

Mining Liners and Spare Parts Distributor Gets More Visibility, Manages Growth with Acumatica Cloud ERP

“With Acumatica, we’ve gained more visibility into our business. We can make better decisions that increase our profitability.”

– Desy Wilson, President Director, PT Multi National Equipment

SITUATION

PT Multi National Equipment (MNE) had run their business on Zahir Small Business Accounting software and i.scope CRM, but were looking for an integrated ERP system that could:

- Calculate pricing estimates in multiple currencies
- Manage the quote to order process
- Consolidate their shipment process
- Consolidate their financial statements

SOLUTION

MNE considered both VIENNA Advantage and industry-specific Classic Information Systems' ERP system, but chose Acumatica in the end. They implemented the Acumatica Financial, Distribution, and Customer Management suites with the help of Acumatica Reseller PT EMS Paramitra, who also assisted with custom solutions for Multi Currency Quote Draft Calculation and a Consolidated Cash Flow Forecast Report.

BENEFITS

Commercial Manager Rahmat Yuda identifies their integrated financial and CRM data as the key benefit of Acumatica: “Having everything in one place—our CRM contacts alongside the orders that are flowing through—and being able to report on it.”

President Director Desy Wilson adds, “Being able to drill down inside reports, so we can see from a profit-loss statement right down to the customer that placed the order has helped us to see exactly what is going on at the moment. We can very quickly drill into what’s happened.”



COMPANY

- **Location:** Bali, Indonesia
- **Industry:** Mining Liners and Spare Parts Distributor

SOLUTION

Standard

- Acumatica Financial Management
- Acumatica Distribution
- Management
- Acumatica Customer Management
- Acumatica Fixed Assets

Custom

- Multi Currency Quote Draft
- Calculation
- Consolidated Cash Flow Forecast
- Report

KEY RESULTS

- Integrated system allows automatic flow of financial data, cutting data-entry in half
- Enhanced financial reporting meets internal and external requirements
- Remote access improves monitoring of finances and productivity