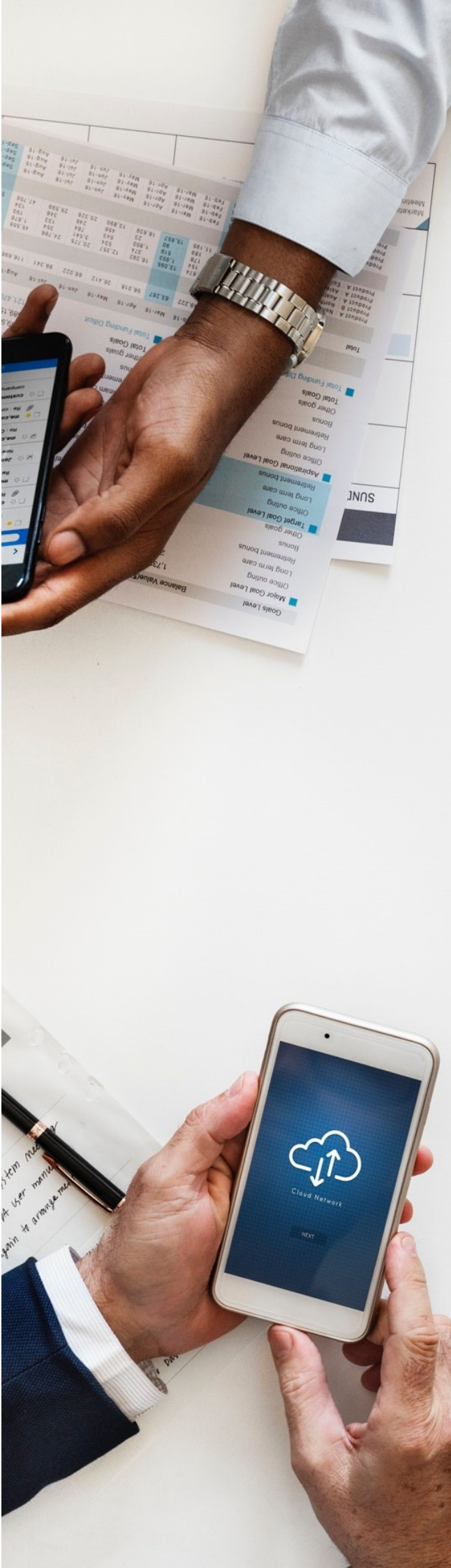


Tightening loose ends at **PT AIRLOCK**

supplier of a complete range of Pneumatic Conveying components





Focus Softnet is one of the most trusted providers of industry specific ERP solutions in 17 countries across the globe. It has been serving businesses for 25 years and has a user-base spanning over a million.

Apart from empowering its clients with customizable applications, Focus Softnet's solutions comply with all the local tax regulations in the countries where they are being used.

With over 30,000 clients, Focus Softnet has earned business partnerships from major corporations and has established itself as a provider of robust and reliable ERP software.



PT. Airlock Indonesia Jaya Raya is a supplier of a complete range of high quality pneumatic conveying components for various industries, with the main focus in the ASEAN region.

PT. Airlock is totally committed to meet their customers' solids handling requirements to the highest expectations. Assurance can be taken from the fact that the products handled by PT. Airlock are Internationally recognized in the food, dairy, pharmaceutical, chemical and other process industries with its engineering, quality and solids handling know-how built up over years of experience.

It also provides supply pneumatic conveying (both pressure and vacuum) system components with PD blowers/Exhauster packages.



