

Value Added Operations (VA-OPS)

An SAP Best Practices Solution from Soltius New Zealand



VA-OPS is an innovative approach to SAP Business All-in-One that employs pre-configured best practice scenarios to improve the way companies manage their wholesale distribution operations.

As a wholesale distribution company, it is not enough to ensure that the right inventory is at the right place at the right time. You also need to find operating efficiencies and control costs. This requires an integrated, up-to-date, 360 degree view of your business.

With Value Added Operations for Wholesale Distribution (VA-OPS), Soltius New Zealand Ltd has developed a solution that gives access to real-time information about the availability, level, and delivery of your inventory. You can offer your customers extra services, such as easy online inquiries and transactions. And you can juggle all of the conflicting priorities such as growing your business, increasing profits, and contending with customer demands for outstanding service while managing distracting merger and acquisition activity.

Complete with preconfigured software, VA-OPS is easily adaptable to your changing requirements, and supports all the basic processes you perform to meet your daily business needs – from materials management and production planning to asset accounting and sales and distribution.

Best Practices solution

As an SAP Channel Partner, Soltius has carried out more successful New Zealand implementations of SAP Business All-in-One – the world's leading solution for mid-sized businesses – than anyone else. This unparalleled experience with New Zealand wholesale distribution companies has enhanced the Soltius VA-OPS solution, which includes best practices in the following categories:

- **Materials management** supporting procurement from quotation to contract, management of inventory, purchasing, stock handling and transfer, and returns.
- **Sales and distribution** encompassing sales-order processing, delivery, billing, and payment, so that you can execute customer sales orders quickly and efficiently. Preconfigured distribution functionality ensures that your delivery and transportation processes support optimal sales-order fulfilment.
- **Logistics, product life-cycle management, and quality management** are supported by the solution, including batch management.
- **Accounting** for efficient management of the general ledger, accounts receivable and payable, cash management, and other functions.
- **Controlling** finances by supporting a wide range of planning processes and forecasting, as well as cost calculations, to help you track your business accurately.
- **Forms and reporting** allows you to manage all kinds of reporting, with best practices for forms and reporting built in. Custom reporting – both on a recurring as well as an ad hoc basis – is fully supported.



Summary

The VA-OPS solution delivers rich functionality in a pretested, preconfigured package that reflects SAP's years of experience in developing business applications. Whether your company is small or mid-size, the solution will enable you to implement proven best practices while smoothly adapting to changing business requirements. In addition, you'll benefit from a partnership with Soltius, New Zealand's leading SAP Channel Partner, to support and extend your solution.

Challenges

- Create more efficient business processes
- Speed up response to changing markets, consumer demands, and government regulations
- Control costs.

Supported Business Processes and Software Functions

- Materials management – Create an integrated network to improve efficiency and optimise inventories
- Sales and distribution – Shorten sales cycles and maximise productivity for better customer service
- Logistics, product life-cycle management, and quality management – Track finished good and ensure top quality
- Accounting – Increase the efficiency and accuracy of financial accounting
- Controlling – Obtain access to accurate data for planning, forecasting, and reporting
- Forms and reporting – Obtain standard and custom reports easily.

Business Benefits

- Quick return on investment, due to rapid implementation of a predictable and proven solution incorporating best practices
- Faster response to changes in markets, customer demands, and government regulations
- Lower cost of operations, due to better planning and coordination between business processes.

