



Workshop Question & Answer Follow Up

Question:

In SunFish ERP: if the person / user in charge of verifying each journal is absent, is there a feature where another user can mass-verify the unverified journals?

Answer:

Yes. A way to do this is to define another user as alternate verifier on each document type. The system allows having one additional user to verify all documents by selecting that user's position, which is then applied to all documents as second verifier. This is done in the verification approval menu *Setting | Accounting Setting | Verification Approval*.

Once set up; the actual mass verification then is done under menu *General Ledger | Journal Verification* where the authorized user (first or second PIC) selects all documents in all transactions and simply clicks the 'Verify' button to complete the process. Both users can still check the transaction details before verifying any unverified journals.

Question:

To what extent does SunFish HR integrates with SunFish ERP, in context of payroll and accounting?

Answer:

In context of payroll and accounting SunFish HR is integrated with SunFish ERP in the following main functions:

1. The payroll calculation which is generated by SunFish HR will automatically be posted to the accounting journals in SunFish ERP.
2. Cashbook requisition for employee loan in SunFish ERP will trigger an instalment deduction from payroll in SunFish HR when due.
3. Organization structure changes in SunFish HR will be synchronized into SunFish ERP for approval workflow process.

Question:

How does SunFish ERP provide detailed reporting about raw material and WIP (work in process) goods, especially when the company buys them through import and in different currencies?

Answer:

SunFish ERP supports multi-currency transaction in sales and purchase module. Every transaction records the original foreign currency value and then converts it to the base currency value, e.g. Rupiah, (by daily exchange rate table).

**Question:**

In a company where the organisation structure changes from time to time; how does SunFish ERP handle the changes and how does it affects the current workflow approval?

Answer:

Complex organization structure and versioning / planning can be setup in SunFish HR, SunFish ERP can use the structure from SunFish HR for workflow approval.

Question (addressed to Guest Speaker PKM):

How efficient is SunFish ERP in terms of supporting company that are in the FTZ area (Companies with special tax rules)?

Answer (by Guest Speaker PKM):

Efficient as it was customized to our business requirements. Customization went smooth, fast, and is well integrated throughout all relevant functions. Aside from standard tax set up, the system now also supports FTZ tax specifics as it allows to flexibly configuring non-tax-payable customer/vendor for special tax rules.

Question:

Can SunFish be integrated into current systems such as for example Movex for Production, Paymaster for Payroll and medical benefits, etc?

Answer:

Yes. SunFish ERP supports integration to 3rd party application through API (Application Programming Interface) or XML (Extensible Markup Language).

Question:

Can SunFish approval be done in Blackberry / iPhone / iPad; and can bank payments be linked to Internet Banking System ?

Answer:

Regarding part 1 of the question: Generally, yes. It is possible to create an approval only for Blackberry, iPhone, iPad; but, it is currently not available as standard currently is developed on demand and custom developed per request due to the limitations of the blackberry browser for the SunFish Menu System.

However, such customization has been done for our customer Erajaya previously for SunFish HR and a standard SunFish HR blackberry and iPhone application is included in the Q1/Q2 development plan (next 3 months). As for SunFish ERP, an approval page still needs further development and will not soon be available. Currently there are several security concerns for these apps as they involve financial data that have to be addressed first.



Question (addressed to Guest Speaker PKM):

How long did it take for SunFish ERP to be implemented in PKM?

Answer (by Guest Speaker PKM):

It took us 1 year to implement SunFish ERP with 5 companies.

General Answer:

Implementation times of SunFish ERP vary from customer to customer and is influenced by modules selected, integration of multiple or single company, identification of customization requirements derived from gap analysis, availability of data required for the system to operate. The average implementation timeframe we see at the majority of our customers is between 5 and 9 month depending on the complexity of their business workflows.

Question:

How is SunFish ERP implemented?

Answer:

The implementation of SunFish ERP follows a standard implementation procedure that has been proven successful with all our clients over the years to achieve a consistent, reliable, and efficient software implementation process. A implementation methodology document is available upon request, however the main stages can be summarized as following:

Assessment

- Kick-Off Meeting
- Initial Assessment



Standard System Implementation

- System Configuration
- Initial Data Migration
- Standard System Delivery
- Key User Training
- Match-Up Process
- Requirement Assessment



System Adj/Modification

- Customization

Testing &

Debugging

- SAT
- System Adjustment & Regression Test



Enhanced System Implementation

- Enhanced System Delivery
- User Acceptance Test (UAT)
- System Adjustment after UAT
- User Manual
- Final Data Migration
- Final Delivery



Nursing Period

- Nursing





Question:

How does SunFish handle project management in a company where cost and resources are derived from Time Sheet of Employees (consultancy services)?

Answer:

The best way to do it is to integrate the project tracking and time sheet control functions that are embedded in SunFish HR with SunFish ERP so that these data are linked to ERP for cost and accounting related processes.

Question:

How does one know if the system is a good fit for the company?

Answer:

The process of selecting a fitting ERP system is difficult for any company and can take some time. There are several guidelines on the Internet that every company can apply to run through this process. Generally, the key issues to ensure a fitting solution are:

- Understand the business and document it (it is not enough to think you know).
- Talk to all levels of users and managers. Ensure that everyone's needs are defined and a priority is placed upon those needs.
- If you are not sure of selecting a major investment such as an ERP, then get outside help from a consultant who is non-biased towards systems and can guide you.
- Understand that you need to drive the evaluation and selection process because you will have to live with the results.
- Start with the end in mind: What do you want the system to do for your company now and in seven years from now?
- Once the requirements are mapped out approach the vendor to demonstrate their solutions, map out major gaps and how the vendor would address them. Use client visits to review what works for others but also use them to emphasize unique characteristics you have and they don't to be addressed in the next vendor meeting.
- Aside from budget and gap analysis, discuss support and customization costs to complete the implementation.

Once you have ensured as much as possible to choose the right the solution, a good contract term to look for is that the vendor will step away from the project without penalty when the requirement assessment phase should show too much of a discrepancy to conduct the implementation without adding major costs.

**Question:**

How is SunFish licensed?

Answer:

SunFish ERP licenses are module and user based, while SunFish HR licensing is based on employee and user count.

Question:

How does a company know when it's time to use ERP?

Answer:

This is not an easy question to answer and every company has to come to that answer themselves, however, although not applicable to every organization, from our experience we have mostly seen these 3 telling signs:

- 1) When a company operates a multitude of different software solution based on a given department within the company (accounting uses one software, warehouse manager uses Excel for data entry, sales people use salesforce.com, etc.) and it comes to point where the lack of integration and units operating independently from each other becomes a serious problem to gather information about the success and weakness of the operation as a whole to identify improvement needs.
- 2) When duplicate data entry and data processing include data correction and keeping key business data up-to-date and accurate has become a common practice within the organization and consumes most of the workers time leading to operational inefficiencies and added time costs to perform a given transaction.
- 3) When the business suffers from frequent inventory shortages for popular items and dramatic inventory surpluses for other items.

