



Tononoka Group Automated Kenya

www.tononokasteels.com

Industry
Manufacturing

Products and Services
Manufacturers of re-inforcement steel bars

Tononoka Group Automated all manual recording and reporting using SAP Business One HANA

The Tononoka Group of Companies is a privately owned group whose business activities began in 1980 with the formation of Tononoka Hardware Limited that became a major supplier of steel products in the Kenyan market. The Tononoka Group has earned an enviable and reputable position in terms of quality, cost-effectiveness and customer service over a period of time.

Before: Challenges and Opportunities

- The previous system was being used only for accounting purposes
- Not able to manage Inventory, Production & Distribution in the system
- Reporting was almost all manual

Why SAP and Partner

- Users & all teams were comfortable with SAP B1
- Other products had certain limitations vis-a-vis the price of the software
- Many products which were capable or suited did not have local support
- Very Professional
- Had a good attitude towards understanding our needs
- Innovative and came up with excellent solutions to difficult processes / requirements

After: Value-Driven Results

- Collecting on debtors is much better since sales employee are able to see aging in real time even while out of the office
- Stock management is key for our business & this has helped us achieve real-time visibility of our Inventories & Values
- Production related matters such as wastages, consumption of consumables (Processing material) etc. can be tracked & improved upon to allow cost savings
- Improved Cash Flow



"We now have an accurate and real time picture of all aspects of the business."

Dharmesh Savla, Finance Officer, Tononoka Rolling Mills Limited.



At the Core of every Construction