



Greentree inventory controls reduce risk of stock theft at largest PNG importer

In a country where high levels of theft necessitate super-tight controls, Papua New Guinea's largest importer turned to Greentree Business Partner, blueStar Business Solutions to help reduce business risk.

Business situation

Supreme Industries had been using CBA for many years and have now migrated to Greentree, improving profitability, visibility of stock management sales and margins, and stock count management. Management sought blueStar Business Solution's help to migrate from their CBA system to Greentree.

Robust multi-level system control reduces theft risk

As the country's largest importer, managing its theft risk is Supreme Industries biggest challenge. The ability to undertake regular stock counts efficiently has proven to be an effective deterrent. A system of multi-leveled passwords has also helped leave an electronic 'paper trail' and has helped identify and pinpoint, where and when significant changes in stock levels occurred.

Tighter controls and improvement in the picking process have enabled more errors to be trapped and isolated. This has translated into a reduction in the opportunity for theft to occur. Nishith says, "Greentree's inventory management system has most definitely helped us reduce our theft risk and that, is the difference between profit and loss for us. This has definitely put control back in the hands of management."



CUSTOMER
Supreme Industries



INDUSTRY
Wholesale



LOCATION
Papua New Guinea



**GREENTREE
PRODUCT SUITE**

- Financials
- Inventory
- Sales orders
- Sales Analysis

Business Benefits >

- Multi-leveled passwords provide an electronic paper trail to help pinpoint changes in stock movement.
- Tighter controls in the picking process have

enabled more errors to be trapped and isolated. Together, these process improvements have reduced the opportunity for theft to occur.

- Deeper and more comprehensive analysis of sales margins, profit and break-even has improved the

decision making process through much greater visibility and timeliness of sales information.

- BlueStar grasped the business theft risk to ensure that the migration from CBA to Greentree has achieved the desired outcomes.

“The control that Greentree gives us, particularly in the area of stock control, is excellent and this has enabled us to better manage our theft risk. Comprehensive analysis and reporting of sales margins will enable us to maximise profitability well into the future.”

Nishith Muchhala – Business Manager, Supreme Industries

Superior sales reporting for smarter decision making

Supreme Industries is a sales-oriented business with a need to turn stock over as quickly as possible, at a profit. Of particular interest are sales margins and Nishith says Greentree’s Sales Order reporting allows management to see at a glance, which stock items require a price change to ensure they’re still being sold at a profit or at least, break-even.

He’s impressed by how easy it is to extract data, analyse and report it using Greentree’s reporting tools. This ensures management have critical sales information at their fingertips, which has improved the quality of the decision making process.

Hand-held devices will make order picking more accurate, faster & efficient

Nishith is aware that Greentree has so much more to offer and his next move is to explore the opportunities Greentree’s AutoScan and hand held devices present. He’s excited by the prospect of an initial trial across a few stock categories and, anticipates this will further streamline the inventory management process by speeding-up documentation and improving the accuracy of sales order picking and counting.

“We’re very pleased with the performance of blueStar Business Solutions. Their consultants understood the significance of managing risk in relation to stock management, which is a core part of our import business.”

Nishith Muchhala – Supreme Industries



ABOUT SUPREME INDUSTRIES

Supreme Industries is Papua New Guinea’s largest importer. It supplies a broad range of retail and wholesale products to multiple industries.

For more information visit www.silpng.com

ABOUT GREENTREE

Greentree International specialises in developing highly effective business management software solutions. The Greentree product has been developed by the authors of CBA, arguably the most successful business software package for small to medium sized businesses in Australia and New Zealand.

In choosing Greentree you are selecting a business system that will truly empower your organisation today and grow with you into the future. The Greentree Partner Network provides a highly skilled local support team that will ensure you achieve tangible business benefits. Greentree has also been recently recognised as a global ‘Rising Star’ by MIS magazine Australia.

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"very, very, responsive!"