

■ Tat adds taste to its products with Netsis

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The project's primary success was to overcome the difficulties in installing the Netsis software in place of three different software programmes.

While in most software projects a software programme would be replaced with another, installing the Netsis Fusion ERP programme to replace three different commercial programmes rendered the Tat Konserve A.Ş. project a rare success story. Tat Konserve Sanayi A.Ş. is the largest canned food producer of Turkey. The company dominates 80% of the domestic market and also exports to Europe, United States and Japan with a yearly volume of approximately 25 million US Dollars. While the company is active in its five production plants located in Bursa, Balıkesir and Çanakkale, Koç Group companies Pastavilla, Maret and Sek Süt were brought under the structure of Tat Konserve A.Ş. with the decision of the Group's management and centralised the administration of the four companies.

Tat Konserve A.Ş. General Manager Erdal Kesrelioğlu stated the primary reason of this merger to be the need to consolidate the food companies in the group.

Consolidation process entrusted to Netsis

When the need to centralise and consolidate the operations which were run in all four of the companies emerged, Koç Sistem, who is responsible for the management of the project and the administration of the technological infrastructure, began to study the existing



case and the solution options. Koç Sistem and the Consumer Group jointly decided on Netsis. Koç Sistem's Consumer Companies Applications Unit Manager Murat Altinel explained: "What was asked of us was to establish a new system which would run a centrally structured application that could be used by all of the affiliate companies. We wanted to monitor the accounts of the recently established Tat Birleşik Gıda in terms of every entity as well as within a consolidated structure. Our wish was to select the best suitable solution for this purpose."

Three different applications replaced by Netsis

The need to consolidate the operations of Tat Konserve, Pastavilla, Maret and Sek Süt, that were each individually run with different software solutions to date, under a centrally administered structure, had introduced a rare situation. Mr. Altinel explained this situation in the following words: "The usual case is that when a company uses certain software and this software no longer meets the requirements, for any reason, it is replaced by more suitable software. This is a relatively easy task. Here, however, a different software programme was used in every company excluding Pastavilla. Moreover, their business practices and data structures were different. Thanks to Netsis, we successfully managed to combine all of these in a single structure."

When time means money...

Another issue, which the Food Group to be merged, was to overcome the time constraint for the implementation. Mr. Altinel explained: "One of the major issues here was time. Netsis guaranteed to execute such an expansive project in as short as two months. This indeed surprised us but our confidence in Netsis increased when they kept their word."

Supply chain is the critical issue

Supplier operations are very important in the food sector –as they are in every sector. Emphasising the importance of supplier operations in the sector, Erdal Kesrelioğlu added: "Serious problems will arise if you are unable to efficiently monitor the demand, production and inventories. The products have to be put into process immediately upon

their receipt. This is possible through a strictly integrated system. We have now accomplished this integrated system; our suppliers can even issue their invoices via our system since the beginning of this month.

This year Netsis will further equip Tat Konserve with special solutions that will enable the in-depth monitoring of the supplier operations.

Costs are under control

Murat Altinel indicates another issue that influenced their decision to work with Netsis to be cost control: "Since the products are purchased and the production is made at certain periods. Costs of Tat Konserve products require complex calculations and are of critical concern. The standard of the product costs can be calculated by observing the average cost of the cost of product sold. The differences between the forecasted and actual are calculated at year-end. Netsis Fusion has satisfied our expectation in this critical issue." Expressing that the work to prepare thorough reports continued, Mr. Altinel indicated that Tat Birleşik Gıda's senior management would soon be able to get in-depth reports in Netsis.

Central solution to decentralised structure

The merger of the Food Group necessitated the incorporation of nine points, namely the production units in İstanbul, Eskişehir, İzmir, Bursa, Balıkesir and Çanakkale, into a centrally administered structure. Murat Altinel said, "The entire system is installed on the servers at the Koç Sistem premises in İstanbul, and the service points can connect to this system without any problems," and further added: "A corporate ERP solution should indeed be able to support such an organisational structure. We observe that more than 100 users connect to the system at once and yet we do not experience any problems."

Excellent customer satisfaction

Indicating that the Netsis project at Tat Konserve has been executed with active support starting from the first day, Mr. Altinel further exemplified the case: "In the first days of the project we encountered a problem which was caused by the database system on which the Netsis application runs. The problem was directly related to the database but Netsis took active role in the solution and spared no effort to quickly resolve the problem. This has further strengthened our confidence in Netsis."

Basic Requirements

- Monitoring the four affiliated companies in an integrated system
- Getting consolidated reports
- Centrally integrating suppliers
- Cost calculation
- Controlling material transactions
- Production planning