



# SOLERS rewires for growth with SAP Business All-in-One Cloud ERP solution

## **SOLERS** CONNECTIVITY EXPERTS

### Company Profile

SOLERS Limited is a Hong Kong based manufacturing company that specializes in customizing cables, individual hoods, housings and molds. The company's 400 employees and 50 qualified engineers design and customize solutions suitable for diverse applications such as medical, factory automation, and transportation.

### Challenges

SOLERS uncompromised quality and competitive employees has led to the company's success and rapid business growth. The company focuses on customers with high quality, highly complex yet small quantity demand in global markets. This leads to large numbers of unique parts, which have to be managed on a build-to-order basis. Customers constantly pressing for shorter lead time materials has also made capacity planning critical.

SOLERS has deployed SAP Business One since establishing its factory in Zhong Shan, China, back in 2005. The ERP solution was apt for managing sales to cash receipt, materials requirement planning, production control and financials. To stay competitive, SOLERS needed to upgrade its legacy ERP application to deliver more powerful features in manufacturing control, while reducing high up-front investment costs.

### Challenges

- Increasing demand for build-to-order
- Short lead time for material production
- Limited functionalities on existing ERP solution

### Solutions

- SAP All-in-One Business ERP application
- Secured data center hosting services
- Technical consulting services

### Value Created

- Speed time to market and sales cycle
- Automate intercompany transactions
- Improve capacity planning and manufacturing control



**“PCCW Solutions is the only certified SAP partner for cloud solutions that offers a stable data center platform for SAP deployment. PCCW Solutions’ consultant team was there when needed and showed great flexibility when, due to tight deadlines, work drifted late into the night. The SAP project team worked closely with data center team of PCCW Solutions to ensure the project go live successfully.”**

*Andreas Limbert, Managing Director, SOLERS Limited*

## Integrated ERP cloud solution on secured data center

The expansion of the company and increasing competition in the market has amplified the need for a powerful integrated IT solution. SOLERS appointed PCCW Solutions, the SAP certified provider of cloud and hosting services in Hong Kong and China, to be its IT partner. With all-round expertise in SAP solutions and implementation, PCCW Solutions proposed SOLERS to upgrade to SAP Business All-in-One ERP application on cloud. The solution supported various areas of SOLERS’ operations, including financial management, cost controlling, material management, sales and distribution, as well as production planning.

The cloud-based solution provided enriched SOLERS’ production planning features and consolidation capabilities. Its use of a flexible pricing model also reduced SOLERS’ up-front investment for both IT infrastructure and SAP licenses. SOLERS only had to pay based on actual usage, and expand its solution according to its business needs. With PCCW Solutions’ certified SAP maintenance, help desk support and backup service further ensured a smooth deployment.

PCCW Solutions also provided a reliable environment to SOLERS for hosting the new solution on its self-owned data centers. PCCW Solutions holds more than 20 years’ experience in providing data center services, its strong security and high availability infrastructure eliminated concerns about security, maintenance, upgrade and power supply.

Mr. Andreas Limbert, Managing Director of SOLERS Limited shared, “In principle, a transition to a new system is straight forward. The challenge is you and your team have to continue their daily operational tasks through the transition process, which limits the time for process review and optimization, training and review of data of migration. As a consequence, a successful implementation can only be achieved with significant overtime and extra effort, and with a total commitment of management and staff.”

## Wired for continued success

SOLERS experienced immediate benefits after the successful deployment of SAP Business All-in-One cloud solution. “Capacity planning, efficiency verification, and margin analysis are now available in real time. Initially, the biggest improvement is

the intercompany transactions, which require no further interaction by staff”, Mr. Limbert said.

Being hosted in a highly secure and stable data center meant SOLERS could focus on its core business and not be blindsided by security and maintenance concerns. SOLERS was also impressed with PCCW Solutions’ professional support and proven capabilities.

Most importantly, the new solution offered SOLERS business agility. “We have such powerful tool on hand that we can confidently work into the future”, Mr Limber said.

## About PCCW Solutions

PCCW Solutions is a leading IT services company in Hong Kong and mainland China. We adopt the latest technology to help clients create business value and success in the ever-changing economic environment. We offer a wide range of services including digital solutions, IT and business process outsourcing, cloud computing, system development and solutions integration, data center hosting and managed services, e-commerce and IoT solutions. PCCW Solutions is committed to meeting customer needs to help them achieve business goals and transform digitally.