarks
Primary	800545	02/06/06	02/06/06	02/06/06	96			Incoming - 4031510

Origin: RC, Origin No.: 96, Trans. No.: 800545, Template Type: , Template: , Indicator: , Project:

Fixed Exchange Rate Autom. VAT

Expand Editing Mode

#	G/L Acct/BP Code	Name	Debit	Credit	Remarks	Tax Group	Tax A...
1	231114-01-001	Mable Clearing	3,560.12 ZAR		Incoming - 4031510		
2	4031510	HAMMER & TONGS		3,560.12 ZAR	Incoming - 4031510		
3	233112-01-001	Accrual For Rebates	91.29 ZAR		Incoming - 4031510		
4	4031510	HAMMER & TONGS		91.29 ZAR	Incoming - 4031510		
			3,651.41 ZAR	3,651.41 ZAR			

OK Cancel Display in FC Display in SC Cancel Template

Solutions

- Rebates and VAT Implications
 - SDK Development to calculate and journalise VAT on the "credit card" payment means when Incoming Payment is recorded

The screenshot shows the SAP Journal Entry form. The header fields are: Series: Primary, Number: 800546, Posting Date: 02/06/06, Due Date: 02/06/06, Doc. Date: 02/06/06, Ref. 1: Rebate VAT, Ref. 2: (empty), Trans. Code: (dropdown), Remarks: (empty). The origin fields are: Origin: JE, Origin No.: 800546, Trans. No.: 800546, Template Type: (empty), Template: (empty), Indicator: (dropdown), Project: (dropdown). There are checkboxes for Fixed Exchange Rate, Reverse, Adj. Trans. (Period 13), and Autom. VAT.

Below the header is the 'Expand Editing Mode' section with a table:

#	G/L Acct/BP Code	Name	Debit	Credit	Remarks	Tax Group	Tax A...
1	233112-01-001	Accrual For Rebates		11.21 ZAR			
2	234118-01-001	14% Output VAT	11.21 ZAR			01	
			11.21 ZAR	11.21 ZAR			

At the bottom of the form are buttons for OK, Cancel, Display in FC, Display in SC, and Cancel Template.

Solutions

- Warehouse control – multiple users across multiple warehouses
 - Combination of User Defined Fields on the Employee Master Records and Approval Procedures
 - ◆ Restrict user access on transacting from wrong warehouses that results in a Approval Procedure

The screenshot displays the 'Employee Master Data' form. The 'General' tab is active, showing fields for personal and contact information. The 'Warehouse' dropdown menu is open, showing a list of 11 warehouses. The 'Work Address' and 'Home Address' sections are also visible.

Warehouse	Warehouse Name
Warehouse 1	PROCTER
Warehouse 2	GOODS RECEIPT WAREHOUSE
Warehouse 3	NONE
Warehouse 4	NONE
Warehouse 5	NONE
Warehouse 6	NONE
Warehouse 7	NONE
Warehouse 8	NONE
Warehouse 9	NONE
Warehouse 10	NONE
Warehouse 11	NONE

Employee Master Data

First Name: Mark, Middle Name: , Last Name: Proctor, Job Title: , Position: , Department: General, Branch: CAPE TOWN, User Code: Mark, Sales Employee: 22 - MARK PRO

Office Phone: 0219482700, Mobile Phone: 0827779009

Work Address: Street: 5 DANIE UYS ST, PO Box: PO BOX 4204, City: Cape Town, County: BELLVILLE, Zip Code: 7437, State: Western Cape, Country: South Africa

Home Address: Street: , Block: , City: , County: , Zip Code: , State: , Country:

Buttons: OK, Cancel

Solutions

- Stock Reservations
 - Combination of Microsoft SQL Stored Procedures and User Defined Fields
 - ◆ Stock is reserved for a specific customer by means of a A/R Sales Quotation

Item Master Data

Item Number: 565 Bar Code: 4078500056502
Description: PEPITA GARDENING GLOVES, MEDIUM
Desc. in Foreign Lang.:
Item Type: Items
Item Group: 366-GARDENA GLOV
Price List: 01 - A Selling Price 1, Unit Price: 15.63 ZAR

Inventory Item
 Sales Item
 Purchased Item
 Fixed Assets

General Purchasing Data Sales Data **Inventory Data** Planning Data Properties Remarks

Manage Inventory by Warehouse

Set G/L Accounts By: **Item Level** Inventory Level
Inventory UoM:
Valuation Method: Moving Average

Required (Purchasing UoM):
Minimum:
Maximum:

#	Whse Code	Whse Name	Locked	In Stock	Committed	Ordered	Available	Reserved	Min. Inventory	Max. Inventory	Req. Inv. L
1	001	GARDENA JOHANNESBURG	<input type="checkbox"/>	10,534	52		10,482	3000			
2	001-C	GARDENA CONTAINER	<input type="checkbox"/>								
3	001-P	PICPACK-GRINDROD	<input type="checkbox"/>								
4	001-W	WORKSHOP	<input type="checkbox"/>								
5	002	PROCTER	<input type="checkbox"/>	195			195				
6	003	INGS	<input type="checkbox"/>	11			11				

Solutions

- Stock Reservations
 - Microsoft SQL Stored Procedure and User Defined Fields
 - ◆ MS SQL Stored Procedure prevents the release of the reserved (quoted) stock

The screenshot displays the SAP A/R Invoice interface. The main window shows the invoice details for customer 1010115 (ACKERMANS BUILD-IT). The invoice is dated 17/10/07. The item list contains one line item: Item No. 565, Description: PEPITA GARDENING GLOVES, MEDIUM, Quantity: 8,500, Whse: 001, Unit Price: 15.63 ZAR. The total amount is 132,855.00 ZAR. The interface also shows a summary table with the following data:

Item/Service Type	Item	Summary Type	No Summary
1	565	PEPITA GARDENING GLOVES, MEDIUM	8,500
2			

The status bar at the bottom of the window displays the date 17/10/07 and a red error message: "[ADOC], 'The Item 565 has a reserved QTY of 3000.000000 in Region 001 - Gauteng. Please change QTY or delete the line'".

