Trigon LLC: Applying Best Practices in Materials Management with SAP® ERP

Consumers and businesses have relied on top-notch distribution services for IT and consumer electronics products from Trigon LLC for close to 20 years. And Trigon LLC counts on dedicated staff and cutting-edge IT to keep its products and services on target. At the core of the company’s success are well-timed sales promotions and unique campaigns, both of which depend on accurate material costing.

With the SAP® ERP application, Trigon LLC has introduced best practices in materials management. Automation means that it can process purchase orders, goods receipts, and vendor invoices more quickly than ever. Plus, better visibility into inventory and material age has eliminated underselling. The result is higher profits for Trigon LLC and the very best IT and electronics products for its customers.
Trigon LLC eliminates underselling with SAP® ERP

Company
Trigon LLC, part of Abdul Rahman Saif Al Ghurair Group

Headquarters
Dubai, United Arab Emirates

Industry
Wholesale distribution

Products and Services
IT and consumer electronics products

Employees
120

Web Site
www.trigononline.com

Objectives
• Reduce delays in the goods-receipt process and vendor invoicing
• Improve the accuracy of material costing
• Ease the identification of demo stock materials issued against each sales employee
• Provide real-time visibility into warehouse stock quantity as well as inward and outward transit
• Enable anytime updates to material costs, automatic FIFO stock allocations, and visibility into material aging

Why SAP
Market-leading enterprise resource planning (ERP) software with strong functionality in materials management and logistics

Resolution
• Implemented the SAP® ERP application, including materials management functionality, under the project name FLAME
• Completed the project in four months within budget

Benefits
• Faster PO, goods-receipt, and vendor-invoicing cycles by automating previously manual processes
• Accurate costing of materials, driving higher profitability
• Better visibility into stock and inventory, both in the warehouse and in transit
• Better visibility into material aging through automated FIFO analysis, reducing the need to sell at lower prices

50%
Reduction in cycle time for processing goods-receipt notes

100%
Accurate PO data and material costing for submission to higher management

0%
Of stock undersold at lower prices (down from 7%), thanks to better visibility into material aging

“Adopting best industry practices using SAP ERP helped us get closer to our management goal. SAP ERP helped us automate the order-to-cash business process, improving online visibility over stock, costs, expenses, and sales.”

Arun Chawla, CEO, Trigon LLC