

"Axxis Consulting has provided us with a flexible platform for growth and real-time insights that will fuel Dental Focus's expansion for years to come."

- Finance Manager, Nerissa Leaw

Customer Success Story

CUSTOMER PROFILE

Dental Focus International is a network of dental clinics and professionals that provide variety, diversity and accessibility to dental care throughout Singapore. While the Group was created fairly recently, its founding members have been in the industry since 1984.

Dental Focus's mission is to deliver patient centric dental services in a modern setting using the latest technology, while making dentistry affordable and accessible to all patients. The company strives to be the preferred choice and a leader in the dental industry within Singapore and the wider region.

Dental Focus provides a wide range of services, from wisdom teeth extraction to root canal treatments. Their team of qualified dentists and staff are exceptionally trained and are

fully equipped with the latest skills and technology in dentistry. With more than 15 locations in Singapore, the company is growing rapidly.

THE CHALLENGE

With continuing growth and acquisition of new clinics throughout Singapore, Dental Focus faced the challenge of connecting and integrating disparate systems and processes. Financial and customer data was keyed in and tracked manually through Excel, which was very time consuming.

Dental Focus's management team needed a system to standardize various processes and improve employee productivity by eliminating redundant activities. They required visibility and real-time insight to facilitate crucial decision making. The management team also needed a way to track and manage



Company:

Dental Focus International



Industry:

Healthcare



Solution:

SAP Business One

<http://www.smilesdfi.com/>

inventory throughout its network of clinics

WHY SAP BUSINESS ONE?

Based on their requirements, the team at Axxis Consulting determined that SAP Business One was an ideal fit for Dental Focus. Business One's finance and inventory modules were able to meet Dental Focus's current requirements to standardize operations and cut down on time consuming, redundant activities.



Hosted on-premise, Business One provided the flexibility to act as a catalyst for Dental Focus's future growth.

THE PROJECT

Working with Dental Focus, the team at Axxis Consulting helped to identify the main requirements for an integrated cloud ERP Solution. Based on the clearly defined scope of work, Axxis Consulting was able to provide Dental Focus with a fixed price project cost that included all the critical features required.

The majority of the implementation was done off-site, minimizing the disruption of Dental Focus's day-to-day activities. Scheduled workshops together with the key users ensured that all business requirements were met, and the users were sufficiently trained before the system went live. Axxis Consulting was able to carry out the project for Dental Focus within two months.

PROJECT RESULTS

After having gone live with SAP Business One, Dental Focus can already see significant benefits. The finance module provides Dental Focus with a complete set of tools to help manage and streamline their financial operations. The Group can now manage cash flow and financial statements to see where they stand at a moment's notice. Business One provides Dental Focus with the visibility and real-time insight they need to make informed decisions.

With a roadmap to implement SAP's inventory and distribution module, Dental Focus will be able to access accurate information regarding inbound and outbound shipments, inventory, and item location. They will be able to value inventory using standard costing, moving average, FIFO, and other methods; monitor stock levels; and track transfers in real time. The solution will allow them to run real-time

inventory updates and availability checks as well as manage pricing.

FUTURE OUTLOOK

Having implemented SAP Business One for 18 of its clinics, Dental Focus will soon expand the solution to the rest of the clinics in its network.

With SAP Business One, there are always more opportunities to improve efficiency. Dental Focus plans on implementing the intercompany integration add-on. This add-on replicates corresponding transactions across multiple company databases. The Group also plans on integrating Business One with their in-house clinic system. This will allow them to further consolidate information and integrate processes, simplifying their IT landscape.

SAP Business One and Axxis Consulting provide Dental Focus with a scalable, flexible, and consistent platform for future growth and expansion.

