

### Overview

**Country:** Malaysia

**Industry:** Auto, Oil & Gas, Manufacturing & Engineering, Equipment

### Customer Profile

**UMW Group** (MYX:4588) is one of the largest companies and also one of the leading industrial enterprises, serving the economies of Malaysia and the Asia-Pacific region. The UMW Group is a RM 9.9 billion company and ranks among the foremost corporations listed on the Bursa Malaysia. Its net assets exceed RM2.3 billion and its workforce numbers more than 11,000 employees serving customers through a nation-wide distribution network.

### Solutions

Infor LN 6.1

### Benefits

- Improved ROI by 20%
- Less customization in reporting
- Offers a low total cost of ownership
- Increase production accuracy and manage by exception
- Leverage innovative technologies
- Deliver orders on time, every time
- Improve quality management



**AUTOMOTIVE**

**EQUIPMENT**

**MANUFACTURING & ENGINEERING**

**OIL & GAS**



Through joint ventures with Toyota and Perodua, UMW assembles, markets and distributes some of Malaysia's most popular models of passenger cars and commercial vehicles.

- UMW Toyota
- Perodua



From earth-moving and power generation to marine engine, material handling and compressed air, UMW supplies the brand-name equipment that keeps industry moving.

- Malaysia
- Papua New Guinea



Innovative components, trusted brands, and specialized equipment for OEM and replacement automotive markets, transportation facilities and the petro-chemical industry.

- Penzoil
- KYB
- Automotive OEM Products



Complimenting upstream Oil & Gas industry activities around the world with tubular goods and oil field supplies, plus a full range of support services from site operations to offshore rig development.

- Manufacture of Pipes
- Exploration Operations

**“The manufacturing solution is implemented by Ygl team has given us far greater levels of control in manufacturing. The technology and implementation expertise has provided us with a solid and upgradable platform for us to run our business.”**

**Encik Mohamed Shaharuddin, Operations Manager, U E-Technologies Sdn Bhd**

## Setting the strategy

For UMW, the leading industry drivers for remaining competitive are meeting customer expectations in the areas of quality, cost, delivery and execution of engineering changes. In addition to the need to provide the highest quality, meet target costs, and efficiently execute a flurry of engineering changes, another tremendous challenge that UMW faces is the constant change in delivery dates.

After running on the enterprise resource planning (ERP) Baan IV system since 1999, UMW concluded that although it had optimized its legacy system capabilities, the application would not continue to meet the growing and evolving industry requirements.

## Getting business specific

Before investigating several ERP systems, UMW decided that it needed an integrated system on which to run all of its business processes—from order entry to field service, and financial consolidation—and eliminate several different legacy systems and applications requiring separate access. Finally, UMW sought a cost-effective system that offered added value.

“Ygl was chosen for this project by UMW firstly because the ERP system was offered to UMW at a much lower maintenance cost. Secondly, Ygl has efficient resources to ensure a smooth implementation and support service, thus, enabling UMW to save cost and time during the process of implementing the system.”, said Encik Mohamed Shaharudin.

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Encik Mohamed Shaharudin from U E-Technologies Sdn Bhd

According to Encik Mohamed Shaharudin from U E-Technologies Sdn Bhd, “We compared many systems that we thought would meet our requirements. But after several demos and analyses, we choose solution provided by Ygl as the product with the best value proposition. The manufacturing solution implemented by Ygl team has given us far greater levels of control in manufacturing. The technology and implementation expertise has provided us with a solid and upgradable platform for us to run our business.”

The core of the manufacturing solution, Manufacturing is a supremely flexible and highly functional component that supports a wide range of manufacturing typologies—including common modes and Lean Manufacturing through use of just-in-time (JIT) material control and assembly control. It also offers complete configurable product capabilities, from standard product variations to highly complex configurations.

## Seeing results

UMW experienced the first go-live event upon completion of the implemented system at the first UMW site after a five-month period. Thereafter Ygl moved on to complete the other 3 sites without much problem and delay.

“Every event went well,” said Encik Mohamed Shaharudin, “and after several months, the entire company firmly believed in the data integrity of the system, and people became convinced that if they ran into an issue, Ygl team could efficiently assist them.”

Encik Mohamed Shaharudin pointed out that manufacturing solution is able to provide the foundation to improve business efficiency, customer service, and manufacturing productivity. From selling and sourcing to production and fulfillment, it provides clear visibility across the business, helping to automate and manage the business processes.

The Ygl team managed to deliver the project within the strict time frames to the satisfaction of UMW.

> customer	UMW Group
> solution	Infor LN 6.1
> platform / database	HP Unix / Oracle
> industry	Automotive, Equipment, Manufacturing & Engineering, Oil & Gas
> employees	11,000
> country	Malaysia



We are No. 1 in Malaysia's overall vehicle sales through our Toyota and Lexus franchises and our investment in Perodua

- UMW Toyota
- Perodua

We provide internationally renowned quality heavy and industrial equipment. Our ability to establish market leadership and solid reputations has withstood the test of time

- Heavy Equipment
- Industrial Equipment
- Industrial, Marine & Power-Generation



We design and manufacture high-quality automotive components and transport equipment; we also blend and market Pennzoil products- cornerstones of its success. Continuous efforts to lower costs also sharpen our competitive edge

- Pennzoil
- KYB
- Auto components
- Specialty Equipment



We manufacture transmission and drilling pipes, provide drilling and workover services via our rigs, fabricate onshore-offshore structures, and extend oilfield services to our clients.

- Oil Country Tubular Goods & Line Pipes
- Exploration Operations
- Fabrication
- Oilfield Services
- Oilfield Products

## Beyond Boundaries

WELCOME TO UMW

### AUTOMOTIVE

Encik Mohamed Shaharudin further commented that Ygl contributed well to this project by ensuring that the system works for UMW.

Ygl's regular visits to our office to update us and following through of the project activities definitely added to the client's satisfaction.

He also claimed that UMW considered out-of-the-box software an important feature—with either minimal or no customization during the ERP assessment process.

He further added, "The solution provided by Ygl offered a low total cost of ownership compared to competitive products, Ygl implemented the system on time and UMW was able to do our business from the first day we went live—thus ensuring a great return on our investment."

### EQUIPMENT

### Implementing Fast

UMW upgrades the following modules. They are Manufacturing, Service, Order Management (Sales Order, Purchase Order, Purchase Requisition, Purchase Contracts), Central invoicing, Finance (AR, AP, Fixed Asset, Cash Management and GL).

The implementation lasted a few months during which time trainings were given to the staff of UMW so that the consultant's knowledge was able to be transferred to the staff effectively.

The project was planned and executed and delivered on time.

### MANUFACTURING & ENGINEERING

### Doing business better

As UMW searches for new ways to streamline its processes and maximize efficiency, the company seeks to consult Ygl.

Encik Mohamed Shaharudin said "Ygl has a good track record with many customers having successfully used the software, and we've seen efficient and speedy support when it's needed. And with service-oriented architecture, we believe Ygl can help us in the best way possible."

### OIL & GAS

## For More Information

For more information about Ygl Convergence products and services, in Singapore, call the Ygl office at (65) 6270 7877. 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)

Kingdee Southeast Asia Software Group Sdn Bhd (R&D Centre) in Penang Cybercity, call at (604)2610619

For more information about UMW Holdings Berhad, call (03) 5163 5000 or visit the Web site at: [www.umw.com.my](http://www.umw.com.my)

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Encik Mohamed Shaharuddin,  
U E-Technologies Sdn Bhd

## 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 600 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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