

CUSTOMER SUCCESS

Manufacturer  
gains real-time  
business visibility

*Sage 300cloud helps Astone Hong Kong gain more control over its finances, sales pipeline, and inventory.*



Established in 1999, Astone Hong Kong Limited is a manufacturer of lifestyle products, including digital entertainment products, home appliances, electronic toys, and much more.

### Challenge

Astone was experiencing rapid growth, but was being held back by legacy solutions and processes.

The company used spreadsheets for record keeping. Financial reports often took two weeks to prepare and were prone to human error. Astone's management also had difficulty analysing cash flow as data was not real-time, thus hindering the decision-making processes.

As the business continued to expand, it became clear Astone needed a modern business management system with comprehensive reporting tools, that could provide real-time visibility of business performance.

Company

**Astone Hong Kong Limited**

Location

**Hong Kong**

Industry

**Manufacturing**

System

**Sage 300cloud**

Partner

**Data World Solutions**

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Terrence Wong, Director of Product Development & Operations, Astone Hong Kong

### **Solution**

After reviewing several competing solutions, Astone chose Sage 300cloud as it would provide a scalable solution to help the company grow, says Director of Product Development & Operations at Astone, Terrence Wong.

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### **A smooth implementation**

Prior to implementation, Sage 300cloud partner Data World Solution’s first step was to familiarise employees with the changes likely to take place post-implementation. Data World Solutions provided on-site training and consultation to help Astone’s employees understand the solution and the forthcoming changes in workflow processes.

The implementation took four weeks, during which Data World Solution’s consultants guided users through the solution. Consultants also provided post-implementation training.

“There was a clear synergy between what we wanted to achieve in terms of processes and what Sage 300cloud can offer. We were confident that both Sage 300cloud and the professional services provided by Data World would facilitate us in attaining our aims,” says Terrence.

### **Results**

Terrence says Astone is very happy with the benefits Sage 300cloud has delivered, helping the company eliminate inefficiencies, improve internal processes, and make faster, better decisions.

“We are indeed very satisfied with Sage 300cloud, especially the inter-relationship between each module and its flexibility. It is much better than we expected,” says Terrence.

Amongst many benefits, Sage 300cloud helps Astone:

#### **Easily generate and analyse financial reports**

With Sage 300cloud, Astone can quickly and easily generate real-time financial analysis reports, like aging account receivable reports. This gives the company more control and visibility of their cash flow and allows it to check for overdue balances – helping management make better decisions.

#### **Better manage sales pipeline**

With sales data now available in real-time, Astone can now better manage its sales pipeline, as well as perform more accurate sales forecasts and analyses.

#### **Automate inventory management**

Sage 300cloud helps Astone automate workflows, allowing purchase orders to be automatically issued to suppliers when stock falls below a certain level. This helps reduce order times and other miscalculations.

Other benefits include being able to finalise monthly accounts by the second day of the next month, more transparency of inventory, faster inventory turnover, and reduced communication costs.

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Terrence Wong, Director of Product Development & Operations, Astone Hong Kong

### About Sage

Sage (FTSE: SGE) is the global market leader for technology that helps businesses of all sizes manage everything from money to people – whether they're a start-up, scale-up or enterprise. We do this through Sage Business Cloud - the one and only business management solution that customers will ever need, comprising Accounting, Financials, Enterprise Management, People & Payroll and Payments & Banking.

Our mission is to free business builders from the burden of admin, so they can spend more time doing what they love – and we do that every day for three million customers across 23 countries, through our 13000 colleagues and a network of accountants and partners. We are committed to doing business the right way, and giving back to our communities through Sage Foundation.

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### About Data World Solutions

With more than 20 years' experience in the IT industry, Data World Solutions Limited is a one-stop IT solution provider specialising in Accounting, Financial and Distribution Management, Enterprise Resource Planning, Customer Relationship Management, e-Business, Internet Infrastructure, Enterprise Security, LAN and WAN Networking and Integration. Data World's team of professional technicians and consultants provides best-of-breed IT solutions to a range of clients across Asia Pacific, from multinational corporations to SMBs.

 **Data World Solutions Limited**  
Expert in Business Management Solutions

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