

ECS enabled Arma to serve customers more efficiently

And cost effectively by successfully implementing SAP solutions



Customer Background

ARMA was established as a result of HSA Group vast experience for more than 25 years in the manufacturing of vegetable oils, soap and detergents. It is one of the leading industrial groups in Egypt that offers high quality products in the Middle East, Africa and several other regions. The Group consists of 3 companies: Food Industries, Oil Industries and Soap and Detergents represented in 3 factories in 10th of Ramadan City.



ARMA-SAP ERP Implementation

Company:

ARMA

Industry:

Consumer Products

Products:

Soap, Detergents, Oils and Ghee.

Number of Employees: 3500

Location:

10th of Ramadan – Egypt

Website:

www.hsagroup.com

Solution Offered:

Sales and Distribution

Material Management

Human Capital Management

Financial Accounting and Controlling

Production Planning

Executive Summary

Objectives

- Prepare for the aggressive growth and the increasing business complexity
- Automate its manual and complex product distribution processes effectively
- Optimize operations in key business areas like production, sales and distribution processes.
- Modernize the company's technological infrastructure
- Standardize and integrate processes on one platform

Challenges

- Complexity in operational processes
- Lack of visibility into existing stock levels
- Inability to control and track Inventory in multiple warehouses
- Unavailability of real time information about product traceability and production cycle

Resolution

- Implemented SAP ERP applications including Sales and distribution, Material Management, Human Capital Management, Financial Accounting & Controlling, and Production Planning

Implementation Results

100%

Integration of information
on a single platform

Reduction

In time for closing
balance sheet

Improved

Employee performance
and productivity

Higher

Control and visibility on
inventory and stock



“After the implementation of SAP ERP Solution, we noticed many improvements in various areas. Now, stocks are thoroughly managed, sales, accounting and purchasing divisions now have shared objectives with a focus on the business profitability”

Challenges

To optimize business operation, Arma's management team sought to bring more insight and ensure process visibility across the company's three factories. Managers were suffering from lack of transparency and visibility into the various parts of their business, what caused this problem is the inability to access the enterprise-wide data required to give adequate information. Also, the excessive reliance on the manual effort was leading to high error rate and a lot of inefficiencies like duplication, low productivity and a lot of time waste to complete the required tasks. These challenges was hindering many opportunities and urging Arma's management to find new ways to help them face the increased business complexity, for that they took the decision to implement a comprehensive and a solid ERP system, They started to search for the best vendor to fulfill their needs and help them along the journey. At the end, the choice went to SAP as a software provider and ECS as an implementation partner.

Implementation

The implementation project was completed in 6 Months. Arma has replaced its outdated system. Employees and managers started working on the new SAP system smoothly without any disruption and with highest rate of adoption rate.



25 years Experience in manufacturing
Food , Oil, Soap and Detergents

Results

Within tight time, ECS was able to quickly provide solutions to optimize business operations and build management's confidence in the system's ability to grow their business. Since going live in December 2008, the implementation has resulted in a more enhanced operation, better visibility into Production, Sales and Distribution, Human Capital and Financial. Creating a single, integrated solution enabled managers to simply obtain a real-time view of all their operations and make timely and winning decisions. The process became more efficient due to process automation that reduced manual errors and improved performance. Business Owners along with the top management agreed that the business has witnessed an overall improvement in many targeted areas that will allow them to focus more time and effort to grow their business.



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