



# Global Leather Chemicals Giant Collaboration with Sage Accpac for Business Optimization

*As the world's leading leather chemicals company, TFL is committed to superior quality and premier customer service – in fact, TFL has grown to an industry giant today, posting a turnover of around 300 million Euro with 1200 employees worldwide. As surely successful as TFL Hong Kong is with the other subsidiaries of the group, its operation involvement was escalating swiftly and was in pursuit of a sophisticated solution that would enhance operation flow and resources planning processes, laying the groundwork for the new challenges ahead.*

*"A reliable ERP system is one that assists us on delivering accurate analyses. Not only does Sage Accpac ERP include the industry standard reporting tool, Crystal Reports, it also allows us to link other customized programs to generate informative and useful analyses for business optimization."*

**Mr. Leo Tang, IT Assistant Manager - Greater China  
of TFL Hong Kong Limited.**



## Background and Objectives

Equipped with fully array of knowledge as well as complete range of products for leather making, TFL has an active presence in 90 countries with 18 subsidiaries and approximately 50 exclusive agents and distributors worldwide. With rapid advancement, TFL Hong Kong soon realized that it could no longer rely on their previous spreadsheet and obsolete accounting system to handle the ever expanding business. "We knew that we had lots of important data that could be used for further analysis and business enhancement; however, without a proper system, there was no effective way to track and extract the information," commented Mr. Leo Tang, IT Assistant Manager - Greater China of TFL Hong Kong Limited, "furthermore, in today's technological era, it is essential for us to opt for an integrated system that would automate our work flow process and enhance productivity."

## Solution

Upon defining the objectives for this IT initiative, TFL Hong Kong commenced a system selection process, reviewing various solutions of different scales that would satisfy the organization's needs and demands. Just like most other successful companies, TFL Hong Kong wanted to practice enterprise application integration through innovative approaches and techniques, thereby maximizing performance and strategic business planning. Hence, flexibility and scalability were two major aspects that the system would need to fulfill. "A system without adequate flexibility is just simply wasting time and money."

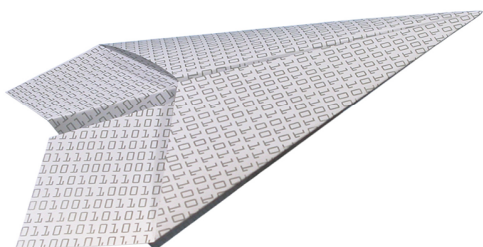
Currently, TFL Hong Kong is using Sage Accpac ERP with Service Manager, General Ledger, Accounts Receivable, Accounts Payable, Inventory Control, Order Entry and Purchase Order modules with various management reports and data analyses together with other customized programs linked up with Sage Accpac ERP at various locations including Hong Kong, Japan and Qingdao.

## Customization

To fully utilize Sage Accpac's flexibility for various business needs, TFL Hong Kong turned to Data World Solutions Limited for customization and implementation. "To customize Sage Accpac ERP, a good consultant company is critical for it is like our long-term business partner, helping us to keep improving the system as our business expands." As TFL Hong Kong aimed to automate operational flow process and generate accurate business forecasts, tailor made programs – sales forecast system, e-ordering system and various customized analysis reports were developed to link with Sage Accpac ERP.



Production lead time for chemicals would usually take around two to three months time; thus, TFL Hong Kong was in demand of a forecasts system that would determine the quantity of purchased chemicals and also the maintenance of the stock level. With the self-service sales forecasts system, sales analysis reports, stock status reports and purchase analysis reports were generated for TFL Hong Kong's approval upon customers' requests. Without delay, TFL Hong Kong was able to issue a purchase order through Sage Accpac ERP to its manufacturer partners, thereby minimizing the risk for overstocking whilst maximizing stock level accuracy and readiness.



The customized e-ordering system was also beneficial in terms of accelerating ordering process and reducing phone in enquires through the self service order status checking feature. Following acceptance of clients' order, a sales order would automatically be issued through Sage Accpac ERP. Data collected would then be used for further analysis purposes with regards to sales accuracy, stock level, and customer behavior; hence, improving operation performance for better strategic business planning.

## Benefits and Future Plans

Apart from automating its work flow process and facilitating decision making process, TFL Hong Kong also benefited in other ways from its ERP implementation. For instance, operation efficiency was achieved through Sage Accpac's robust, scalable and highly configurable ERP system – paperwork inefficiencies were eliminated, visibility was enhanced for better interaction with its customers and suppliers, and workflow had become more efficient, resulting in reduced lead times. "We are indeed very happy with the value addition both Sage and Data World have brought to TFL Hong Kong. Their expertise and devotion have brought many benefits to our company," Mr. Tang remarked, "because of our growing China business, we will also introduce our systems to China."

### TFL Hong Kong Limited

Headquartered in Germany, TFL was founded in 1996 and is the only chemical company of its size, exclusively concentrated on the leather industry. TFL has an active presence in 90 countries with 18 TFL subsidiaries and about 50 exclusive agents and distributors. TFL aims to provide superior systems and service, resulting in real benefits for the customers with better leather and a more efficient product. Today, TFL posts a turnover of around 300 million Euro with a staff of 1200 employees, making it one of the top leather chemicals companies in the world. TFL Thailand, Australia, Japan and China are also using Sage Accpac ERP for their day-to-day business.

### Data World Solutions Limited

With more than 20 years of experience in the IT industry, Data World Solutions Limited is a one-stop IT solutions provider specializing in Accounting, Financial and Distribution Management, Enterprise Resources Planning, Customer Relationship Management, e-Business, Internet Infrastructure, Enterprise Security, LAN and WAN Networking and Integration. With a team of professional technicians and consultants, Data World aims to provide comprehensive and the best of breed information technology solutions to cater the ever-changing business needs of clients. Data World's clients include enterprises from multi-national corporations to small-medium businesses in the Asia Pacific region.

### About Sage Asia

Sage Software Asia, is a subsidiary of The Sage Group, plc. Sage is a world-leading supplier of accounting and business management software to small and medium-sized enterprises, designed to help enhance their competitive edge. Supporting 5 million customers worldwide, Sage has delivered easy-to-use, scalable and customizable software for accounting, customer relationship management, human resources, time tracking and the specialized needs of accounting practices, construction, distribution and manufacturing industries. Look to Sage for full functionality, cross-product integration and unmatched freedom of choice.