

## Success Stories

### Overview

**Country:** Malaysia

**Industry:** Fasteners Manufacturing, Wholesales Distribution

### Customer Profile

DANAPAC was established in 1998 as one of the major producers of extrusion sheets in Malaysia. The company has grown in tandem into a prominent thermoforming sheet manufacturer in Malaysia. Reputable products comprise of HIPS-(Single and Multilayer of Nat/Colored, Antistatic, Dissipative, Conductive), PP-(Single layer of Nat/Colored, Antistatic and Conductive), HDPE-(Single layer of Nat/Colored, Antistatic and Conductive), CPS and rigid-PVC sheets.

### Solutions

DANAPAC partnered with Ygl rolled out Microsoft Business Solutions-Great Plains and Microsoft Business Solutions for Financial and Distribution to 100 employees.

### Benefits

- Increased employee productivity and reduced costs
- Reduced time to deliver financial reports by 50 percent
- Improved business visibility and increased competitive edge
- Improved customer service



**“ With Microsoft Great Plains solution, we can view on-line information and managing the company at a higher level and make more informed decisions, and doing so helps to increase our competitive advantage.”**

Mr. Jansen Lim Soon Hin, Chairman Of Cepco Group Of Companies.



## Situation

Cepco Group Of Companies had previously implemented UBS accounting program to complete financial tracking and analysis. However, this system was not connected to its sales order, purchasing, and inventory business systems. As a result, creating reports was a difficult and time consuming process. Sometimes the reports were late for 3 months. For example, to create a sales and profit reports, an employee had to manually extract information together from various information from spreadsheet. The disconnected infrastructure also prevented directors and high-level executives to access the consolidated overview of critical business information promptly and accurately.



## Effective Business Solution with Microsoft Great Plains

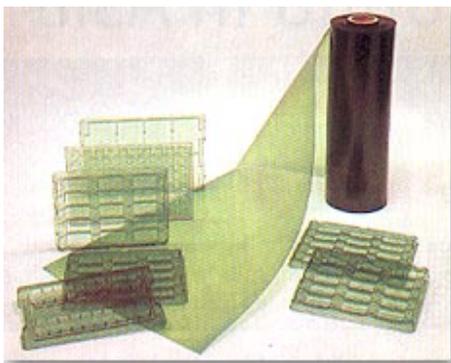
With the implementation of Microsoft Business Solution—Great Plains and Microsoft Business Solutions for Financial and Distribution, DANAPAC has achieved recognition for its innovative, organizational growth, dynamic approach and customer service orientation.

DANAPAC shall contribute through its activities to progress in society and to better living standards, while placing prime importance on integrity and sound management in the conduct of its business.



### Improved Customer Service

With a more comprehensive selection of reports and better access to information, DANAPAC can now also provide a higher level of service to customers. For example, the company can generate reports to monitor the customers credit limits and help ensure that materials will be delivered on time with efficiency. In addition, the company can track easily the status of each order and able identify potential issues before they become critical.



### How the Microsoft Great Plains fits into an integrated solution

To improve its business processes, DANAPAC partnered with Ygl Consulting Sdn. Bhd.—a Malaysia-based specialist in reselling and implementing customized solutions that complement enterprise resource planning (ERP) systems, rolled out Microsoft Business Solutions-Great Plains to approximately 100 employees in the sales, purchasing, store (inventory), and finance departments.

The solution involved implementing the entire Microsoft Great Plains suite, including the Purchase Order Processing, Sales Order Processing, Inventory Control, General Ledger, Payables Management, Receivables Management, and Bank Reconciliation modules. These all integrated to create a fluid infrastructure that gives quick access to vital business information.

DANAPAC and Ygl Consulting also integrated Microsoft Business Solutions for Analytics-FR<sub>x</sub> Professional, a solution which helps streamline delivering reports, and created customized reports, such as detailed and summary balance sheets, detailed and summary Profit & Loss reports, and more.

## For More Information

For more information about Ygl Convergence products and services, in Singapore, call the Ygl office at (65) 6565 7855. In Malaysia, call the Ygl Kuala Lumpur office at (603) 2166 5928 and Ygl corporate headquarter at (604) 2610619. To access information using the World Wide Web, go to: [www.yglworld.com](http://www.yglworld.com)

For more information about Microsoft products and services, call the Microsoft Sales Information Center at (800) 426-9400. Outside the United States, please contact your local Microsoft subsidiary. To access information using the World Wide Web, go to: [www.microsoft.com](http://www.microsoft.com)

For more information about Danapac Industries (M) Sdn Bhd services, call (604) 399 2088/ (604) 399 7088 or visit the Web site at: [www.danapac.com](http://www.danapac.com)

**“DANAPAC has a reputation of providing product excellence and will continue to improve and maintain them through its stringent quality assurance system. With the partnership of Ygl, we are able to assure faster results delivered to our valued customers, material vendors, equipment makers, end users and business alliances.”**

**Mr. Jansen Lim Soon Hin, Chairman Of Cepco Group Of Companies.**

## About Ygl

Ygl Convergence Berhad is one of the premier Enterprise Resource Planning (ERP) solutions provider in the Asia-Pacific region since 1993. In Ygl, we believe and practice in the strength to 'Meet in One Value', the aspiration to build win-win relationship with our clients, business partners, shareholders and staff. With regional offices in Malaysia, Singapore, Thailand, Hong Kong and China, plus a team of over 100 professional consultants provides ERP services to 350 Tier I, Tier II and SME customers encompassing the financial, logistics, manufacturing, government and public utilities sectors. Thus, caters to the specific needs of various business ventures. Ygl strives to be the niche Enterprise Solution Software Provider in ASIA and long-term goal is to become the leading Enterprise Solution Software Provider in the WORLD.

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