



Syarikat Jun Chong  
and Exact



Exact has helped  
us optimize our  
operation and  
significantly  
reduce costs."

[www.exact.asia](http://www.exact.asia)

# RESOLUTE DECISION-MAKING BASED ON QUICK AND INSIGHTFUL REPORTING



**Syarikat Jun Chong was founded in 1946 in Kluang, Johor, Malaysia, where they started operating from a simple shop unit. The company has since grown into a full-scale manufacturing facility equipped with the latest technological processes.**

Over the years, Syarikat Jun Chong expanded and grew to be a manufacturer of a wide spectrum of quality agricultural equipment. They are known for products such as cross mark sprayers, nozzles and accessories for spraying and for importing nozzles, valves and agricultural measuring instruments. Their customers in over 60 countries value Syarikat Jun Chong for consistently delivering quality products.

### **Changing requirements**

Over the years, Syarikat Jun Chong grew its assortment of products. With that growth came the challenge of keeping track of its inventory in an efficient way. The score card system they used until 1983 was elaborate and slow, so they switched to software. This was of course a large improvement, but as time advanced, the company's requirements changed. Not only did they expect the software to manage their inventory, but also to support them with accounting.

They tested and used different products from different companies, but none of them were able to solve the accounting problems Syarikat Jun Chong encountered. They explored the possibility of tailor-made software, but found the options in that field too costly to maintain in the long run.

### **Software to support quick growth**

Mr. Yap Chen Chong has been employed by Syarikat Jun Chong's for over 33 years. He has seen the company grow steadily over the years. As of 2002, the growth accelerated, exposing the limitations of the software they were using. Not having access to accurate and reliable information became problematic. To be able to steer their company healthily into the future, Mr. Yap Chen Chong and his management had to be able to base their important business decisions on real time data about their financial status, inventory and sales & purchase orders.

Syarikat Jun Chong needed a modern system to tie together all information streams and with quick reporting functionalities to support future growth.

The accounting software Syarikat Jun Chong was using, wasn't up to the task. Other local software they researched, didn't meet their demands either. Just when Mr. Yap started thinking the software he needed didn't exist, he read about Exact in an SME magazine.

Combining financial management with inventory, sales order and purchase order management and with comprehensive reporting functionalities, Exact offered everything he and the company needed. Mr. Yap got in contact with someone from Exact and was offered a solution that fit his needs perfectly.

### Efficient and realistic reporting

Initially, Syarikat Jun Chong choose to implement the software independently. After a week of training by Exact consultants, their specialists went at it. This turned out to be a challenging trajectory, with multiple delays of the "go live" as a result. After calling in best in class service of Exact consultants, however, the system was implemented successfully and almost immediately started paying off.

With the Exact Financial, Distribution and Manufacturing solutions in place, the company has automated most business processes in the organization. As a result, they work quicker and more efficient than before. Mr. Yap Chen Chong and his management have been able to base their decisions on real time, accurate data ever

since. He says: "Reporting has become more efficient and realistic. I can get information on aging accounts, profit and loss balance sheets or important financial statistics at the moment I need them. That was impossible before and is a big improvement to our company."

Due to significant cost-reductions and a more efficient way of working, it took Syarikat Jun Chong only two years to recover their initial investment in Exact – adding pure returns every year since. In Mr. Yap's words: "Exact offers great value for money. Thanks to its great reporting functionalities, it's very easy to read and it comes at a much better price than any tailor-made software in the market."

### The future of Syarikat Jun Chong

Syarikat Jun Chong is a company with 260 full time employees and customers in 60 countries. Their goals for the future include becoming one of the leading knapsack sprayer manufacturers.

The role they see for Exact in this future is for them to help Syarikat Jun Chong optimize the solutions they have in place. A next step might be for Exact and Syarikat Jun Chong to co-create a system blueprint and use that as a basis to further automate business processes. This way, Syarikat Jun Chong intends to develop into a fully digital and paperless working environment.



### OLD SITUATION

One of Syarikat Jun Chong's main challenges was having a lack of reliable information to base their business decisions on.

### NEW SITUATION

With the implementation of the Exact Financial, Distribution and Manufacturing solutions, Syarikat Jun Chong has automated most business processes. This makes reporting quick and simple, enabling the management to base their decision on correct and up-to-date information.

### BENEFITS

- Improved efficiency and productivity
- Business processes are streamlined and standardized
- Availability of real-time information from Exact for fast decision making

### Facts

Name of Organization	:	Syarikat Jun Chong Sdn Bhd
Sector	:	Manufacturing
Location	:	Malaysia
Number of Exact users	:	26
Sector	:	Agriculture
Focus areas	:	Exact Financial, Distribution and Manufacturing modules
Website	:	<a href="http://www.junchong.com.my">www.junchong.com.my</a>