

CUSTOMER TALK



Bolstering Productivity of Sustainable Farming



“SAP cuts down work charts, improving company’s effectiveness and efficiency, doubling crops performance.”

IWAN SUHARDJO
- Chief Executive Officer



SAP Business All In One Bolstering Productivity of Sustainable Farming. With **SAP Business All in One**, it helps to cuts down work charts, improving company’s effectiveness and efficiency, doubling crops performance.

PROBLEM

- Manual system used made reporting process for each job longer, affecting the decision making process.
- Data discrepancies between each division make the manager confused in deciding which is more accurate.
- Some of the employees were unable to operate computer.
- The company needed a more advance and real time technology to better manage the employees’ activity, which was done manually.

SOLUTION

The success key behind the SAP Business All in One implementation is the commitment and support from HPI-Agro management in bringing the company to be more efficient and effective with support from a more advance, systematic, and real-time technology that enables HPI-Agro to be a more competence plantation company.

BENEFIT

- To have a proven ERP system to support long-term development in plantation business.
- Providing a system based on best practice that can be used by all employees.
- Enabling user to analyze and create report from the platform.
- Faster and more accurate data management, enabling faster and precise decision making by the company’s management.
- Harnessing SAP functions in systematically improving employees’ performance.

HPI-Agro is an integrated plantation company, part of Djarum group business unit. Established in 2008 and beginning its commercial operation since 2009, the company is committed to build a plantation business that meets all the regulation, environmentally friendly, and create added value and benefit to nearby community.

Modernizing the company with SAP

Iwan and his team are moving fast to modernize the company’s operation system to improve productivity and enable real time decision-making. To get there, in 2013, HPI-Agro starts to adopt the “SAP Business All in One” to replace the company’s manual system based on data processing application and various forms. SAP has a long reputation as a reliable solution system for company, including agribusiness company.

From the selection process, PT Soltius Indonesia (SOLTIUS)—a subsidiary of Metrodata Group was chosen as SAP system implementer,. The implementation project took six months. HPI-Agro uses almost all modules, with a relatively short and smooth implementation process. Some of the modules includes SAP-Financial & Controlling, SAP-Material Management, SAP-Sales and Distribution, SAP-Production Planning, SAP-Plant Maintenance, SAP-Project System, SAP-Human Capital Management, SAP-Organizational Change Management and 1 Estate Management Solution.

The Challenge: Teaching How to Use Computer

The success of the implementation is contributed by active participation of HPI-Agro’s top management and employees. This active involvement is extremely important since from a total of 10,000 non-staff employees. “For us, the challenge us not about changing their habit in making reports, but even more basic on how to operate the computer,” says Iwan.

SOLTIUS’s Fast Response

Aside from the internal team contribution, HPI-Agro gives its salute to the capability and dedication of SOLTIUS’s team. “One of the things that made SOLTIUS successful was because it sent a technical team who really understand well about agribusiness,” Iwan says.