

PT. Sumatra Motor Indonesia (SMI)

www.clevelandcyclewerks.co.id

COMPANY

- Location: Bintaro, Indonesia
- Industry: Motorcycle Distributor

SOLUTION

Standard

- Acumatica Financial Management
- Acumatica Distribution Management
- Acumatica Customer Management

Custom

- Surat Pemesanan Kendaraan (SPK) Form

KEY RESULTS

- Reduced a lengthy, manual purchase order process
- Ability to easily drill -down in financial reports
- Improved visibility for tracking inventory
- Leads & Opportunity assignment for Sales & Marketing department

Motorcycle distributor selects Acumatica as Cloud ERP system to support business growth

“Before Acumatica, we used paper for every single activity in our lengthy approval process. Now everything is streamlined into one system.”

- Agung Gunawan, Head of Procurement, PT. Sumatra Motor Indonesia

SITUATION

PT. Sumatra Motor Indonesia (SMI) is an authorized distributor for Cleveland Motorcycle brand in Indonesia. In addition, the company also sells merchandise/ accessories, motorcycle parts and motorcycle maintenance services.

SMI had run their business on ACCURATE Accounting software, but were looking to upgrade to a flexible ERP system that would:

- Streamline their business processes from procurement to sales and finance/ accounting
- Manage their sizable inventory (including SKU, part number and VIN number)
- Allow full mobile access for remote approvals
- Manage both prospects and existing customer base

SOLUTION

SMI initially considered RetailSoft as a potential business solution, but chose Acumatica because SMI's CEO was hesitant that RetailSoft could streamline their business processes effectively. SMI

implemented the Acumatica Financial, Distribution, and Customer Management suites with the help of Acumatica Reseller PT EMS Paramitra, who also assisted with a custom solution for the Surat Pemesanan Kendaraan (SPK) Form.

BENEFITS

Acumatica was implemented within 3 months. Since using Acumatica, the company has experienced greater efficiency in their approval process. Agung Gunawan, Head of Procurement, says, “Before Acumatica, we used paper for every single activity in our lengthy approval process. Now everything is streamlined into one system.”

Another benefit SMI realized is their month-end closing process can be conducted faster than before. Any mismatches in the financial reporting can easily be traced used Acumatica's drill down feature and revised quickly, saving time and improving accuracy.

