



PIKPAC - SAP Enterprise Software Solution

PIKPAC for Packaging Industry

Highlights

- PIKPAC for packaging industry
- PIKPAC- 'Why & How'
- PIKPAC special features
- SAP myth busters
- Success story

Encore Consulting Services Inc (Encore) understands that the packaging industry today is a highly fragmented complex and mature industry with an average annual growth rate of around 2%. Increasing input costs have affected the margins and it is imperative for companies to lower operating costs. The environment of reduced head count has created a greater reliance on integrated systems solutions.

Encore also understands that the small & medium sized enterprises (which most packaging manufacturers are) require full fledged enterprise system. But these companies cannot afford a \$2+ million solution which takes 12-15 months to implement.



Keeping this in mind, Encore has developed a comprehensive, reliable, and cost-effective enterprise solution specifically for the small & medium sized packaging companies. Our solution PIKPAC is certified by SAP for its industry specific capabilities. It is a pre-configured solution that covers all

the business functions including finance, sales, procurement and manufacturing. Our solution is 'ready to go out of the box' and can be implemented in 12-16 weeks.

PIKPAC addresses the specific requirements of manufacturers of:

- Folding Carton
- Corrugated
- Flexible Packaging

PIKPAC - 'Why & How'

As we at Encore geared up to build an industry specific enterprise solution for the SMEs, the first challenge was to choose the industry that had the greatest need for such a solution. After thorough research, and in consultation with SAP

America Inc, Encore chose the packaging industry. This industry has a real need for a product like PIKPAC. The fact is that the industry is under-served in terms of software solution needs.

Encore developed PIKPAC with a team of highly experienced and knowledgeable SAP consultants and a packaging industry expert with nearly 40 years of packaging experience.

PIKPAC for greater financial visibility

“You can now analyze your profitability based on your customer, sales order, product and market segment in real-time”

PIKPAC will provide you with the much needed visibility into your financials. The balance sheet and the P&L are updated in real time. The built-in 'Controlling & Profitability Analysis' function enables you to monitor and analyze your profitability based on different criteria. You can now analyze your

profitability based on:

- Customer
- Sales order
- Product
- Market Segment

The accounts payable reports help you track the pending payments and avoid double payments. The accounts receivables and the credit check are tightly integrated with sales order processing. This alerts your sales personnel as they create sales orders if the customer has

exceeded their credit limit.

Accurate costs are captured at each level of the manufacturing process with a detailed 'planned vs. actual' analysis report on a real time basis.

Efficient cash management that is integrated with accounts payables and receivables to monitor cash flows and make sure that you have liquidity to cover all your payment obligations.

PIKPAC also provides the framework for compliance to US GAAP standards.



Single version of truth

PIKPAC for faster & more accurate quotes

How often has your key customer given you an RFQ and asked you to respond in 24 hours? How often has poor estimating during the quotation process affected your bottom line?

PIKPAC enables you to overcome these key challenges. PIKPAC has integrated the

sales process with the costing system and variant configuration. This helps your sales personnel to come up with accurate estimates in a very short time. All they have to do is select the product and its unique characteristics. PIKPAC also has features to reduce the order entry time. Once the details are entered, the integrated

costing system accurately calculates the planned cost for manufacturing the required number of units of the product. This planned cost can be used as the basis for a fast, accurate quote.

“There is constant flow of information across the different business functions. This improves the operating efficiency”

PIKPAC for more effective operations

The problem faced by many small / medium sized companies is that their disparate IT systems either do not talk to each other or they do not talk as frequently as needed. The lack of information flow cripples the operational effectiveness.

PIKPAC on the other hand is a completely integrated solution which covers all the business functions including

finance, sales, procurement, inventory management and manufacturing. There is a constant flow of information across the different business functions. This improves the overall operational efficiency.

