

# VSTECS: Driving success with an integrated system for distribution and logistics



VSTECS is a leading Information and Communications Technology (ICT) products and services provider established in 1985. With three main businesses – Enterprise Systems, IT Services and Distribution, VSTECS has a network of more than 40,000 active channel partners across China, Thailand, Malaysia, Singapore, Indonesia, the Philippines, Cambodia and Myanmar. VSTECS first implemented SAP Business One on SQL in 2007 and was one of Inecom's first customers to migrate to SAP Business One on HANA in 2016.

## Before: Lack of advanced functionality in their previous system

- Internal procedures were strained and inefficient, resulting in difficulty supporting a growing number of customer orders.
- Period-end reconciliation took up to 9 days due to manual accounts consolidation.
- Lack of data analytics features to assess the group's financial, product costing, sales and customer performance.

## Why SAP and Inecom

- SAP Business One has a consistently updated roadmap of promised functionality and development timelines, bearing testament to the system's longevity.
- SAP Business One's ease of customization meant there was no difficulty in meeting VSTECS's specific business requirements, as well as enabling VSTECS to port over their customizations to newer versions of SAP Business One seamlessly.
- A wide range of integration possibilities ensured SAP Business One could integrate seamlessly with VSTECS's logistics partners' third-party systems, providing users with accurate and real-time data exchange.

## After:

- Improved integration between VSTECS's multinational business entities with the help of SAP Business One.
- Real-time visibility in sales processes, ensuring speedier responses to client requests.
- Delivery time from sales order to delivery has been improved due to increased efficiency.
- Reduction in time required for period end financial reconciliation from 9 to 3 days.
- Reduction in manpower requirements due to improved logistical efficiency.

*"We were thorough in researching what new ERP system best suited us. SAP Business One had the benefit of a strong reputation. We were further comforted by Inecom, their professionalism and their ability to deliver a solution that met our needs."*

Chan Swee Lim, Vice President, Management Information Systems, VSTECS (Singapore) Pte Ltd

## Integration

Between SAP Business One and logistics partners' third-party systems

## Accurate

Real-time management reporting and status tracking

## Higher

Customer satisfaction with improved service responsiveness

## Faster

Service delivery and higher inventory turnover

## Featured Partner

INECOM

SAP Business One

VSTECS (Singapore) Pte Ltd  
Singapore  
[www.vstecssingapore.com](http://www.vstecssingapore.com)

Industry  
Distribution

Products and Services  
Distribution of ICT products, IT systems and enterprise systems

Featured Solutions  
SAP® Business One® on HANA

THE BEST RUN