

Date of publish: 05-04-2024

Moto Quip Improves Productivity by up to 30%.

with SYSPRO 8



Moto Quip

Established in: 1982

Company size: 25 permanent employees

Moto Quip Improves Productivity by up to 30% with SYSPRO 8

Established in South Africa in 1982, Moto Quip has become a household name in motor vehicle accessories. More recently, the company extended its offering to include home, leisure and travel product ranges. Moto Quip has a substantial turnover, with only 25 permanent employees.

Their Challenge

Moto Quip implemented SYSPRO 6 in 2007. The system had become outdated and was no longer supported, but in upgrading to SYSPRO 8 the company needed to maintain the high level of automation which had been custom-built into its solution.

SYSPRO Solution

Normandy Computer Services, one of SYSPRO's channel partners in South Africa, has provided implementation services and support to Moto Quip since 2007. Together, the two companies successfully upgraded from SYSPRO 6 to SYSPRO 7 and finally SYSPRO 8 over the course of a single weekend, despite the restrictions imposed by the Covid-19 pandemic.

The Outcome

Since implementing SYSPRO 8, Moto Quip has noted a 20%-30% increase in productivity. The company has also integrated its customized, automated add-on systems with SYSPRO 8 from scratch and implemented a standardized program that can be integrated with its sub-contractors' systems.



“Our business involves large orders from major retailers. For example, a batch order from one retailer can consist of 600 – 800 invoices. With SYSPRO 8, these invoices are generated in three minutes.”

– **Trish Pretorius**, Internal Sales Manager Moto Quip.

SYSPRO 8 Benefits to Customer



- 20%-30% improvement in productivity
- Automated add-on systems customized integration with SYSPRO 8 from scratch
- Standardized program that can be integrated with its sub-contractors' systems.

Processing large orders at the press of a button

Despite its substantial turnover, Moto Quip has only two staff members in its internal sales department. Trish Pretorius, Internal Sales Manager of Moto Quip, points out that it's simply not possible for two people to process those volumes manually. "Our business involves large orders from major retailers. For example, a batch order from one retailer can consist of 600-800 invoices. With SYSPRO 8, these invoices are generated in three minutes, whereas with SYSPRO 6 it took 15-20 minutes to pull in 20 orders," she says.

Moto Quip uses a company called EDI, which specializes in electronic data interchange, to compress the separate PDF documents received from retailers into one Excel spreadsheet that is saved on Moto Quip's server. SYSPRO pulls the data in from the server as a batch order.

"SYSPRO tells us everything we need to know – which lines were not imported, which lines were out of stock, if there are any errors with purchase orders and so on," Pretorius says. "It eliminates duplicate purchase orders as well as zero cost prices, so no physical errors can be made."



Implementation Partner

Source IT



Business Need Data Manipulation, Data Conversions **Company Description** Data Manipulation Processes (MAN) is a series of systems that facilitate the modifying of specific master information throughout the SYSPRO database addressing all associated transactions, both current and historical, based on a user-specified cross-reference.

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 ERP solutions at www.syspro.com or contact us on info@syspro.com