For example the 'available to promise' (ATP) check in the sales order takes into consideration the raw materials procurement lead time,

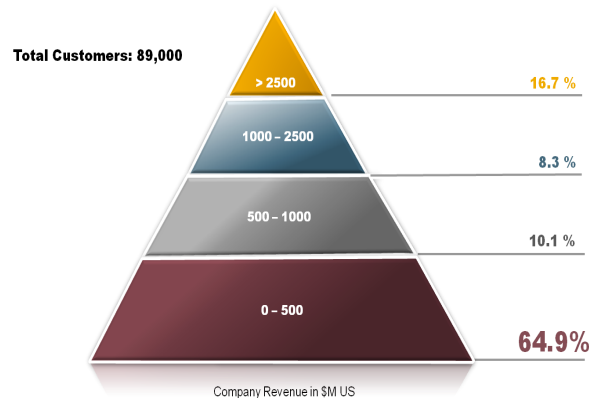
the production capacities and the lead times; all with a click of a button. This will help your sales personnel come up with realistic delivery dates. Hence a better on-time delivery metric; so critical in the packaging industry.

SAP is NOT just for large corporations

One of the most common prevailing myths about SAP is that SAP is ONLY for large corporations. Smaller companies can neither afford it nor can they spend so much time (typically 10-15 months) in implementing an ERP solution.

It's high time we break that myth. Let's do that with some hard numbers. 65% of the 89,000 SAP implementations have been done in companies with annual revenue of \$0-500 million.

Over 75% of SAP installations worldwide are in companies with \$1B or less in revenue –

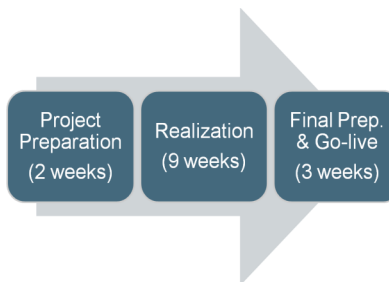


“65% of the 89,000 SAP implementations have been done in companies with annual revenue of \$0-500 million”

Deploying an enterprise solution in 12-16 weeks

Many companies think that implementing SAP is a long and tedious process. Well, if you thought so, here's another myth busted. PIKPAC, an end-to-end business enterprise solution will be deployed in 12-16 weeks. The accelerated implementation methodology and a pre-configured solution makes this possible.

And it's not just that. It comes with pre-developed documentation kit which includes the test scenarios, test cases, training documents and a configuration document.



“Before, we needed extremely knowledgeable and experienced people to perform estimates. ... we now have customer service people who can take a very small set of data elements – box style, board type, and dimensions – and with a few keystrokes and mouse clicks generate an estimate while the customer is on the phone”

THARCO chose SAP. Right choices are always rewarding..

THARCO is a manufacturer of custom corrugated packaging materials, foam packaging and protective packaging materials. The company had USD 185 M in sales at the time of SAP implementation. THARCO lost business to competitors because it was unable to provide customer quotes on the phone. THARCO needed to create a rapid and accurate estimating system.

THARCO needed an enterprise with strong manufacturing capability and the ability to handle the diverse business units.



THARCO chose SAP. And here's some of the key benefits realized:

- Winning orders that would have been lost because of slow response time
- Enhanced customer satisfaction
- Accelerated order fulfillment cycle times
- Enhanced information visibility for executives

-MIS Director at THARCO

Encore Consulting Services Inc

116 S. Arlington Heights Road,
Suite 301, Arlington Heights
IL - 60005

PIKPAC Contact Line:

Phone: 847-222-0244 Ext: 231

PIKPAC Alternate Contact:

Name: Pete Mauro, President

Cell: 312-304-0566

E-mail: pmauro@pikpacsolutions.com

Visit us at our website:

<http://www.pikpacsolutions.com>



Our organization is an established IT and business consulting company headquartered in Chicago. We have offices in Chicago, Arlington Heights, Boston and offshore centers in Hyderabad and Secunderabad (Both in India). We are SAP's Channel Partner in North and South America. Our SAP Practice has 150+ consultants with combined experience of over 500 years.