



SIMAT Security offers robust and reliable video surveillance products designed to meet the current and future needs of security professionals

They need an highly Integrated Solution for Managing the Purchases, Normal Sales and the project Sales as well as to integrate with the internal CRM. Moreover also required a solution for Employee Management.

Overview

Client is a **total solutions provider** capable of satisfying a wide range of applications from its broad product portfolio CCTV (HDCVI Technology), IP Camera, Access Control, Door Entry, Intruder detection and High Quality Cat6, RG6 Cables (Own Brand - Star Link). Thereby Client requires a solution to manage the Sales and Purchases and have a clear visibility of inventory.

Here we proposed a solution through Zoho products for all of their pain areas such as Sales, Purchase & Inventory Management.

The product we suggested are:

1. Zoho Inventory
2. Zoho Books
3. Zoho People
4. Zoho Payroll
5. Zoho Analytics

Executive Summary

Location : Jeddah

Business History : SIMAT Security - Trusted Security Solution in Saudi Market, Since 2009. Total solution for video surveillance. Dahua Vision Technology co. LTD is a professional manufacturer in the security and surveillance field. Over the past 20 years' development, Dahua technology has been fully experienced in research and design of cutting edge technology surveillance equipment. Both Hardware and Software are modular-designed with flexibility for different configurations, various scales of applications and future expansion

Field of Business : surveillance products

Nature of Business : Sales

other customer business-related information : We had similar kind of clients which are in the same domain and wanted to maintain their business activities using the Zoho Products.

An opening quote from the customer:

Problem Statement & Key Challenges

Problem Statement:

Client was lacking in 100% digitalization of their whole end-to-end process

The Main core issue faced to the client was managing the inventory and the purchases and the employees as the current system was full of bugs and was of old technology, so was not able to get enhanced by the vendor.

Key Challenges:

1. Maintaining inventory for the different stores was manual
2. Maintaining accounting through manual entries
3. High usage of Man power
4. Data discrepancies
5. Data Redundancy
6. Reports for management was not easy
7. Vendor details were not maintained regularly to have a future Purchase analysis
8. Manual maintenance of location/warehouse and its ledgers in inventory
9. Manual maintenance of ledgers to have customer payments
10. Manual entries for Expenses
11. Manual recording of Employees and there salaries

Evaluation of the Problem

We have evaluated and understood the problems which are listed below,

1. No Inventory management.
2. Payments to the vendor and not are being recorded with the Purchase documents.
3. Customer Payments record were not recorded properly
4. Products database was not maintained properly
5. Vendor Database was not maintained properly
6. Customer Database was not maintained properly
7. Employee database was not maintained properly
8. Accounting Ledgers with inventory and vendor payments were not automated with the proper documents
9. Accounting Ledgers for Customer payments were not automated with the proper documents
10. Expenses not automated
11. Issuance not automated
12. Procurement not automated.
13. No Approval Process for Issuance & purchase request
14. Wrong Reporting to the Higher Management

Proposed Solution

We have provided 100% digitalization to their whole end-to-end business process and made their day to day life easy.

We provided the highly integrated Zoho Solution to the client:

1. Zoho Inventory > For Managing the Inventory
2. Zoho Books > Managing the Financial Activities
3. Zoho Analytics > To get the reports for Analysis.
4. Zoho People > For Employee Management (Leaves & Attendance, Iqama and Passport details, Request Forms Etc)
5. Zoho Payroll > For Salary Management

Implementation

1. **Duration** : 3 months
2. **Bottlenecks** : No
3. **Mitigation** : No
4. **Additional services** :
 - Data migration of all the Master Setups Including the before go-live
 - Customization of Zoho books & Inventory and Zoho People

Result

1. Client is successfully using the application and have taken one more zoho application for the other company where implementation is in process.
2. Now the Sales and purchases are synced and facing no inventory issues
3. Taking reports on daily basis for the analysis, now they are able to check the inventory and perform there reordering process while checking there stock which increases almost 20 % of its sales.

Final Output

”SIMAT” business is now digitalized by us to have a automated single solution for all of their day to day activities in “ZOHO”