

INTER-ENTITY HELPS ALLEVIATE AN AFRICAN CHALLENGE

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FLUICONNECTO SUPPORT TEAM

Company

Fluiconnecto is a leading international service organization, focused on fluid conveyance systems and solutions, providing products and maintenance services to customers from all market segments. Fluiconnecto has a strong presence in six continents: North America, South America, Europe, Asia, Australia/Oceania, and Africa. (www.fluiconnecto.com)

Challenge

Fluiconnecto’s African operations encountered challenges relating to country-specific regulatory requirements. Many businesses like Fluiconnecto with multi-company setups face similar challenges.

Fluiconnecto had to create and maintain separate price lists, each containing over ten thousand products. Each sale became highly complex - creating and linking quotes, Purchase Orders, and Sales Orders was highly manual, time-consuming, and error-prone.

Solution

Fluiconnecto South Africa support team designed a solution using Orchid’s Inter-Entity Trade (IET) module to automate key steps, streamlining the entire end-to-end process:

- When the intermediary company creates a Sales Order, the system (IET) automatically generates a Purchase Order.
- This in turn triggers IET to auto-create matching Sales Orders within Fluiconnecto.
- Shipments from Fluiconnecto also trigger the auto-creation by IET of matching PO Receipts in the intermediary company.



Result

The Fluiconnecto Support team says that all involved are delighted with the outcome:

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Other specific benefits include:

- No more manually maintained customer-specific price lists.
- No more data exports and imports.
- Automatic cross-referencing and balancing.
- Simpler stock management with synchronization between order creation and processing.
- Fewer errors with the removal of manual data entry steps.
- IET’s comprehensive audit trail allows for any discrepancies to be easily identified and resolved.

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Why Orchid?

Orchid Systems, a Sage Tech Partner, has been part of the Sage community for over 30 years. We develop innovative add-on modules that enhance the functionality of Sage software.

Over 7,000 companies rely on Orchid’s Sage add-ons every day.



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