



## Epicor Success Story

# Sino Corporation

## Sino Corporation in Vietnam Implements Epicor ERP to Fully Integrate and Automate its Business Operations

### Company Facts

- ▶ Location: Vietnam, Ho Chi Minh City
- ▶ Established: 1994
- ▶ Industry: Leading supplier of supply chain management tools and solutions in Vietnam
- ▶ Number of Employees: 70
- ▶ Website: [www.sinoautoid.com.vn](http://www.sinoautoid.com.vn)

### Success Highlights

#### Why Epicor?

- ▶ It is affordable
- ▶ Adheres to all operational requirements
- ▶ Service Oriented Architecture (SOA) results in business flexibility
- ▶ Having a local partner for implementation is a major plus
- ▶ Good and credible references

#### Solution

- ▶ Epicor® ERP

#### Benefits

- ▶ Scalable and cost effective to cater to company's annual growth of 20%
- ▶ Eliminates duplication and inaccuracy of data
- ▶ Business systems and processes are streamlined and work more efficiently
- ▶ Fast processing across all integrated functions
- ▶ Invoices are printed automatically
- ▶ Live update of inventory provides real-time stock status
- ▶ Reduced shipping costs and manpower costs
- ▶ Higher efficiency resulting in greater customer satisfaction
- ▶ Timely closing of monthly accounts and reporting to facilitate better management decisions



### Background

Sino Corporation (Sino) was founded in 1994 in Ho Chi Minh City, Vietnam. It is now a member of Grand-Flo Group listed in Kuala Lumpur, Malaysia. Sino specializes in automatic identification and data capture or Enterprise Data Collection and Collation System (EDCCS) solutions. In Vietnam, it is a leading supplier of barcode scanners and printers, mobile computers and printers, industrial PDAs and RFID solutions. Sino provides a wide range of quality products from world leading brands and manufacturers—Honeywell, Intermec, Zebra Technologies, Microscan, Motorola, CipherLab.

The company's products are recognized for their superior performance, durability and versatility. In today's challenging market, this is not enough. Sino delivers best in class solutions and excellent after-sale services that put them well ahead of their competitors.

Sino is the only company in its industry in Vietnam that is ISO 9001:2008 certified by TUV to supply global warranty service to our partners.

## Challenges

Sino has been growing at an average rate of 20% annually in the last 10 years. As the company grows, the volume of data increases exponentially. Operational efficiency and productivity is challenged. Discrete information from different applications worsened the situation.

Information and management systems are under intense pressure to meet ISO standards and compliance. Sino management lacks timely and accurate views of overall business operation information.

## Solution

Sino urgently needs to streamline data throughout its operation including sales, purchasing, production, and financial processes. A solution that will eliminate the enormous paperwork and trim the outdated management applications is what the company was looking for. On that note, the management decided that an integrated ERP system will be the answer.

The local Epicor partner—3S, introduced Epicor ERP to Sino. Although a formal tender process was not conducted, the company had reviewed both SAP and Epicor solutions by different service providers. Epicor ERP was an obvious choice for three key reasons: affordability, functionality, and local support. Sino's IT manager likes the Service Oriented Architecture (SOA)

that Epicor is built on as it provides the flexibility, reliability, and scalability that fit Sino's requirements now and into the future.

Sino wished to apply the solution step-by-step to all its operation. The implementation of Epicor ERP took more than 12 months. The reporting system required a lot of localization to comply with Vietnamese accounting standards.

"With the excellent support from Epicor, our systems are now stable, making our day to day tasks more efficient and productive." according to Mr. Nguyen.

The modules implemented include Sales Management, Financial Management, Material Management, and Production Management.

## Benefits

Sino has reduced the enormous paperwork and repetitive data input after the implementation of Epicor ERP. Management information is now real time, online, and integrated across all departments. Sino management is able to have a clear view of the company's performance for control and critical decision making. Reports are not just accurate and reliable, they are also timely.

Thanks to Epicor ERP new staff members can now easily catch up with the processes and perform their tasks accurately and productively.

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



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