



# Standard ERP

Cummins Distribution Inc.

Cummins Distributor S.A. is a consolidated company which sells truck engines and machinery, filters and post-sale service. Enterprise by HansaWorld has been chosen as the business solution to tie integration efficiently with one of its branches.

## ■ COMPANY PROFILE

Cummins Inc. is a North American company with branches in Latin America (Chile., Bolivia, Uruguay, Paraguay, and Brazil) and takes yet more than 70 years of expertise on truck engines, machinery and fixtures trade. Customers are supplied with competitive prices and an excellent service.

In 1999, Cummins Inc. (USA) takes over Cummins Argentina and makes this branch completely dependent on USA headquarters. In that time, a complex workshop had been arranged in Argentina, offering the best hardware in terms of tools equipment and diagnosis to deal with the different needs, but at the same time, displaying a board of professionals highly qualified and up to date. ([www.cumminsargentina.com.ar](http://www.cumminsargentina.com.ar)).

## ■ STATUS

In 2006, Cummins Distributor Inc. began to search for a management system to run the business which had to be suitable to the different processes and the same time, should provide flexibility to meet the specific requirements of the company.

“The situation that moved us to search for an ERP solution was the growing turnover and the amount of operations at the branch in Uruguay”, Martín Moguelevsky - IT Leader in Cummins Argentina.

During the selection stage, this company studied thoroughly the different options in software market. It took them a year to make the decision and at last they chose HansaWorld Enterprise as business solution. Martín recalls that there is no other software to stand to Enterprise because of the integration with all modules, the navigation feature and the simplicity. Furthermore, the design and the cost are important points.

This company was then looking for an ERP system to handle all operations at the branch in Uruguay. The challenge was to find a solution so the other branches depending on the ones in Argentina, Bolivia, Uruguay and Paraguay may run the same Management Software in the near future. Cummins



Distributor – Bolivia, is currently using another system, however arrangements are being made to replace the current system and join operations in this country under Enterprise.

## ■ HANSAWORLD CHOICE

In 2007, after a year from the first meeting, we again addressed together with the managers of Cummins Distributor Inc. They had clearly defined the characteristics that the new system should feature to handle their operations.

“Basically, we needed an extensive solution for all operations. After searching a year, we found that HansaWorld Enterprise was the only one able to give us confidence”, both managers remarked so.

The financial factor in terms of cost price, implementation, operation, maintenance and mobility was also pivotal when selecting.

This company had expectations in a short, medium and long term about the management system. The system had to be capable of handling all transactions in each of the branches which, by the way, it is a task fully covered by HansaWorld so far with no difficulties.

“The implementation process was taken to be well-organized and interactive by all the staff. From the beginning HansaWorld team was always there to follow the transitional stage from the old system to a pretty new one in the eyes of all users”. Martín recalls.

For several months now, the company has been running Enterprise. Expectations are fulfilled so far and the main benefits found are the efficiency in task time, data confidence and the integration that allows tracking of operations in Uruguay from the office in Argentina.

Webpage

[www.cumminsargentina.com.ar](http://www.cumminsargentina.com.ar)

## ■ DETAILS OF THE SOLUTION

Cummins Distributor Inc. – Uruguay works with Enterprise having several named users and others temporary.

The solution includes the following modules:

- Sales Ledger
- Purchase Ledger
- Nominal Ledger
- Quotations
- Sales Order and Purchase Orders
- Stock
- Cashbook
- Cheques
- HAL Runtime Prog. (Customizations)
- Wide Area Network, multiple users

The two last ones mean functionalities for remote connection WAN multi-user, and HAL for customizations.

## ■ BENEFITS

The main benefits that Cummins Distributor Inc. has experienced by using Enterprise are:

- Total Mobility and Integration of the system.
- Simplicity of usage due graphic mode.
- Low and Affordable Price.
- Better Support and Customer Service-Reduction of Task Time.
- Data Confidence which allows a more efficient making decisions process.

## ■ IN PROSPECTIVE

Cummins Distributor Inc. thinks a lot about the future of operations in the different countries of Latin America. That is why one of the company's goals for 2008 is the implementation of Enterprise in all the branches.

The company has planned to make implementation of new modules and increase users. Other objectives in the near future have got to do with customizations in order to improve the solution.

## ■ ABOUT HANSAWORLD

HansaWorld is a leading software house providing a full suite of Enterprise Resource Planning and Customer Relationship Management products that delivers the flexibility required by today's businesses.

The group employs more than 300 staff with a strong network of subsidiary companies and distribution partners on all continents. This network enables us to offer international implementation in over 30 languages with country specific localizations. The products are easy to use and available on all smartphones, tablets and desktops including Mac, iPhone and iPad.

HansaWorld continually invests in Research and Development to provide innovative and future proof products to our customers.

As recognized innovators for over 25 years, HansaWorld shows continued technological leadership in the international business software industry.

**More than 550,000 companies trust us with their business critical information.**



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