The Challenge

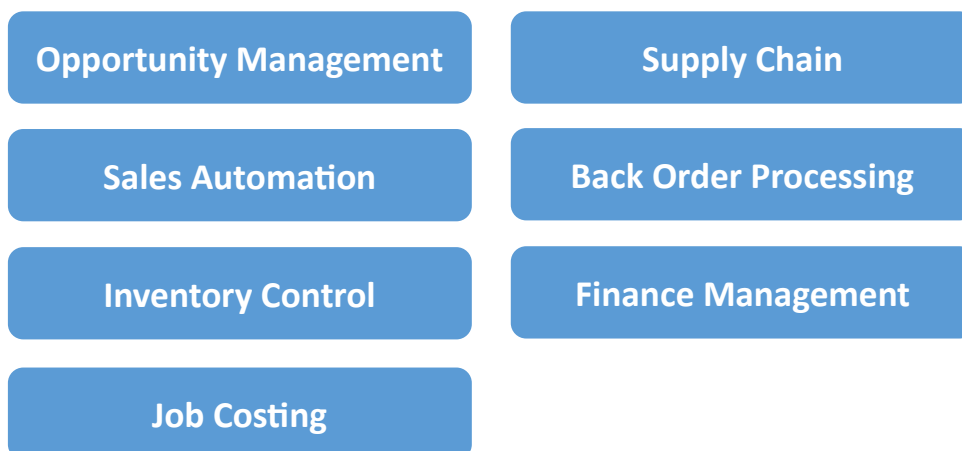
PT. Airlock Indonesia stocks a wide range of rotary valves, diverters, BFM Fittings, Solimar fluidizers and Morris components in its respective office across ASEAN Region.

The Local teams across its offices are totally committed to meet their customers' solids handling requirements to the highest expectations. The Company's policy has always been to respond swiftly and professionally to constantly changing requirements in all industries they serve, acquiring and embracing the latest technologies which would leverage their service standards.

Among the many challenges it faced, the biggest was the fact that it could not find a comprehensive ERP solution which had features to integrate workflow management along with a robust CRM. Even after evaluating various ERP applications, the executive management at PT. Airlock was not able to find a software tailored to their requirements.

The Solution Landscape:

Focus Softnet deployed integrated ERP and CRM with the following modules:





Mr. Baqtiyar Siddiqui (VP Operations – Far East) with Mr. Ramesh Kannan Govindan (Director at Airlock Indonesia) after signing the agreement



Focus Softnet Singapore team with the PT. Airlock Indonesia team during one of the sessions for scoping and deployment



Client Testimonial

In today's competitive theatre of business, organizations are continuously evolving and they all require a comprehensive and Integrated Workflow Management tool in the form of a CRM which should be equally synched with a strong functional back office ERP.

Unfortunately, there are very few solutions across the Globe which can cater to such kind of comprehensive requirement on a single platform.

We at Airlock Indonesia have evaluated various solutions & vendors and zeroed in on Focus 8 and Centra CRM Solution from Focus Softnet due to its unique capabilities of customization and built in business intelligence tools.

We are Glad to partner with Focus Softnet Singapore. The implementation has already started with baseline configurations and UAT being completed. Our key users are excited for the go live on the ERP from next month. I am also happy to mention that the users across departments have confirmed both Centra CRM and Focus 8 are extremely user friendly and have been able to pin down areas which would create significant impact in simplifying their processes, saves their time and provide them real time accessibility of reports over the Emails apart from them being available on the application UI itself.



Ramesh Kannan Govindan
(Director at Airlock Indonesia)



We are Happy that PT Airlock has chosen Focus 8 and Centra CRM to play an instrumental role in their growth plans and success.

During our Pre-sales interactions with PT Airlock team, we realized that the company is primarily engaged in Sales and After-Sales Support for its products and would require specifically tailored modules that would eventually enhance their overall operational efficiency & help them achieve competitive advantage across their branches.

We at Focus Softnet strongly believe that workflows are critical while inculcating a process centric approach to business administration and governance as it encompasses multiple departments, individuals, and actions all working together towards a common objective, over a governed timeframe across a standard set of rules.

Standardisation with the flexibility to tweak prospective processes with agility is the key to success for any workflow management systems and that is how we planned and deployed our solutions at PT Airlock. We believe, this will result in process optimization, accuracy of decision making, enhancement of operational bandwidth and cost reductions.

Baqtiyar Siddiqui
VP Operations - Focus Softnet, Far East



Focus Softnet Pte Ltd

Certis Cisco Centre 2

20 Jalan Afifi, #06-07

Singapore - 409179

Tel No: +65 6844 2326

Fax: +65 6744 9126

focussg@focussoftnet.com