



FOCUS SOFTNET PTE LTD SINGAPORE

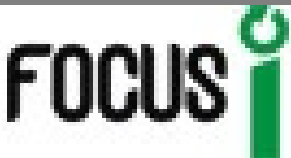
BUSINESS PROCESS CASE STUDY

FOR

AGROCORP INTERNATIONAL PTE LTD

Focus Softnet: Global Software Solutions for your business

The Focus Suite of advanced business applications has been evolving since 1992 and has enhanced business efficiency at more than 18,000 corporations across the globe. Conceived by a team of professionals focused on developing cost efficient software solutions for specific industry requirements, the Focus Suite today stands for a wide range of comprehensive, versatile business management applications. For you, the Focus expertise enables production of customized solutions on short implementation cycles.



Quick Data, Quicker Decisions:

Focus I is a revolutionary product that combines business intelligence (BI) tools with traditional ERP implementations enabling users to run statistical models, analyze data, extract, and generate business intelligence reports on the go.



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Business Process Case Study for FY 2011

Service Provider: **FOCUS Softnet Pte Ltd** (<http://www.focussoftnet.com>)

Beneficiary Organization: **AGROCORP INTERNATIONAL PTE LTD**
(<http://www.agrocorp.com.sg>)

Type of service: (Information Technology & Computing) – **ERP Solution**

Type of Business: **Commodities Trading**

Software Used:

Focus I with Business Intelligence Tools for Contract Management, Order Management, Accounting and Trade Finance.

About AGROCORP

Agrocorp International is a trusted partner in international trade, serving niche markets with globally sourced commodities.

Awards & honors:

- The prestigious Global Trader Program by IE Singapore was first awarded in 1990 to Agrocorp and successfully renewed till 2010. This award is testimony to a consistent annual trade turnover of more than USD 100 million - a feat achieved by Agrocorp in the year of inception itself.
- Agrocorp has been consistently placed in the Singapore 1000 since 2000. Singapore 1000 lists the Republic's Top Corporations ranked by their financial performance.
- The Company has been consistently ranked in the Singapore International 100 since the award's inception in 2005 (currently 50th ranking in 2008). Singapore 100 is a national initiative to identify and celebrate Singapore's Top 100 Companies ranked by highest overseas revenue.
- The company have been successfully listed on Enterprise 50(E50) for five years from 1999 to 2003. E50 is an initiative by Accenture& the Business Times to recognize the Top 50 privately held companies "for their vision, entrepreneurship and determination to propel Singapore's prosperity".



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Critical Business Requirements and Challenges:

- 1) **Contract Management** – It was difficult to keep track of various contracts being generated from traders. It was also an uphill task to keep track of Shipment date, LC opening date...etc
- 2) **Trade Finance** - Bank wise facility wise credit limits such as Outstanding LC, Outstanding TR ...etc was being maintained manually.
- 3) **Accounts** - Previous application at Agrocorp was working on batch posting and it was difficult to get real time reports.
- 4) **Order Management** - Outstanding sales and purchase contracts were being maintained manually.
- 5) **Man Hours** - Staff at Agrocorp used to spend lot of time in preparing contracts and generating management related reports

Business Solutions:

Focus Softnet Pte Ltd offered its ERP solution Focus I, a revolutionary product that combines business intelligence (BI) tools with traditional ERP implementations enabling users to run statistical models, analyze data, extract, and generate business intelligence reports on the go.

The solution provided streamlined

- 1) **Contract Management** - Focus enabled the users at Agrocorp to generate all trade details such as third party trading particulars, specifications, locations, product quality, duration and associated fees such as brokerage charges, transport charges, demand charges and comments related to pricing and invoicing requirements. Provided management controls and limits including credit, volumetric, trading limits. The intelligent Contract Management triggers alerts and actions can be triggered before these preset limits are exceeded during the contract preparation.

It also serves as a repository for all trade and position information. Throughout the entire contract lifecycle, Contract Management provides instant visibility to critical information such as: events that trigger credit limits, and contract renewal and extension dates. The system features full support for multiple commodities.

- 2) **Order management** – Focus provided solution to get the outstanding sales and purchase contracts based on Commodity, trader and customer.
- 3) **Accounts** - Focus provided real time management reports (like Shipment wise P&L, Trader Wise P&L and Trade Type P&L (AIT & NAIT)) which overcame the problem with their existing system.



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Seamless Integration with Order management and trade finance helped them to complete the task instantaneously and eliminated duplication of work.

- 4) **Trade Finance** - Facilitated the management to get bank wise credit facility wise limits without any assistance from the users.

Benefits observed by Agrocorp:

1. Increased efficiency in preparing, managing contracts and eliminated duplication of work.
2. Improved accuracy, reliability, and timeliness
3. Better control on credit facility limits
4. Increased accuracy and improved efficiency for credit management department with option of defining recipes in the system
5. Increased internal controls for maintaining system and data integrity
6. Significant decrease in Man hours spent to key in and consolidate organizational data