

## ■ Polisan resellers automated their order and purchasing processes with Netsis



*While Netsis has substantially intensified its experience in the applications used in industrial fields with this project it has implemented with Polisan A.Ş., it has also undersigned a successful project which has shortened and facilitated the business processes of the company, minimised errors and accelerated, thus strengthened its communication with its resellers.*

POLİSAN, one of Turkey's leading paint, glues and resin producers, produces various priming paint, varnish, thinner, formaldehyde resins and adhesive products besides construction, furniture paints, industrial and heavy duty paints. POLİSAN holds an annual production capacity of 80,000 tons of paint, 50,000 tons of emulsion polymers, 120,000 tons of formaldehyde resins 15,000 tons of alkyd resins at its production plant established on 85,000 sqm and with more than 1000 employees. The company's primary principle is "error-free production at first attempt."

While POLİSAN's production plant is established in a location where land, sea and rail routes converge, the company is the only Turkish paint production company that owns a private port (POLİPORT); thus exports its products to approximately ten countries.

Having recently decided to reinforce its information technology infrastructure in order to strengthen its communication with its 52 wholesaler dealers Turkey-wide, POLİSAN has preferred to work

with Netsis for this purpose. POLİSAN representatives have indicated Netsis' knowledge about sectoral applications, the innovative functions it introduced to the ERP package and its agility against the legislative changes to be the primary factors influencing their decision about working with Netsis.

The informatics infrastructure, which comprises order management and purchasing, was successfully established in as short as two months as a result of the harmonious cooperation between the Netsis consultants and Polisan's project team. The status of the inventory on hand, the prices, delivery conditions and other similar information which used to be transmitted via , or e-mail and manually recorded in the system by the resellers can now be recorded in the e-environment that is introduced by the project. Hence, while the order management system of the organisation has gained momentum, the error ratio in the inventory follow-up, delivery conditions and pricing processes have been minimised. A specially designed application orders can be approved and automatically

transferred from the reseller system.

### The next step after data entry: Reporting

The project has nevertheless reinforced the up-to-date information flow between the wholesaler dealers and the headquarters. Inventory, price, campaign, order and sales information and various other information can now be uninterruptedly communicated between the resellers and the headquarters in both ways during the day. Moreover, the Netsis reporting tool has enabled the headquarters to get a report of the reseller inventories thus notify the relevant reseller in case of problematic cases.

An authorisation system was also established in the project. In this system, rights can be defined to users according to the on hand inventory and price information they are authorised to access. Thus, it is now possible to define which users are authorised to get the reports of which branches in consolidated reports. Considering that user-rights definitions could change in the course of time, a user-friendly panel has been created and assigned to the supervision of the POLİSAN IT team.

The remote connection capability of the system has enabled all remote functions such as operation, reporting and problem solving. Data exchange can be done easily with other programmes, thanks to the open database structure of Netsis Fusion @6.