

## ObTech Global [Information Technology]

### SUMMARY

ObTech is a global information technology company. They focus on helping clients to integrate the best of breed IT solutions in their businesses. To offer a full range of technologies & services, ObTech has teamed up with strong industry-leading companies including IBM, SAP, Microsoft, Demand Solutions and CDC Software. Given the size of opportunities in many countries in Asia, at the level below the SAP R/3 and mySAP ranges, ObTech targeted mid-range partners, and as a result signed up with HansaWorld. ObTech also decided to implement Enterprise by HansaWorld in-house, in particular Job Costing for in-house project management. The result: much more efficient planning of resources and accurate measurements of each project status and profitability.

### Web Site

[www.ObTechGlobal.com](http://www.ObTechGlobal.com)

### Key Challenges

- Customisation of system to fit ObTech's unique business environment
- Integration of Enterprise by HansaWorld to their back-end system – SAP Business All-in-One

### Project Objectives

- Be able to track profitability through Job Costing module (margin, cost and revenue of each project)
- Ability to measure the KPI of consultants through Time sheets

### Solution and Services

Enterprise by HansaWorld Job Costing module. Implemented by HansaWorld consultants, Management Information System, ObTech professionals and end users.

### Why Enterprise by HansaWorld

- Easy to use
- System is very adaptable to our working environment

### Implementation Highlights

- Easy to use system for consultants
- Online information for management team
- Quick implementation within 2 months

### System Replaced

In-house developed solution

### Technical Information

ObTech is using MS SQL and IBM DB2 databases. They run Enterprise by HansaWorld on HansaWorld's proprietary database and have integration with SAP.

ObTech is using following hardware to run Enterprise by HansaWorld on:

- Server hardware - IBM Server
- Server operating system - Windows Server 2003
- Client hardware - IBM and NEC
- Client operating system - Microsoft Windows XP Pro



ObTech Staff in ObTech Singapore

**“Enterprise by HansaWorld is very adaptable. With minimum additional work we could start using the system fairly quickly. This gives HansaWorld a very powerful advantage in front of its competitors in the market”**

Michael Lim, Group COO, ObTech Global

### OBTECH GLOBAL

ObTech is a global information technology company, wholly owned by NEC Corporation Japan. Established in 1996, ObTech today is a leader for One-Stop Enterprise Business Solutions for SMEs. “Our vertical industry focus includes Retail, Consumer Products, Chemical, Wholesale & Distribution and High Tech Manufacturing and we are dedicated to expanding and diversifying our services to more industries, providing end to end services from consulting, solutions, technology implementation, infrastructure support and maintenance to IT recruitment and training certification” says Michael Lim. He continues “ObTech has over the years laid down an unsurpassable record in helping our clients deploy the right solutions & services in a cost effective manner.”

ObTech is a key partner of SAP for SAP Business One, SAP Business All-in-One, and SAP Business All-in-One Fast-Start Program; and the first Gold Channel Partner of SAP in South East Asia. As the only certified SAP Support Centre in South East Asia using SAP Solution Manager – Service Desk software, ObTech provides quality helpdesk support to SAP users in the region. ObTech is also SAP's Education Partner for Singapore, Malaysia and Thailand.

ObTech has more than 300 customers worldwide, and the company's current focus is in the South East Asian market, with Regional Head Office in Singapore and offices in Malaysia, Philippines and Thailand. ObTech's market leadership has grown from strength to strength. By putting operational tools directly in the hands of its clients, ObTech is set to become a market leader in Enterprise Business Solutions.





ObTech Malaysia's office at Menara Keck Seng

ObTech employs regionally 220 staff. Before choosing Enterprise by HansaWorld as their internal Job Costing system, ObTech used an in-house developed solution for its project management. Enterprise by HansaWorld represented the best fit for ObTech's requirements.

ObTech started to implement Enterprise by HansaWorld in-house in February 2009 and they went live April 2009. They implemented Enterprise by HansaWorld Job Costing module for their resource management and project costing. The implementation process was smooth and surprisingly fast.

**"We can now plan our resources much more efficiently and get more accurate information about each project than in the past. We have seen our ROI in a very short span of time,"** says Lim.

"Enterprise by HansaWorld is very adaptable. With minimum additional work we could start using the system. This gives a very powerful advantage against competitors in the market" says Lim. He continues "The standard processes in Enterprise by HansaWorld are very similar to how we perform functions in our business, so it was easy to implement the system." He concludes, "Enterprise by HansaWorld works wonders with our existing backend of SAP Business All-in-One."

In the near future ObTech plans to also implement the Expenses module to give a better overview about the personal expenses related to projects and being able to manage the expense claims more efficiently.

Besides being a HansaWorld customer, ObTech is also HansaWorld's distributor for South East Asia. Since February 2009, ObTech has signed up 4 customers in Singapore, with the average implementation of 100 users.

**"The partnership has been very good, very positive so far. Our pipeline for new projects is very strong. We expect to develop many success stories in the near future,"** comments Lim.

**"We saw lots of sales opportunities in our region with Enterprise by HansaWorld, especially in the retail industry. Enterprise by HansaWorld is a very good product; it has a lot of potential. Together with our strong sales force and our strength in selling SAP, Enterprise by HansaWorld becomes a very good fit we can offer to our customers. It's a good add-on to our product offerings considered as Best of Breed,"** says Lim.

He continues "We have the experience and product knowledge of SAP. With Enterprise by HansaWorld, we can further develop and complement SAP. The opportunities for ObTech are tremendous."

ObTech plans to work close with HansaWorld to make sure Enterprise by HansaWorld achieves a strong foothold in Singapore, Malaysia, Philippines and Thailand.