GARDENA
your garden

Solutions

- Stock Take – Stock count and reconciliation during continued trading
 - SDK Add-on Development
 - ◆ Takes a snapshot of the current inventory levels on the system
 - ◆ Physical stock count
 - ◆ Capture of counted quantity
 - ◆ Refresh Inventory Snapshot to account for movement that took place during counting
 - ◆ System calculates difference and writes “adjusted” counted quantity to the standard SAP Business One Inventory Reconciliation functionality

Inventory Snapshot:



Snapshot Date: 31/08/07 From Item: 013944 From Supplier: ADC001 Snapshot Code: 53
 Warehouse: 006 To Item: WX036 To Supplier: ZIP001 Snapshot Status:
 Item Group: 0 Filter by Item Filter by Supplier Filter by Item Group

ItemCode	Item Description	W/House	Snapshot Inv.Lvl	Current Inv. Level	Counted	Update	Qty/ Difference	Count Variance
013944	AGGREGATE CTL 175	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0560	SCATTERWEEDKILL	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0561	SPLASH	006	30	30	28	<input checked="" type="checkbox"/>	28	-2
0562	SCATTER SNAIL-KILL	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0563	SCATTER CUTWORM-KILL	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0564	SCATTERKILL FOR FLEAS 1006	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0565	SCATTERKILL FOR SNAILS	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0566	SPRAY KILL FOR ANTS	006	16	4	12	<input checked="" type="checkbox"/>	0	-4
0567	SPRAY FOR CATERPILLERS	006	20	20	0	<input checked="" type="checkbox"/>	0	-20
0568	SPRAY KILL FOR APHIDS	006	3	3	0	<input checked="" type="checkbox"/>	0	-3
0569	SPRAY FOR FLEAS	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0570	SPRAY KILL FOR FRUIT FLY	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0573	SPRAY KILL FOR ANTS 500	006	5	5	0	<input checked="" type="checkbox"/>	0	-5
0586	SCATTERKILL 2KG	006	1	1	0	<input checked="" type="checkbox"/>	0	-1
0587	SCATTERKILL 500 GMS	006	22	12	10	<input checked="" type="checkbox"/>	0	-12
0588	25 KG INSECT	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0589	25KG WEED-KILL	006	0	0	0	<input checked="" type="checkbox"/>	0	0
070306	ELECTRIC CIRCUIT	006	0	0	0	<input checked="" type="checkbox"/>	0	0
0900		006	0	0	0	<input checked="" type="checkbox"/>	0	0
10000-00057	WALL UPRIGHTS 500MM (S	006	56	56	80	<input checked="" type="checkbox"/>	80	24
10000-00067	WALL UPRIGHTS 800MM (S	006	0	0	21	<input checked="" type="checkbox"/>	21	21
10000-00072	WALL UPRIGHTS 18X12MM	006	58	58	59	<input checked="" type="checkbox"/>	59	1
10000-00080	WALL UPRIGHTS 1500M (SI	006	120	116	108	<input checked="" type="checkbox"/>	104	-12
10000-00088	WALL UPRIGHTS 2000M (SI	006	5	5	8	<input checked="" type="checkbox"/>	8	3
10001-00028		006	0	0	0	<input checked="" type="checkbox"/>	0	0
10001-00042	WALL UPRIGHTS 500MM (D	006	24	24	24	<input checked="" type="checkbox"/>	24	0
10001-00048	WALL UPRIGHTS 1000MM (I	006	26	26	26	<input checked="" type="checkbox"/>	26	0

Solutions

- Month-End Snapshot
 - Microsoft SQL Stored Procedure
 - ◆ Automated MS SQL back-up of live production database
 - ◆ Automated MS SQL restore of back-up into a separate reporting database

Solutions

- Comprehensive Microsoft Excel Reporting
 - SAP Business One XL Reporter

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Results

- Able to draw up a full set of accounts by the fourth day of every month.
- Reporting functionality most efficient, meets stringent requirements of overseas principal.
- Software sufficiently flexible for them to structure entire system around the all-important monthly reporting function.
- Gardena customers also benefitting from system:
 - A great deal of sales information and stats can be extracted from system.
 - Not standard procedures - Lorge wrote software modifications that offer customer-orientated features such as in-depth analysis of purchasing patterns countrywide.
- Solution provides many control features that help Gardena keep a tight rein on business, and minimise errors.
- Gardena in Europe uses SAP R3 - this has allowed useful synergy to develop in inter-company dealings and transactions.

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- Mobile Solutions to streamline the Sales Process
 - Oceanside Technologies
- Fixed Assets
 - SAP Business One Fixed Assets Add-on