

Calsoft Newsletter

"We're passionate about IT"

Interview & Writing by Kaoru Mase
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~ **Great Plains helps improve operational efficiencies by 50%** ~

Case Study Overview

Customer Profile

Company : Oilseeds International, Ltd.
http://www.oilseedssf.com/
Industry : Manufacturing and distributing
of vegetable oil
Region : San Francisco, CA

Business Situation

A need to implement a new system in three months, by merging three independent companies, each operating three different financial systems.

Solution

Microsoft Great Plains (DynamicsGP)

Module	General Ledger Account Payable Account Receivable Inventory Sales Order Purchase Order Invoicing
User	6
Previous systems	SAP, Quicken, and Peachtree
Cost	\$70,000
Implementation period	Two and half months(2002)
Utilization period	4+ years

Benefits

- No additional manpower required despite rapid growth of 50% to \$50million.
- Improved account processing efficiencies by 50%.
- Management reporting including sale reports generated easily.
- Trained staff, including inexperienced staff, in one to two months.

Oilseeds International, Ltd. was established in 2001 by spinning off a part of Itochu International and merging it with two other affiliated companies. It manufactures and distributes vegetable oil. Prior to the merger, these independent companies were using three different kinds of software, SAP, Quicken and Peachtree. It was a big challenge for Mr. Takami, VP and CFO, to merge these three financial systems into a single system and close the financials within a period of four months.

Selection of financial software and solution provider

One of the many tasks of merging companies was to integrate the financial system. Based on his research of industry trade journals, Mr. Takami selected Microsoft Great Plains by comparing with MAS90/200 and other ERP solutions

The next step was to find a solution provider. At this time Mr. Takami was introduced to Calsoft Systems by a colleague. "I wasn't really interested in Calsoft as it was located in Los Angeles", admits Mr. Takami. "But I was impressed with the enthusiasm and the achievement record of the Calsoft team." says Mr. Takami. "In fact, reliable support is possible via remote access whenever there is any problem in the system. The system has been operating for the past four years, during which time distance has never been an issue," Mr. Takami affirms.

Reasons for selecting Great Plains

Mr. Takami selected Microsoft Great Plains for these main reasons.

1. Good fit for a company of Oilseeds International, Ltd.'s size
2. Great financial functionality compared with others
3. User friendly (similar user interface as other Microsoft Office products)

"As for user friendliness, users got used to the system much faster than I expected. It was a nice surprise," Mr. Takami asserts with a high voice.

Project execution and benefits

As a result of Mr. Takami's enthusiasm and determination, the system was implemented in just two and a half months. The system was ready for use one full month before the financial closing due date. While it was an enormous challenge for Mr. Takami, he enjoyed accomplishing his goal of successful implementation one step at a time.

Upon completion of the system implementation, the business operation was reviewed and revised. As a result of the new system, operational efficiency improved by 50%. And now even with a 50% increase in business revenue, the operation has been running smoothly without hiring additional help. When asked how many more years it can be used, Mr. Takami replies with a sense of confidence, "I believe 10 years more. Actually, maybe longer than that."

The reason behind the success of the project: Leadership of Project Manager

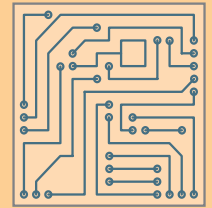
When asked "what is the secret behind the project success?", Mr. Takami's reply was "Being proactive, having unified objective, and meeting the time schedule 100% of the time within our company." Yoshi Asami, Sales Division Manager of Calsoft Systems, had these comments on Mr. Takami's project management: "We have implemented many systems in the past. But we learned a great deal from the project execution style of Mr. Takami. The reason we were able to complete the project in a short period was due to good communication among the team members, swift decision making on new requirements, and responding in a timely manner. We could not have achieved such a successful implementation within a short period without Mr. Takami's dynamic leadership."



IT Information

- Japanese version of SOX Act requires IT response

The Japanese version of SOX (J-SOX) enacted in June 2006, requires that public companies and their consolidated subsidiaries (including subsidiaries in the U.S.) must meet the mandates for financial statements filed after March, 2009.



What do we need to do for IT?

One of the characteristics of Japanese version of the SOX Act is that "IT response" has been added as a basic element of internal control. Specifically, there are two types of controls: "IT General Control" which regulates system maintenance and operation, and "IT Application Control" which regulates securement of the data's substantiality and completeness in the system. Calsoft Systems offers the software implementation and support that conforms to J-SOX as well as offers consulting service to customers. It is necessary for consolidated subsidiaries in the U.S. to prepare for this act. We strongly encourage that you respond promptly as the preparation will need a certain amount of time.

Events and News

- Established "TourMation Inc.", subsidiary for Tour System

In January 2006, Calsoft Systems established "TourMation Inc.", a tour system provider as a subsidiary. By utilizing Calsoft's 12 year experiences for tour systems, TourMation is providing best systems developments and services for tour industries. (TourMation, Inc. Tel: 310-856-0660 Email: info@tourmation.com)



- Received recognition "Microsoft President's Club"

Calsoft Systems received recognition from Microsoft for outstanding customer commitment and sales achievement and was named to the Microsoft® Business Solutions President's Club. Also, Calsoft recently keep the position of top reseller of Microsoft Business Solutions (Top five in Southern California).

Promotion

- ERP Consulting

Calsoft Systems has many experiences to implement business package software (ERP) mentioned in this newsletter's feature article. Calsoft Systems offers ERP software, such as Microsoft Dynamics GP and SAP Business One.

Dynamics GP : <http://www.microsoft.com/dynamics/gp/Default.aspx>

Business One: <http://www.sap.com/usa/solutions/sme/businessone/index.epx>

Calsoft Systems currently offers free initial consultations to companies interested in implementation of business package software (ERP).



- Network/Security Solution Service

Calsoft Systems offers IT network and security solutions in order to protect company information and resources from the threats of computer viruses, spyware, and hackers.

Calsoft Systems currently offers a free initial assessment service to customers interested in IT networks and security issues. We also offer security audit services and audit documentation services.

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