

SAP Customer Success Story Weike Gaming Technology (S) Pte Ltd

AT A GLANCE



Industry

Manufacturers of Gaming Machines

Key Challenges

- Disorganised and inaccurate data
- Delayed financial statements
- Variance in inventory

Project Objectives

- Achieve organised and transparent data
- Speed up reporting and reconciliation processes
- Provide ease of access to accurate data

Solutions & Services

- SAP Business One®
- Incom Extended Module, Reporting Package



"In terms of KPIs, our efficiency and productivity has improved by 30%. FY2012 sales for the period ending 31 March 2012 is forecasted to grow by more than 50% from FY2011. We are confident this is achievable and will continue to increase over the years."

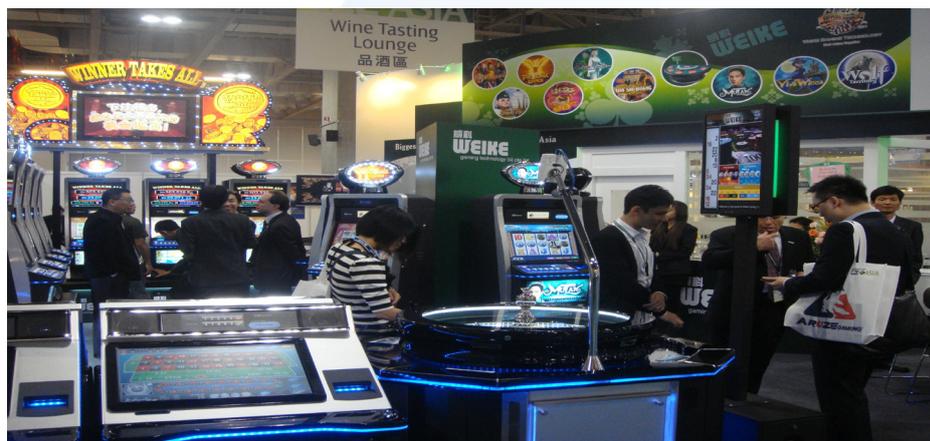
Vivienne Chua – Finance Manager

Weike Gaming Technology (S) Pte Ltd

A subsidiary of Weike (S) Pte Ltd, which was established in 1998, Weike Gaming has built a solid reputation for technology and innovation in the gaming industry. Weike Gaming offers gaming machines, electronic table games, gaming management systems and jackpot links. With major clients in South East Asia under their belt, Weike Gaming is dedicated to become Asia's top gaming machine manufacturer.

Motives for Change

Weike Gaming used Sage Peachtree for a number of years. The system



covered basic accounting functionality, but lacked an inventory management module, an area of increasing importance to Weike Gaming. Data was often inaccurate, particularly between the recorded stock levels and the actual physical inventory. Proper inventory listing is almost impossible to produce and require excessive time to reconcile the inventory to the financial statements.

"Data within the company was extremely disorganised. It took us 2 to 3 weeks just to close our books monthly. Very often we have to do manual adjustments to ensure accurate reports are produced."

The management recognised a need to change, to move the company forward in the direction of a powerful, modern ERP system.

"The lack of a solid data management system was resulting in a variance in inventory balances. We knew we needed to make a change."

Evaluation

Weike Gaming was clear on what they needed in their new system. During their evaluation process, there were two main candidates; Sun Systems and

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Why an SAP Solution?

- **User friendly**
- **Flexible**
- **Reliable world class software**

Key Business Benefits

- **Reduction in man days required for financial reporting and reconciliation**
- **Accurate informative reports providing up-to-date business information**
- **Increased employees' productivity**

Implementation Partner

- **Incom Business Solutions (Singapore)**

Previous Environment

- **Sage Peachtree**

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SAP Business One.

"We need a system that is user-friendly, flexible, internationally recognised and built with strong reporting features. SAP Business One fits the bill."

It was Incom's experience, enhancements and solid support that made SAP Business One the confirmed solution.

"The Incom Reporting Package provided additional financial reporting, which was extremely beneficial. Incom's experience complimented SAP Business One to become the obvious choice."

Once the team fully reviewed and confirmed the decision to proceed with Incom, the next challenge was to implement the system.

Implementation

Like most SME businesses, time constraint was a major hurdle. Incom worked closely with Weike Gaming to accommodate and minimise any disruptions to their day-to-day activities.

"Incom provided a high level of service. They were as flexible as they could be and manage the process well."

As with all projects managed by Incom, a team is assigned to a customer. This includes a lead consultant, technical consultant and project manager. The team helps to keep the project costs in line and the delivery date on schedule.

"All in all we were pleased, the implementation was smooth, on time and within the budget we had planned for."

Incom's proven implementation methodology developed over 15 years ensure the successful implementation of SAP Business One, with Weike Gaming going live promptly in April 2011.

Results

Post implementation reviews suggested a range of benefits including better control and accurate inventory levels; real time data available readily, allowing employees to focus on revenue generating actions. With proper financial statements, the Management are able to make informed strategic decisions.

"In terms of KPIs, our efficiency and productivity has improved by 30%. FY2012 sales for the period ending 31 March 2012 is forecasted to grow by more than 50% from FY2011. We are confident this is achievable and will continue to increase over the years."

For Vivienne, the most sizeable benefit was on readily available financial report and reconciliation.

"The accessibility of real time and accurate data has allowed us to reconcile and make available our financial statements within stipulated period as compared to before, which would otherwise, take 2 to 3 weeks to do so."

Looking forward

With proven results and from implementing SAP Business One, Weike Gaming is looking to deploy the SAP Business One system in its manufacturing plant in Kuala Lumpur and subsidiary in Macau. With Incom's expertise and professionalism, Weike Gaming believes future implementation in its factory and subsidiary will equally be smooth and successful.