



2nd August 2020 YGL Company – Corporate SOCIAL RESPONSIBILITY

YGL Convergence company supports Corporate Social Responsibility.

YGL Convergence employees are joining Beach Clean Up in Penang at Frandy Beach, Batu Feringhi with Tzu Chi Merits Society Malaysia. The activity is open to families and individuals of all ages.

Cleanup event is an amazing opportunity for everyone to contribute to a greater cause. It doesn't require any special skills, just some desire and a bit of free time. Nevertheless, this work is a big help to the environment. At the same time, you also get to educate people living locally and lead them by example with the common goal to help to save the Earth.

Cleaning the beach also improves the coastal and ocean ecosystem by making sure that none of the trash kills marine life or is toxic enough to disrupt the marine life cycle.

Plastic not only pollutes the environment but also endangers marine, bird and coral life. By this beach clean, anyone can make a difference. It will allow us to organise more beach clean-up events and to combat the global ocean plastic pollution problem," concludes the YGL Convergence founder Mr. Yeap Keng Chuan.



We Make It Work

YGL VERTICALLY INTEGRATED MEDISPEC HEALTHCARE ERP SOLUTION



Overcoming The Challenges of Improving Speed and Scale

Medispec (M) Sdn Bhd is a leading wholesale distributor and marketer of pharmaceutical and healthcare products in Malaysia with an excellent track record of 36 years. Our company is located in Penang, Malaysia. The company's proven marketing and management systems give competitive edge to the manufacturer's products.

Currently it handles a wide range of pharmaceutical and health care products from countries such as Thailand, Singapore, New Zealand, Australia, India and Bangladesh. **Medispec** employs over 100 staff and has its headquarters in Penang. It has a 4 units of 4-storey building in Petaling Jaya that serves as **Medispec's** Strategic & Logistic Centre and a sales office in Ipoh.



We Make It Work

Smartphones can give your sales reps—and your business—a competitive edge by enabling them to respond quickly to customer needs and questions. Smartphones also provide instant access to customer data and let your workforce share information and presentations, check inventory and close deals.

1. Remember people you meet. “Contact lists in your phone are great and able to capture people’s names, the place you met, their relationship with other contacts and your own personal notes, use an app like [YGL Mobile Sales@work](#),” says Nicholas, senior sales manager, Medispec company.

2. Respond faster to customers. “When we get the order from our customers, we directly send the orders which is within few seconds to few minutes to our office, our store and our administrator will directly process the orders,” he points out.

3. Able to check stocks balance online. Any mobile phone can help your sales team stay in touch with the office, colleagues and customers. The Apps is able to trace the stocks balance and check the expiry of the stocks and stocks availability in the store.

4. Share files—and make changes—on the go. “File sharing [apps] make it possible to send large sales presentations or relevant clinic papers without slowing down your email client,” says Nicholas, Medispec. “We can use the system to show the pamphlets and clinic papers to the doctors” he notes.

5. Always have a video pitch with you. “A short video can demonstrate more advantages of your product” than, say, a standard PowerPoint presentation, says Nicholas, senior marketing manager.

6. Fast collection from customers. “Mobile access to your company’s SOM system, to obtain or record prospect info (activity, status, financial, etc.), is invaluable, mobile access to customer data is critical to field sales teams,” concurs Nicholas, Senior Sales Manager. “Sales representatives are inherently more effective if they can access information about their customers or clients in real time.”

7. Take orders from the road. With a smartphone “and an app that allows them to take orders over their smartphone (or tablet), your sales reps can be more productive while on the road.”

Close deals faster. With a smartphone and an electronic signature app, “my clients can sign contracts anywhere in just minutes via their smartphone.”

8. Monitor inventory and restock on the go. “Ygl Sales@Work system is an online accessible, and I monitor sales on my smart phone,” explains Nicholas. “When an item goes out of stock, I am alerted via my smartphone. I immediately contact my vendors to see if there is more in inventory and then add it to our inventory (via the smartphone) as soon as possible,” he explains. “This is great, especially when we have an especially hot item!”

The Results

Medispec (M) Sdn Bhd CEO Mr. Teng says “Ygl system is fantastic. I am very happy with the system because as our business grow for the past 10 years. We have been growing by 10 to 20 percent every year and the system can support us.” Concludes Mr. Teng Beng Lee.



Future-proof your business with ERP

Implementing an ERP solution is a transformative opportunity. Part of the implementation process involves examining all of the processes within your business. This allows you to simplify your inventory management and find new ways to streamline sales, purchasing, finance and accounting.

The following opportunities to future-proof your business are also yours for the taking when you adopt an ERP strategy:

Increase your edge. Having a competitive edge helps any business flourish no matter what the market conditions are. Your ERP solution will be completely different to any other organization's as it will be completely customized to your company's needs, goals and business strategy, both now and in the future.

Integrate your business. Establishing "one version of truth" in your business is necessary to help you make the right decisions at the right time. You have to know the correct amount of inventory your company is storing, or the accurate figure of sales made this month etc. to accurately forecast plans and expenditure. An ERP system can be integrated with multiple other technology solutions to create a single truth from which your whole company can operate.

Support your scaling ambitions. Scaling sounds great in theory; in practice it can be a messy and complex affair. However, growing your business is easier when you have a customized ERP solution in place that can grow with you.

Improve performance. Imagine what you could do with more time? Now imagine what your business could achieve if *each* member of your team had more time? ERP can help you find this extra time, as one of its big values is driving efficiencies through automation.

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