



Stay one step ahead at the speed of change
Subsidiary integration by Qrcus



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"The implementation of SAP Business One at our Chinese site in Suzhou fully meets our expectations. It is becoming even more interesting now we are able to roll out the template that was produced to a number of our other sites. The total cost of ownership (TCO) has been cut by a factor of 3 to 5 compared to a traditional mySAP Business Suite roll-out. As a business, there is no way round it."

*Cas Nuy, Vice-President ICT,
Stahl Holdings*



The Asian market is where it is all happening. The various regions have shown two-digit annual growth year after year. Emerging industries such as information technology, biopharmaceuticals, refined chemicals, automotive and manufacturing are now major growth areas. As more countries and sectors in the Asian region open up to foreign investment, the number of overseas-funded businesses in Asia is increasing rapidly. Like many other global players, your company wants to exploit the enormous potential in the Asian region. But how do you lower compliance costs and keep your business performance under control when leaving your traditional markets behind and stepping into new ones?

Governance, risk and compliance

To nourish, accelerate and evaluate growth, control over your Asian business is vital. Implementing the Qrcus business solution based on SAP Business One at your Asian subsidiaries gives you just this. It fits in with a strategy to lower compliance

costs and leverage compliance activities to ensure better business performance. The Qrcus solution offers integration with your existing mySAP Business Suite and will give you all the control you need. When it comes to implementing and rolling out the solution based on SAP Business One, you can rely on the consultants from Qrcus. They provide best practices to enforce compliance and configure your business solution not only at your Asian subsidiaries but almost anywhere in the world.

Advantages

Choosing the Qrcus solution based on SAP Business One for your subsidiaries offers you the following advantages:

- Short implementation time (weeks instead of months);
- Out-of-the-box compliance with local laws and legislation;
- A cost-effective solution covering almost all your business needs;
- Business process and master data integration with mySAP Business Suite;





- Safe passage to a future migration to the mySAP Business Suite when a subsidiary develops over time.

Roadmap

When preparing for the global rollout of the Qrcus solution based on SAP Business One, consultants from Qrcus develop a template adapted precisely to the requirements of your business. This template includes all the functionalities and features you are looking for. It will also offer possibilities for exchanging data between mySAP Business Suite and SAP Business One, such as scenarios for Master Data Distribution (MDD) and interfaces for data extraction from SAP Business One to the SAP Business Warehouse (BW).

In addition, Qrcus can add special functionality to fit your business needs such as plant-to-plant transactions, stock requirement lists (SRL), special screens, and costing runs.

When creating the template, Qrcus consultants use common technology such as DI API, Visual Basic and .net. But also new technologies such as B1i, the special SAP Business One Integration Technology, holds no secret for them. Once the template is finalized, Qrcus consultants can also roll it out to other subsidiaries. This roll out will be completed within just a couple of weeks.

Customer Stahl Holdings



Vivid Xu, Finance Controller of Stahl China and General Manager of Stahl Trading in Shanghai says: "I am highly satisfied with the possibilities the Qrcus solution based on SAP Business One offers. It gives us the financial and management tools to control our local plant in Suzhou including related trading entities and we can easily meet all the wishes and requirements that the headquarters in

Waalwijk places on us. The solution is really user friendly, all the screens and even the Help functions are in the Chinese language and characters. This ensures that people can get going quickly with the solution. Just a few hours of personal instruction was enough for everyone."

According to Cas Nuy, Vice-President of ICT at Stahl Holdings: "Within ten weeks, Qrcus developed a template based on SAP Business One. We then rolled this out at three entities in China within two weeks. It goes without saying that the solution contains all the 'localizations' that are needed by foreign investors like Stahl. This is extremely important since the Chinese government demands compliance. For Master Data Management, the solution is integrated with mySAP Business Suite, while reporting requirements are taken care of with SAP Business Warehouse integration; both systems being located in Waalwijk, the Netherlands. This gives us as an investor in China the administrative financial control that you absolutely require if you take such a step. And, needless to say, we have taken measures within the system that protect our intellectual property in China as far as possible."

Stahl Holdings

Stahl Holdings is a Dutch-based, customer-focused company specialising in providing high quality coatings for leather, flexible and non-flexible substrates, textiles and related products. Stahl also produces chemicals and dyes for the processing of leather. With sales exceeding 300 million euros, Stahl employs over 1,400 people worldwide in over 28 countries. It has production and trading facilities in such locations as China, Singapore, Japan, India, Mexico, Brazil, Mexico, the United States and Spain. Apart from a strict mySAP Business Suite policy, Stahl decided that SAP Business One will be the major financial and (production) logistic system for certain foreign entities. Roll-out started at its Chinese production facility in Suzhou. Many other locations are set to follow.

SAP Business One

SAP Business One is a business management software application specifically designed for small and medium-sized businesses. Used by over 10,000 customers worldwide, it is an affordable, easy-to-use way to manage critical business functions across sales, distribution, and financials – all within a single integrated software system.

SAP Business One gives instantaneous access to critical data and thus provides a complete and up-to-the-minute view of a company, making it possible to respond to customers and markets more quickly and ensure profitable growth.

For further information visit www.sap.com/sbs.

Qrcus

Qrcus is a Dutch-based SAP consulting firm focusing on optimal business alignment and the deployment of SAP solutions. From local small and medium-sized businesses to global industry leaders, Qrcus has been serving companies of nearly all sizes and industries around the world, developing best practices and delivering SAP software business solutions. The result is an impressive depth and breadth of industry and SAP expertise.

For further information on Qrcus, visit www.qrcus.nl or give us a call on +31 46 400 8000.

Qrcus is the phonetic representation of the Latin word quercus or oak. The oak is a worldwide symbol of strength, seniority, experience, authority, professionalism and networking. There can be no better symbol for Qrcus.

SAP Business One Integration Technology (B1i)

SAP Business One Integration Technology for SAP NetWeaver, B1i for short, provides seamless integration between SAP Business One and mySAP ERP. It is an out-of-the-box solution that provides a number of standard, pre-configured interface scenarios delivered with ready-to-use integration content. Apart from low total cost of ownership (TCO), B1i offers flexibility and extensibility through the use of XML and XSLT. Existing scenarios can be adapted to your own specific business situation by creating additional logic and field mappings. It is, of course, also possible to create new scenarios from scratch and design your own subsidiary integration solutions, all based on modern Internet standards and technology.



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