the

Success Recipe for Nigerian Trading

cook
book

ingredients

pepper chicken

from my favorite cookbook

prep time
2 weeks

cook time
8 to 14 weeks

serves
100 to 500 size company

things you need

Basic Data
required for Business Value Assessment

Survey
gap analysis & Task prioritization

ROI Calculator
to provide exact measurement of potential savings.

ERP Software
free Community edition or Paid enterprise Edition from OpenERP.

Cloud Infrastructure
very reasonable server space on cloud To host the solution

Consulting
3 Nos. STPL Market leader consultants

Implementation
6 Nos. STPL global experts on ERP Implementation.

here's how

1   **A Major Trading Company, identifies productivity increment as its objective and consults STPL for its OpenERP Practice. STPL's partner inventory tracking system integrated with a real-time inventory management and analytical accounting system, increases**

2   ## THE COMPANY

The company was founded in 1998. The company was very small at the time, with Steve, Rebeca and a few seasonal workers handling the day-to-day responsibilities for nearly 10 years. In the late 2010's, the team decided that they would transition their company from retailer to wholesaler. The reason behind this big move was simple -- they wanted to open their business to greater opportunity in trading industry, as well as offer their affiliates the ability to retail their products with ease of mind. Since then, the company has grown multiple times and is currently serving more than 500 customers .

3   ## THE SITUATION

STPL's consulting team analyzed the ground situation at the company and realized that the client's team was unable to manage the huge set of documents created every day, which included tons of invoices and purchase orders among others. The accounts team neither has an idea of the accounts receivable nor the accounts payable on a real-time basis, were unable to match PO with Invoices, and many such basic problems.

Further, the sales team did not have a real time picture of the inventory at hand, and most of the PO received from the retailers were being serviced "as is". The managers were constantly firefighting the complains from the retailers on delayed delivery of goods, and to avoid large partners from moving out of their business, the managers were stocking more inventory than required, resulting in many of these expiring before sale.

The management had no clear picture on the amount of loss they were making, keep aside the constant hue and cry created by the retailers, suppliers, and employees.

The Company used a homegrown EDI solution for some time. The problem the staff faced was that the solution did not have the ability to integrate to the company's Accounting system. With this shortcoming causing serious strain on their growing business, the company's leadership saw an imminent need to purchase a solution that would better facilitate their accounting practices and save precious time and money for their business .

4   ## THE SOLUTION

STPL's OpenERP solution was capable to resolve all these issues. Further, the client was able to save a lot of investment on software license as the solution proposed was an open source system. STPL implemented the OpenERP system for Inventory and Store management, Sales and Marketing Management, Electronic Document Management and the Analytical Accounting System, all integrated and exchanging data seamlessly without any manual intervention from users.

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here's how..continued

The company was able to provide an online interface for its retailers, who could place orders while checking the stock and their credit balance on real-time. The PO order was approved by the managers and a delivery order issued automatically to the store manager. Even the corresponding invoice was generated automatically and mailed to the retailer. Soon the management realized that there was no work left of the staff, so moved them to a more strategic role of planning. The Sales team was now churning data from the system to predict stock movements and placing predictive orders with the suppliers/manufacturers. The accounts team was proactively managing insights into the accounts receivable and payables, and following up well in ahead to ensure it remains on target. The warehouse team was predicting well in advance on stock expiry and sending detailed information to marketing team to run promotions on near expiry stock sale.

The management were sitting at their houses and observing real-time dashboards with clear insights into sales based on territory, sales person, margins, and more parameters. They were able to see the financial health of the company on a daily basis and advice the accounts team accordingly.

Steve and Rebeca are now looking for new business opportunities as they know that this distribution business of theirs is on auto-pilot.

5   About STPL

STPL is a full capability service provider founded in 2000 in Nigeria and has been consulting large enterprises and SME's on global best practices to implement technology that either creates a new revenue stream for the client or creates enough savings to start a new line of business. STPL is also the first Silver Level Partner of OpenERP in the entire Sub-Saharan Africa. STPL has developed proprietary software products readily integrated with OpenERP and completely tuned for the Nigerian Industries, some of these include automated Paywings® HRMS, Payroll and Tax Management, Paywings Connect® Electronic Payments integrated with Nigerian Switch Providers, Warehouse Management System, and more. All these products provide a local flavour to OpenERP and also provide a seamless integrated experience to the end customer.

STPL Services offer a hybrid offshore-onsite delivery model that not only leverages the best talents available in India and OpenERP HQ, but also passes on the cost savings to its customers. iMS is STPL's ITIL Certified, MSP Alliance Certified, Managed IT Infrastructure Services division, that takes the pain out of customers with large & small IT network setup. It also drastically reduces the client's annual outflow from Information Technology budgets.

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6   THE AUTHOR

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