



MALAYSIA

BUSINESS PROCESS CASE STUDY

FOR



B.I.G. Industries Berhad

**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 Rt is a Multi-Tier application that works seamlessly over Local Area Network and the Internet in a distributed business environment. It operates with amazing speed when it is required to update data from remote locations over the internet in real time or in batch mode



Business Process Case Study for FY 2011

Service Provider: **FOCUS Software Sdn. Bhd,**

Beneficiary Organization: **B.I.G. INDUSTRIES BERHARD**

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

Type of Business: **Supplier of Industrial Gases .**

Software Used:

Focus RT

Organization details:

B.I.G. stands for Bintulu Industrial Gas. Established in 1982 in Miri, the oil town of Sarawak. We have been operating in East Malaysia for the past 21 years. Listed on KLSE Second Board in 1995. Largest supplier of industrial gases in Sarawak with 60% market share and a smaller share in Sabah.

- > Local industrial gases manufacturer in East Malaysia
- > RMC operator in Sabah
- > Quarry operator in Sabah
- > Cement transporter in Sabah

Line of Business: **Manufacturer**

- Established: **1982**
- Employees: 500+
- Awards & Honours:
 - > Only certified food grade carbon dioxide gas supplier by Coca Cola
 - > MS ISO 9001:2000 Certified Company by SIRIM QAS Sdn Bhd
 - > Awarded ECO Green Manufacturing Certificate (2002)

Critical Business Requirements and Challenges:

B.I.G. was using IFCA ERP solutions for their entire sales and purchase operation before Focus-RT got implemented. Their major concern was on tracking of the cylinder which is the assets of the company.

B.I.G has their own cylinders which are moving within the customer and has to be returned back to B.I.G. In case customer fails to return the cylinder B.I.G will charge to their customer based on the different rental types.

The reason B.I.G opted for Focus-RT ERP solution was to streamline their entire sales operation which was their major concern. With Existing software B.I.G was not able to control the duplicate cylinder number within the branch and secondly was not flexible to integrate with third party software for reading barcode data.

Business Solutions:

Focus Softnet offered its ERP solution called "FOCUS RT, an ERP software solution that has the capability to run from remote locations on a centralized database.

The solution being provided to B.I.G is mainly focusing on their following operational areas to handle complexities of their current business environment.

Apart from the following functional benefits, the system will not only streamline processes but also generate Business and MIS reports for coherent analysis.

The solution, which will be provided, will enable users to input the data in a structured way and thereby extract information in various formats and seamlessly integrate various modules.

As aforesaid, the operational areas covered are as below:

- Order Management, Purchase Module, Sales & Operation Module, Finance Module and Inventory Management.
- Barcode integration and reading of barcode data from the third-party system. B.I.G entire operation is based on wireless barcode scanner which they are using for tracking the cylinder movement.
- Tracking and controlling the duplicate cylinders numbers.
- Generating Rental Reports for overdue cylinder based on different rental types.
- Auto posting of Rental Charges to the financial accounting based on the rental types.
- Alerts and messages during importing of data from scanner where system is checking the different parameters based on importing criteria.
- User Friendly operations and faster generation of reports."

Which can support:

- Multi Location
- Multi Department and
- Multi Currency environment