

Web-based Online Accounting System - Case Study of Cache Furniture

Project

Web-based Online Accounting & Inventory System

Client & Background

Cache Furniture is a leading manufacturer, importer and retailer of premium furniture for home and office uses. From a modest beginning with a small staff, Cache Furniture has evolved into a large, multi-store furniture company.

The company's state-of-the-art manufacturing unit makes sofas, executive chairs and other products with advanced manufacturing processes, modern machining technology and efficient production techniques. Cache Furniture's production capacity is expected to touch nearly 7500 sofa sets per month.

The Company has retail outlets and branch offices 5 locations in Hyderabad, Bangalore and Gunangzhou, China. The Secunderabad showroom is India's biggest furniture mall that spans over 100000 sft. The plans are to setup a franchisee base and in various parts of South India.

The Challenge

Over the past few years, the Company's business has been escalating at a fast pace with sales volumes growing briskly. The Company opened several large retail outlets across several locations. It setup a branch in China. It has plans to open several new outlets.

There was absence of real-time company-wide information on critical aspects like inventory, receivables, etc. Besides, there were frequent instances of not having products in each location when required by walk-in customers, management not being in tune with the latest trends or demands of customers etc. This also resulted in production not being in tune with the demand. There was also the possibility of substantial leakage of revenue in a distributed system without the required controls.

For systems to keep pace with the growth and rising scarcity of trained resources, it was essential to have an completely integrated, online software with which to manage the entire business centrally.

Existing systems

The company has been using Wings Accounting, ver 16, to manage its accounts and inventory at various branches/outlets. The Company had no control over the systems and its usage at remote locations. Getting data consolidated from the individual locations was time-consuming, difficult and happened when it had lost its relevance.

Project Objectives

The Company decided to redo its systems and setup a modern, integrated system. The objectives were:

- A centralized system which was integrated across remote locations and across functions.
- A system with light footprint so that not very technically savvy users in branches use it without difficulty
- To enhance the responsiveness of the company's supply chain
- To impose discipline in systems and avoid the possibility of errors and leakage of revenues
- To get real time information about all aspects of the business to help manage it better.

Solution of Choice

Cache chose Wings to meet its challenges. The Company chose Wings Accounting and Wings Payroll, ver 17, from the Wings suite of products, with an objective to setup a completely online system to manage accounting, inventory and payroll functions of the Company.

The Company chose a Wings solution because of its prior experience in using Wings giving it the assurance that the solution would take care of its requirements and be backed by reliable support.

Benefits & Value

After the implementation was completed, the company found itself enjoying many benefits of the new system. Some of the major ones:

- A web-based system has enabled an online system integrating all branches and outlet with the central office

- A web-based system has ensured availability of real time analysis and data, automatically consolidated in one database, on the central server
- The behaviour of every user, his rights and restrictions are administered centrally, ensuring discipline as required.
- Improved Sales Force productivity
- Improvement in forecast accuracy
- Reduction in planning cycle time
- Reduction in communication costs on inventory and order status follow-ups
- Improving delivery timing
- Minimizing revenue leakage on account of superior finance and inventory management
- Reduction in the working capital requirement

Online System

The new solution involved the deployment of the Wings Central Server on a server in the corporate office of the company. On this server is the single database for the entire company on an MS SQL Server database. All the remote locations of the company including its retail outlets are connected over broadband connections to the central server. This resulted in a unified system.

Access from Anywhere

Web enabled Wings has ensured that geographies and time zone barriers do not matter. Users can enter transaction and view reports from anywhere. This is especially useful for senior managers who travel frequently and access Wings from their laptop computers using data cards to access critical data.

User Rights

Cache has used Wings User Rights Management to great depth. It has defined, to fine detail, the various rights that individual users should have for access to the software – and what rights they should not have.

This has ensured that access to confidential and critical data is managed centrally on need-to-know-basis, without compromising day-to-day activities and operations in the least.

Dashboard

Senior management desired to track key aspects of business as-it-happens, instantly.

The Wings Dashboard was a utility they dreamt of. Senior managers selected all key analytics from individual branches and for the company and got it displayed on their Dashboards. Thus, senior managers' Dashboards display instant information about month-to-date sales, year-to-date sales, key inventory, receivables, even Profit or Loss of individual branches or the company.

Management has even fitted a large format television screen to a computer displaying key information on the Dashboard at the head office for all to see.

Reports and Analysis

While management got all reports and analysis it desired from its accounting and inventory functions, what made a big difference was its ability to get instant reports relating to any location at the central server without having to ask the location personnel to send the reports (which earlier invariably happened with inordinate delay).

Report Designer

Wings Reports Designer has been used extensively by the Company. The Reports Designer enables the managers to 'manipulate' the reports easily. Several reports are taken with new 'views' - with frequent use of sorting, grouping and filtering by several criteria.

More important, managers have found the ability to take 'Matrix Reports' very useful. This enables the users to transpose data from rows to columns and take pivot type reports.

Managers have used this facility hugely and generate scores of reports using this.

This has enriched the analysis experience of managers who are able to get the precise view of the business which they desire every time they want it.

Discipline

A key concern of management was to plug any possible leakages of revenue or stock at remote locations. This is made possible by the centrally managed system. Simple techniques ensure superior discipline and control. Like transactions, once entered, being locked for local editing.

Conclusion

Wings has helped the Company achieve its objective of setting up of a seamless, online accounting system for the entire enterprise.

Client Comments

Says Mr Ranbir Singh Gandhi, Managing Director: 'We are very satisfied with Wings.'