



Glass Wool Manufacturer Boosts Efficiency with Financial Analytics Solution

Overview

Country: Malaysia

Industry: Manufacturing

Customer Profile

Poly Glass Fibre(M) Berhad is a Malaysia-based manufacturer of glass wool used for building, home, and equipment insulation. The company has 100 employees and 60 desktop computers.

Business Situation

Poly Glass Fibre's accounting system was disconnected from its other business systems. Therefore, financial reports were delivered slowly, and it was difficult to get a high-level look at operations.

Solution

Poly Glass Fibre partnered with YGL Consulting Sdn Bhd and rolled out Microsoft® Business Solutions–Great Plains® and Microsoft Business Solutions for Analytics–FRx® Professional to 30 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

“We used to deliver financial reports on the 15th of each month, but with our Microsoft Great Plains solution, we can now deliver them on the 7th instead. That's 50 percent faster than before.”

Ms. Koh Joo Ling, Financial Manager, Poly Glass Fibre

Malaysia based manufacturer, Poly Glass Fibre(M) Berhad's accounting program was disconnected from its sales order, purchasing, and inventory business systems. As a result, employees created financial reports manually, which delayed the delivery of month-end financial reports by up to two weeks. In addition, the disconnected system hampered management's ability to obtain a high-level look at business operations. Poly Glass Fibre partnered with YGL Consulting Sdn Bhd and rolled out Microsoft® Business Solutions–Great Plains® and Microsoft Business Solutions for Analytics–FRx® Professional. This new solution is an integrated system to track all business data, helping employees streamline processes, increase efficiency, and deliver financial reports faster than before. In addition, managers have increased visibility over business operations, so they can make smarter business decisions.



“A more efficient work force has also saved us money, as we can now accommodate increased sales and business growth without adding additional headcount.”

Ms. Koh Joo Ling, Financial Manager, Poly Glass Fibre

Situation

Poly Glass Fibre(M) Berhad is Malaysia's sole manufacturer of glass wool that is used for thermal and acoustic insulation in buildings and homes and in other equipment. During the past 17 years, the company has become a leading supplier of glass wool in Southeast Asia, with a network of distributors in areas such as Australia, China, India, and more.

Poly Glass Fibre was using a locally developed, MS-DOS®-based accounting program to complete financial tracking and analysis. However, this system was disconnected from its sales order, purchasing, and inventory business systems. As a result, creating reports was a difficult and time-consuming process. For example, to create a sales analysis report, an employee had to manually pull information together from various purchase orders and invoices that had been created in Microsoft® Office Excel. As this process was labor-intensive, employees were not achieving maximum levels of efficiency, and financial reports for the previous month often were not available until two weeks into the following month. The disconnected infrastructure also prevented directors and high-level executives from getting a consolidated overview of critical-business information quickly and easily.

“Overall, the finance department needed a system that would streamline work processes and help us better manage company finances and resources,” says Ms. Koh Joo Ling, Financial Manager for Poly Glass Fibre. “In addition, by connecting our purchasing, sales order, inventory, and financial systems and providing online access to this information, managers can get a complete picture of company and staff performance.”

Solution

To improve its business processes, Poly Glass Fibre partnered with YGL Consulting Sdn Bhd—a Malaysia-based specialist in reselling

and implementing customized solutions that complement enterprise resource planning (ERP) systems. Together, they rolled out Microsoft Business Solutions–Great Plains® to approximately 30 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.

Poly Glass Fibre and YGL Consulting also integrated Microsoft Business Solutions for Analytics–FRx® Professional with the solution to help streamline delivering reports, and created customized reports, such as detailed and summary balance sheets, detailed and summary Profit & Loss reports, and more.

With the Microsoft Great Plains solution in place, Poly Glass Fibre employees now have a single, consolidated system to enter, track, and analyze business information. For example, the sales department enters sales quotations and invoices and prints monthly sales analysis reports by region or country; the purchasing department enters purchase orders and prints purchase order status reports for tracking purposes; and the store department enters receipts and adjustments, so that stock information is up-to-date and prints customized reports to view its closing stock balance for quantity and cost.

Benefits

By implementing the Microsoft Great Plains solution, Poly Glass Fibre resolved its existing challenges and, as a result, has increased employee productivity, improved business visibility and, ultimately, improved customer service.

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

Ms. Koh Joo Ling, Financial Manager, Poly Glass Fibre

Increased Employee Productivity and Cost Savings

Before Poly Glass Fibre rolled out its Microsoft Great Plains solution, employees were forced to manually pull together financial reports, a process that ultimately delayed delivery. But now that the sales, purchasing, and store information is available online through a single integrated system, the finance department can access this information quickly and easily to create reports and print timely financial statements. In fact, with its connected, more powerful system, employees now generate reports faster than ever, shaving an entire week off the time it once took to create month-end financial reports.

“We used to deliver financial reports on the 15th of each month, but with our Microsoft Great Plains solution, we can now deliver them on the 7th instead. That’s 50 percent faster than before,” says Joo Ling. “A more efficient work force has also saved us money, as we can now accommodate increased sales and business growth without adding additional headcount.”

Employee productivity has improved also as a result of a wireless network link that the company recently implemented between its production area and main office. Now information from the production weighing area can be transferred immediately online, so the company can prepare cost analysis more quickly. With faster, more reliable access to this information, management can also make faster, more reliable business decisions.

Improved Business Visibility

With its old, disconnected system, it was difficult for managers at Poly Glass Fibre to get a quick, bird’s-eye view of business operations and financial status. Now, managers have the option to get an at-a-glance look at vital business data or drill

down for further analysis and always have access to the information they need to make the wisest business decisions. For example, Microsoft Great Plains gives managers better control over business processes as they can more easily track each order through its entire life cycle. In addition, improved reporting capabilities and reports—such as the sales analysis reports and stock status reports—help managers decide more intelligently how much of each product the company should keep in stock.

“With our Microsoft Great Plains solution, we can concentrate on managing the company at a higher level and make more informed decisions, and doing so helps to increase our competitive advantage,” says Joo Ling.

Improved Customer Service

With a more comprehensive selection of reports and better access to information, Poly Glass Fibre can now also provide a higher level of service to customers. For example, the company can use reports to more efficiently and effectively manage customer credit limits and help ensure that materials will be delivered on time. In addition, the company can track more easily the status of each order and can identify potential issues before they become critical.

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For more information about YGL Consulting Sdn Bhd products and services, call (604) 261-0619 or visit the Web site at: www.ygl.com.my

For more information about Poly Glass Fibre(M) Berhad products and services, call (604) 390-8460 or visit the Web site at: www.polyglass.com.my

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- Solutions
 - Microsoft Business Solutions Analytics–FRx Professional
 - Microsoft Business Solutions–Great Plains

Hardware

- Dell PowerEdge 1500SC

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- YGL Consulting Sdn Bhd

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