

## KaarNet Implementation for a Leading Business Conglomerate



### About the Customer



Founded in the 1940s as a wholesaler and supplier of food products and materials, the client is now a highly reputed, privately owned conglomerate headquartered in Dammam, the biggest city in the Eastern Province of the Kingdom of Saudi Arabia. The company's aspiration to create enduring value to its stakeholders is manifest in its robust portfolio of businesses encompassing nail and galvanised wire, water bottling, bulk food packaging, fire extinguishers and polypropylene among others. In line to becoming an excellent supplier and contractor of high quality products, they also aspire to achieve sustainable growth through new product development, market diversification and international expansion.



### Business Situation

The company aims at driving each of its businesses towards international competitiveness and enhance its monetary worth in the global value chain of which it is a part. Realization of this vision required automation of various operational functions, one of it being the Point of Sales (PoS). As business proliferated, it turned out to be overwhelming for the company to place a focus on order increase productivity and sales processes. Cash registers and excel



sheets could not meet the inflated needs of the organization. Each day's sale had to be recorded and accounted for. Not only was this system prone to errors, but it also required a dedicated team of human resource to collate and maintain the sales orders that the company undertook. In addition to this, there was no transparency with respect to the transactions, accounting, record keeping and inventory tracking. An automated system had to be enforced to address these operational challenges.

### Business Challenges Addressed

- Manual issuing of sales orders
- Inability to track goods received and issued
- Manual entry of data leading to erroneous information
- Substandard documentation of sales processes
- Mapping orders to the materials delivered
- Limited functional and communication capabilities

### Kaar's Solution

The client, having taken cognizance of the problems at hand, engaged with Kaar Technologies to automate their processes. Aided by its thorough product knowledge and extensive business exposure, Kaar proposed the use of the KaarNet Point of Sale (PoS) solution for more effective and automated operations. Kaar's team comprising of highly-talented domain specialists implemented the solution and seamlessly integrated it with the client's existing traditional system in a record period of 3 weeks.

### Business Benefits

- Quality documentation of vital sales related information
- Automated inquiry and quotation processes
- Purchase order turnaround time was significantly reduced
- Simplified UI to facilitate communication
- Transparency in the level of inventory
- Integrated local database for seamless access of customer information
- Optimized inventory levels
- Viewing of sales, inventory and financial reports on the go
- Automated sales reports for daily cash, cost vs sales, size wise prices, net sale by service center and sale of services.

## About Kaar

Kaar Technologies is a CMMI Level 3 and SAP PCOE certified global consulting firm focused at designing, delivering and deploying the finest ideas and SAP expertise to empower companies in achieving new heights of excellence in today's challenging business landscape.