

# L&G Tools reaps the benefits of fully-integrated SYSPRO solution

CASE STUDY

## At a Glance

### ORGANIZATION

L&G Tools



### REGION

Africa

### KEY CHALLENGE

Meet the need for a fully-integrated, automated solution and effective management reporting

### KEY BENEFIT

Enhanced database management and overall efficiency

### INDUSTRY

Distribution – Industrial Machinery and Equipment

### END USER MARKET

Retail

## Customer Profile

Established in 1977, L&G Tools is a wholesale distributor of tools, machinery, hardware, home, garden and automotive products. The company's main distribution center is located in Pinetown in the KwaZulu-Natal province of South Africa. L&G Tools owns and operates from an 11,000m2 state-of-the art warehouse, enabling it to meet the growing demands of its customers. L&G Tools is a proud distributor of 13 brands, the majority of which are imported through its Eastern-based operations. Its brand names include Puma, Framag, Yato, Wildberry, The Bathroom Shop, The Cabinet Shop and Trade Brands. Core competencies include importing, warehousing, distribution, bulk-sourcing, category solutions and private label initiatives. The company is committed to enhancing long-term relationships with its retail chains and independent partners through strategic in-store initiatives.

## The Business Challenge

L&G Tools' existing Enterprise Resource Planning (ERP) system, Comet Top, a system which ran on a proprietary version of Unix. It had become outdated and was no longer meeting the company's requirements.

## The Solution

As a medium-sized corporation, L&G Tools needed an efficient, fully-integrated solution to manage its business. After a thorough selection process, L&G Tools selected SYSPRO for its ability to meet the company's requirements as well as ensure a smooth migration path from its existing ERP system

## The Outcome

L&G Tools transferred its inventory and debtors data from Comet Top to SYSPRO and became one of the first companies to implement the Windows version of SYSPRO.



*We are extremely satisfied with SYSPRO. It is reliable and enables us to efficiently manage the business*

**Anand Naidoo** - L&G Tools, Financial Director





## Why SYSPRO?

Once L&G Tools had identified the need for an ERP system to manage its business, particularly in the areas of inventory ordering, sales order processing, debtors and creditors, its management team initiated a selection process.

Additional criteria contributing to the selection decision were the need for effective management reporting to L&G Tools' shareholders and the ability to comply with the requirements of South African Revenue Services.

## Thorough Research the Key to Success

The management team evaluated ERP systems in South Africa. Two of the companies L&G Tools approached for references and testimonials were Akals and FASCOR.

Anand Naidoo, Financial Director of L&G Tools, says: "Akals and FASCOR were already using SYSPRO at the time, and we were impressed with the flexibility and efficiency of Akals' reporting. Also, FASCOR had successfully migrated from Comet Top to SYSPRO. The solution met our criteria, and we decided to implement SYSPRO."

## A Mutually Beneficial Relationship

Since first implementing SYSPRO in 2001, L&G Tools has maintained a mutually beneficial relationship with SYSPRO, becoming one of many satisfied long-term customers around the world.

L&G Tools uses the full suite of SYSPRO Financials as well as SYSPRO e.net solutions, a simplified environment which IT developers can use to integrate the ERP system with third-party solutions.

"We are currently on the SQL version of SYSPRO, which assists with managing our large database to extract financial and statistical information," Naidoo says.

In addition, SYSPRO integrates seamlessly with L&G Tools' third-party software, including the Streamline warehouse management system, Rapid Trade customer ordering software and Skynamo, an order processing application and management tool. The company recently implemented SYSPRO's Return Merchandise Authorization (RMA) module.

