

NETSİS

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Success story

Kristal Tradition Continues with Netsis

Kristal olive oil that started production in 1938 in Izmir has become a 70-year old tradition at tables. In addition to being the first in packaging and offering quality and health to the consumer and exporting it, Kristal Oils which is the first Riviera olive oil producer in Turkey has decided to continue its work processes with Netsis Fusion@6, since 2007.

Ticaret ve Sanayi Kontuvarı Türk Corp, delivering the traditional taste to Turkish and European tables with its 140 employees working diligently in production, and a total of 220 employees, achieves a production of 25 thousand tons a year under the Kristal brand.

Ali Murat Bar, Kristal Oils IT Manager, says they will continue to offer the indispensable taste to tables in the future also, using tradition and technologies together as they are doing today, stating "We are determined to carry on the confidence placed in the Kristal brand with constant research, renovation, and investments. Netsis Fusion@6 is the biggest step we've taken with this determination".

fusion@6

Kristal brand that is a bridge from the past to the future manages its sales processes at offices in 7 regions over Turkey, and its production processes at its factories in Ayvalık and Izmir. Ali Murat Bar, IT Manager at Kristal Oils which exports to European Union countries with their own brand, explained their reasons for selecting Netsis as "It was very difficult to access data with programs we previously used, a lot of operations had to be done manually, and loss of time brought along losses in costs. We needed an integrated Enterprise Resource Planning package for effective decision making, preventing repetitive data entry, and savings in both time and labor. Netsis, that has a well-established brand name both domestically and abroad, and has a wide service network, is the best decision made in our quest. Because it is important to use and operate Enterprise Resource Planning packages efficiently once they are installed. Netsis has been an application that understands us in every aspect".

Bar summarized the transition phase after they decided to continue their business processes with Netsis in 2007, and changes they experienced in these business processes as follows:

All Accounting and Finance processes work in an integrated manner

- "Integration has been achieved among sales, finance, and accounting departments after going live with Netsis Fusion@6 package. With Netsis, journal vouchers started to be automatically generated by the system.
- Before Netsis, invoices, or vouchers for transactions like checks, wire transfers, etc were being created by manually entering them. All check and collection transactions were manually kept in an Excel environment and reporting was being done from this environment. With Netsis, these transactions became integrated to current accounts with the use of check, bank, and statement modules.
- After Netsis project, we started performing daily checks of automatically created accounting records and journal vouchers; accounting operation can be completed on a daily basis using the integrated vouchers.
- Before Netsis, our 7 regional managements used to send their documents to the main branch, and all records were entered into the system by the main branch. After Netsis, offices can enter their own cost documents into the system.
- We couldn't do order-linked document tracking over the system before. One document was getting maintained 3 times until an order got invoiced. All shipping, waybill, and invoice operations became manageable over the order entered with Netsis. 10 minutes have been saved per document.
- Using Netsis, factory enters the records of products they manufactured into Netsis. Sales department can track on-hand inventories and production quantities of products in stock on a real-time basis over the system.
- After Netsis, shrinkage tracking started to be managed in the

system, enhancing the ability to track and report.

- After Netsis, operations like data entry, update and delete have been better structured with User Operations module.
- Using date lock function of Netsis, backward looking data can be kept under control and can only be changed by authorized personnel.
- Cost accounting of items is enabled with the implemented new system, all cost distribution operations can be automatically done from Netsis.
- With the accounting integration of Personnel and Fixed Assets modules, these operations are enabled to execute automatically.
- Before, sales invoices were being created in the system separately for every product group, and this was causing waste of time and documentation. Because all product groups could be placed on the same invoice with Netsis, savings of 60% on invoice forms has been achieved. Considering one invoice document costs 5kr, savings from invoice documents only make up a considerable amount.

Consistent, net and fast reporting opportunity

- With the order-shipping authorization, loading order, and waybill model, orders that are pending, shipped, and delivered started to be correctly and effortlessly reported from Netsis.
- Sales and customer revenue reports were being prepared periodically and manually by sales representative. Now it is possible to report sales and performance data instantaneously.
- Daily sales and shipping reports were taking 2 hours, and weekly reports 7 hours on average to prepare. Preparation time of daily reports are brought down to 10 min, and weekly reports to 30 min. Data can be consistently reported as the reports are pulled from the system.
- Required reports can be instantaneously designed with the details we need, with the use of Report module and extend."

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Bar said, "In addition to decreasing error rates by changing the structure of many manual operations to be integrated with Netsis, we have achieved time and labor savings", continuing, "For instance, it was a big hassle when we had to prepare a sales report. Making a report combining data that's spread out, pulling data from DOS environment, loading the collected data into Excel to make it understandable, re-constraining and filtering in Excel and turning this into legible data took a considerable amount of time. Whereas now in Netsis, you simply call the related file, say 'read the report', and you have it in your hands within seconds. Reports are consistent and clear."

Bar went on saying there weren't any troubles in the program transition phase either, "In the first phase, all data, and tasks everybody was managing daily, weekly, monthly and yearly were collected. This was loaded into the system all at one shot. All departments started using the system after data load. Although it wasn't a gradual transition, we did not experience time and labor losses. We accomplished a successful project, working in coordination with the Netsis team."