

CASE STUDY

Customer

Taula Beverages

Need

Integrate mobile van sales, invoicing and payments with Dynamics GP

Solution

DSD Van Sales, Zebra printers, integrated with Dynamics GP

Outcome

Efficient and robust solution that saves the company time and money



BREWING UP BUSINESS EFFICIENCY

ABOUT TAULA BEVERAGES CO. LTD.

Taula Beverages Co. Ltd were the first brewery in Samoa to be wholly owned and operated as 100% Samoan. They are committed to creating a beer Samoans can truly call their own. Taula Beverages Co. Ltd. began operations in 2012 in Falelauniu, Samoa. The product range now includes a small selection of locally brewed Taula lager beers and carbonated soft drinks under the brand 'Taxi'.

A SYSTEM TO IMPROVE EFFICIENCY REQUIRED

After a number of years selling and delivering throughout Samoa a very manual business process had developed, subject to error and fraud. The administrative effort to enter invoices, reconcile customer payments, track truck inventory and manage empty bottle and crate collections was reaching breaking point. A more efficient system was clearly required.

“The technology we needed was simply not available locally so we needed to partner with an offshore supplier with good support and a thorough understanding of route trade business. We had already worked with the team from NCS within our Ah Liki Wholesale business so we talked with them about our requirements. We needed a system for Taula Beverages to cater to the unique needs of our beer and beverage industry” says Enele Westerlund, General Manager. The requirement was for a full Van Sales solution that could print invoices and collect payments, with robust vehicle inventory controls. The system needed to integrate with the existing Microsoft Dynamics GP ERP system.

The installed solution extracts customers, products and prices from Dynamics GP each day. The warehouse staff load inventory onto the truck for the route at the start of the day and this is entered into the NCS application on the Zebra hand held. At each customer the driver makes the sale, collects payment and prints the invoice. When the driver returns to the depot the loaded vehicle inventory is reconciled against the sales made and the ending inventory. The sales and payments are automatically sent to Dynamics GP.



“When we first installed the system we found a few inventory and cash discrepancies when we performed the daily reconciliations. The NCS system provided us with the information we needed to exactly find the issue and resolve it” continues Westerlund



AUTOMATION OF DAILY PROCESS AIDS GROWTH

“Once installed the drivers have found the system made their job easier, and certainly the administrative effort to manage the day to day business operations has reduced a lot. It has become a vital and very efficient way to monitor and finalise all sales processes. The net result is that we are now able to grow our business without additional administrative cost” continues Westerlund. “All the transactions are automatically posted to Dynamics GP. Inventory and cash collections are automatically reconciled with all the details we need to investigate an problems”.

“While the initial project scope has been has been achieved we are now thinking of adding routes specifically to collect empty bottles and crates to be cleaned and reused in the manufacturing process. Everyone in business knows that improving business efficiency is never ending and our automated route system is an integral part of this” concludes Westerlund

Partnering with industry experts who have specialised route sales and delivery solutions are clear for all to see.



Numeric Computer Systems
SOFTWARE THAT DELIVERS



ABOUT NCS

NCS has focused on the needs of the Fast Moving Consumer Goods markets for over 40 years. Over that time, it has stayed abreast of revolutionary changes in the industry, today offering the eighth generation of their software. The DSD Assist brand of mobile solutions are Android based and designed to operate in the cloud.

NCS has its Corporate Headquarters in Hauppauge, New York and offices in Dallas, San Francisco, San Juan, Auckland, Jakarta and Sydney.

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