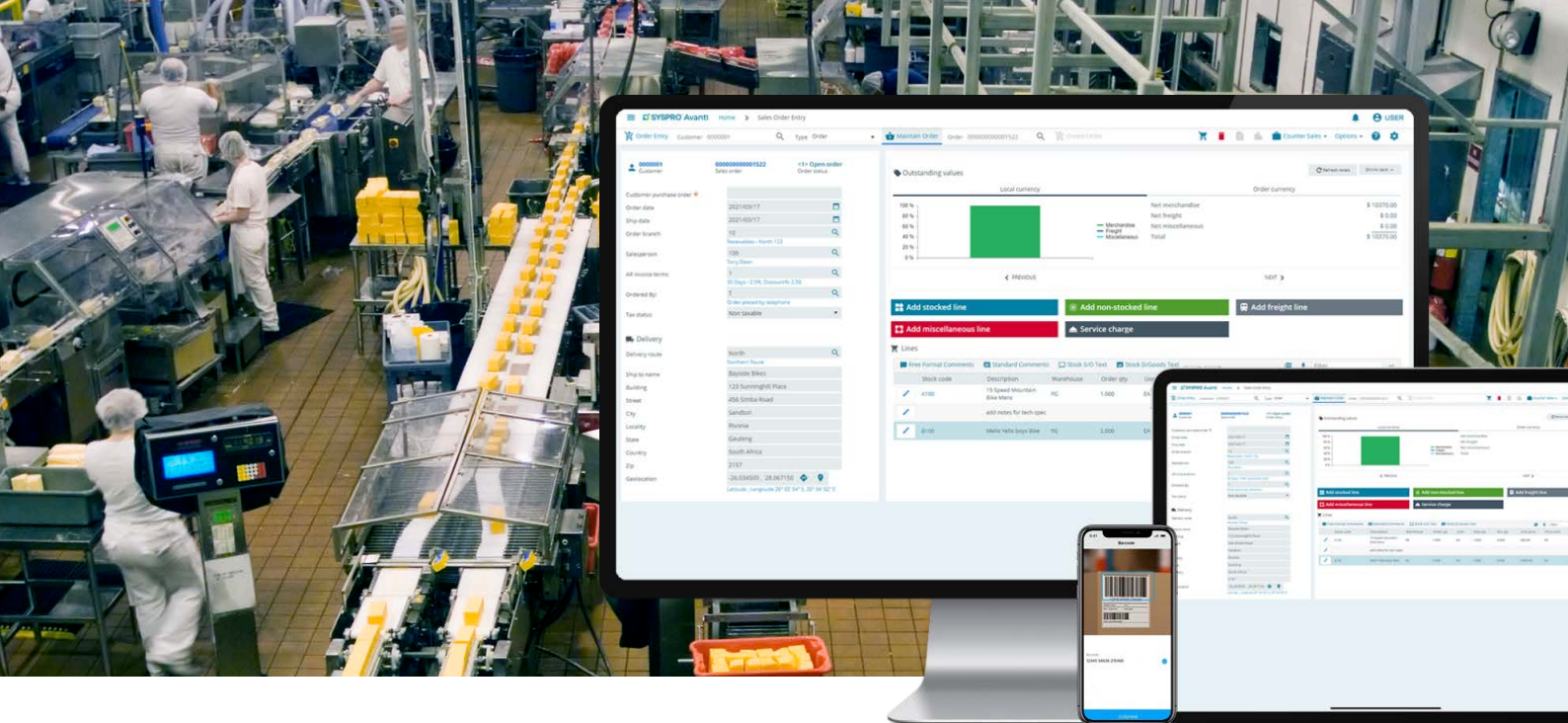
"Overall, we are extremely satisfied with SYSPRO. It is reliable and enables us to efficiently manage the business," Naidoo says.



## BRANDS OF DISTINCTION







## About SYSPRO

SYSPRO is a leading, global Enterprise Resource Planning (ERP) software provider, specializing in key manufacturing and distribution industries. Our Industry-built solutions and services are designed to make things possible.

SYSPRO's ERP solution empowers customers to take the next step – whether it is expanding into new territories, adding new product lines, transforming business processes, or driving innovation. Through our ERP software, customers gain access to solutions, processes, and tools to assist in the management of data for key business insights and informed decision making. The solution is scalable and can be deployed in the cloud, on-premise, or both, and accessed via the web on any device to provide customers with choice and flexibility.

As a trusted advisor, SYSPRO remains focused on the success of partners and customers. With a strong commitment to channel partner growth, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions. We are committed to addressing the unique needs of our customers, enabling them to easily adapt and remain resilient. Our evolving solutions are aligned with industry trends and leverage emerging technologies that will enable partners and customers to secure a digital future and to gain a competitive advantage.

Learn more about SYSPRO's distribution solutions for the Industrial Machinery and Equipment industry. [Click here](#) or contact us on [info@za.syspro.com](mailto:info@za.syspro.com)

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