



Stone Forest IT

Member, RSM International

RSM!

Singapore's leading instant noodle manufacturer, Myojo Foods Co (S) Pte Ltd (MYOJO), chose the ACCPAC Advantage Series and Stone Forest IT's (SFIT) WorkEzy™ Mobile Solution to improve productivity of its sales and operations.



About MYOJO

Year Established	1970
Industry	Leading Manufacturer of instant noodle food products in Singapore
No of Employees	50+
No of Mobile Salespersons	11+
Product Range	50+ SKU
Customer Base	More than 1,000 islandwide
Choice of System	SAGE ACCPAC ERP 200
ACCPAC Add-on	WorkEzy™.Mobile by SFIT

The Challenge

As a market leader in the instant noodle food industry, MYOJO has one of the biggest market share in Singapore. Its mobile sales team has the challenge of serving more than 1,000 customers islandwide. These customers range from kiosks and minimarts, to supermarkets and hypermarkets in Singapore. The mobile sales team's task was simple: take in customers' orders (by the hundreds daily) and capture the information in the order system.

Each day, a salesperson has to spend a lot of his time totaling orders, cross-checking prices and checking stock availability manually. Illegible handwriting and other human errors also contributed to the poor quality of data captured. Hence, processing by the finance and operations team would often be slowed down due to inaccurate or misplaced information.

The Solution

Advantage ACCPAC: Benefits Reaped – Instantly!

After implementing ACCPAC with Stone Forest IT's WorkEzy™ Mobile Solution, the data capturing process is now automated with improved data integrity. Today, MYOJO's sales staff enter orders into handheld devices when they are at a customer's shop, and spend as little as 10 minutes updating the sales orders and inventory in their ACCPAC system when they return to the office.

The benefit is that MYOJO reduced its sales administration by 1 to 2 hours daily. That is a whopping 110 man-hours worth of time-savings for the entire sales team on a weekly basis! Customer order information is accurately synced in ACCPAC Order Entry and the resulting invoicing is done accurately and efficiently. This also increases customer confidence in the administrative aspect of the operations.

"Our ACCPAC Qualified Installer, Stone Forest IT, assisted us greatly... Viewed as our 'IT Partner', it maximised our ACCPAC investment by understanding our business requirements and enhanced our IT infrastructure... to cater to the needs of our growing business."

Mr Nelson Wong, General Manager, Myojo Foods Co (S) Pte Ltd



ACCPAC Advantage Series – Scalable & Flexible

As the company grew, it was clear that MYOJO needed a sound and robust financial accounting system to support decision making for its core business. At the same time, improvements were needed to enhance the efficiency of its operations. With no in-house IT department, a full Enterprise Resource Planning (ERP) implementation would be too technical for the 'layman' in the operation and finance team to operate as well as too costly to implement and maintain. Hence, MYOJO decided to find an accounting software solution that could be fairly easily operated even by personnel with little technical knowledge, yet did not compromise on the scalability and robustness to cater to the business' growing needs.



Managing Inventory Control – Accountability with ACCPAC Flexible Reporting Options

As MYOJO had to work with a 3rd party logistics company, detailed order information for timely and accurate delivery was imperative to its operations. With ACCPAC's reporting options, MYOJO was able to print ad-hoc inventory and delivery reports to account for possible stock discrepancies. This meant that picking slips and reports generated from ACCPAC became part of the document chain for the accountability of MYOJO's inventory managed by the 3rd party logistics company.

Automated Sales Order Processing – Improved Morale and Sales

Sales staff can return to the office at their own time with the order information and synchronise the data with the ACCPAC system. Price and stock information is automatically managed by ACCPAC. According to Mr Nelson Wong, General Manager of MYOJO, the integration of SFIT's WorkEzy™ Mobile Solution with ACCPAC and automation of the order taking process allowed MYOJO's mobile sales team to be more focused and resulted in an increase in sales volume. The morale and productivity of both the sales and finance teams have also improved greatly as they do not have to spend time 'bickering' over the accuracy of the orders.



ACCPAC and Beyond – Catering to Different Business Models

SFIT was pivotal in the successful ACCPAC implementation for MYOJO. With its proven track record and vast experience with ACCPAC, SFIT's consultancy-based approach demonstrated the ability of the ACCPAC Advantage Series to stretch beyond off-the-shelf standard features to support diverse business models. SFIT's ACCPAC Certified Technical Consultants ensured that users were proficient in the system by hand-holding them throughout the implementation and training process. "We firmly believe in and rely on the professional recommendations and technical expertise of SFIT's team of Certified ACCPAC Consultants", said a beaming Mr Wong.

"ACCPAC Advantage Series is the system of our choice ... the consultancy-based approach and systematic implementation (and training) by SFIT has helped us to streamline and greatly improve our operation efficiency..."

Mr Nelson Wong, General Manager, Myojo Foods Co (S) Pte Ltd