



Packaging Industries LTD.
Kenya
www.pil.co.ke/

Industry
Manufacturing

Products and Services
Manufacture plastic bags

System Process turnaround is faster and more efficient with SAP Business One

PIL has more than 30 years of business experience specialising in manufacturing of all types of plastic bags including vest carriers, shopping bags, garbage bags, vegetable packaging bags and many more. Our plastic bags are made from high quality polythene at competitive prices with reliable delivery to customers worldwide.

Before: Challenges and Opportunities

- Previous system was only able to handle sales and purchase. No other functions were possible
- There was no proper way of maintaining the price list, discounts and offers
- Accounting was totally dependent on external accountant as system was not sufficient for them
- System was running without any controls and financials

Why SAP and Partner

- SAP is the world leader in ERP market, Other systems are rigid for customisations
- PIL also bought into the capabilities and trust value of Seidor Africa
- SAP Business One Product POC was done very well and made it easy for PIL to make decision
- The product knowledge transfer was excellent and made the company to stabilise very fast

After: Value-Driven Results

- PIL made more savings after SAP implementation due to timely and efficient work
- Information available at the click of a button and the audit trail helps in answering customer queries
- The Material costing with Landed cost was the big headache and it was achieved by SAP Business One easily
- SAP Business One helped PIL with all legal taxation changes as and when it happened
- PIL greatly benefited from diverse reporting structures of SAP Business One



SAP Business One is the best system that enables uninterrupted growth to an organisation and the users at the same time."

Mr. Jeeteish Hirani, Administration Manager, PIL.