



## BANAFAR PHARMA

# SAP Business One Helps BANAFAR PHARMA Improve Operational Efficiency.

“We selected SAP Business One because it is ideal for small and growing company like ours. The system has enabled better control and transparency and we are confident it will help us in our growth.”

**Mr. Srikanth Singh,**  
Managing Partner  
Banafar Pharma

### Implementation Partner

- ◆ **Austere Software Solutions Pvt. Ltd.**

### Challenges & Opportunities

- ◆ Lack of Integration between Logistics and Finance.
- ◆ Commission claim from Vendors report was a very tedious process and used to take a long time in preparing it with occasional inaccuracies.
- ◆ Customer wise controls were not possible.
- ◆ Reminder letters for customer payments were not timely sent and generating these letters was very tedious and time taking.

### Quick Facts

#### Summary

- ◆ Name: Banafar Pharma
- ◆ Location : Hyderabad, India
- ◆ Vertical : Distribution
- ◆ Products & Services : Medical Equipment
- ◆ Revenue : Rs. 6 Crores
- ◆ Employees : 20

### Implementation Highlights

- ◆ Well Planned and Quick (30 days) implementation
- ◆ Strong support and commitment of the management
- ◆ Ease of use facilitated easy adoption of the SAP system by users.

### Benefits of using SAP B1

- ◆ Automatic integration between Logistics and Finance. When purchase/sale invoice is posted, Financial journal entries are posted automatically
- ◆ With One single click, Accurate Commission claim report is possible now.
- ◆ Customer wise controls were setup (i.e. credit limits, payment terms etc.)Alerts for credit limit are very useful.
- ◆ Automatic and timely reminder letters are being generated for Account receivables from the customers.

## SAP Business One Success Story

Banafar Pharma

