



# Vitasoy China digitalizes production and distribution processes with SAP S/4HANA



## Company profile

Vitasoy (China) Co., Ltd. (Vitasoy China) is a wholly-owned subsidiary of Vitasoy International Holdings Limited in Hong Kong, specializing in the production and distribution of soymilk, milk, juice, tea, water and other food items, and boasting cutting-edge manufacturing machinery for Tetra packaging and cans. This renowned company – whose brands include VITA and Vitasoy – has ISO9001 and HACCP certifications, and was awarded the titles of 'Demonstrative Enterprise in Demonstration Zones of National Exported Food Safety' and 'Chinese Enterprise of Quality and Integrity'. In recent years, the growth rate of product sales has maintained more than 35%, owning the biggest market share of China's instant soymilk.

## Challenges

The food and beverage manufacturing industry has entered an era of meager profits. In order to drive sustainable growth and accelerate the sales cycle, Vitasoy China aimed to improve its cost control and collaboration between departments. With its sales, procurement, production and finance units were operated independently, Vitasoy China demanded for an integrated IT system to digitalize the manual processes, and connect workflows along the supply chain to enhance business agility and operational efficiency.

## Challenges

- The communication between production, marketing and accounting of head office and its branch companies is limited
- Unable to obtain real-time information on inventory, production and distribution
- Control of sales and marketing expenses
- Require a rapid change in product packaging combination and replenishment

## Solutions

- SAP S/4HANA, the main modules include: PLM, SD, PP, MM, QM, FICO, etc.

## Value created

- Empowered with real-time information along the supply chain, synchronizing with financial management
- Enhanced distribution and production processes, optimizing inventory
- Improved quality control and product lifecycle management
- Provide instant visibility across operations, enable to respond quickly to changing conditions



## Highly integrated to manage FMCG lifecycle aligning production and sales

With rich experience in SAP solutions implementation, PCCW Solutions implemented SAP S/4HANA for Vitasoy China to build a centralized platform, enabling real-time information sharing across regions, facilitating business collaborations, and management between production and sales departments. The implementation also effectively managed the lifecycle of Fast-Moving Consumer Goods (FMCG), reinforcing systematic production management on material control, planning and collaboration.

PCCW Solutions enables Vitasoy China to undergo digital transformation with SAP S/4HANA, driving end-to-end digitalized processes along the supply chain to enhance business agility and production efficiency. Empowered with increased visibility of product lifecycle across operations, SAP S/4HANA helps Vitasoy China respond more quickly to market changes and improve time-to-market. This also allows Vitasoy China to comply with international accounting standard across different countries and improve the integration between headquarters and subsidiaries for effective resources deployment.

### Product Lifecycle Management (PLM)

- Manage every process from product development to sales
- Coordinate production by communications across departments
- Periodically review and edit process to determine production direction

- Reduce product launch time by concurrent engineering

### Sales and Distribution (SD)

- Manage distribution effectively, control stocks and replenish timely
- Integrate material management and financial accounting to control production cost
- Control of sales and marketing expenses
- Quickly change the packaging code, replenish timely and respond to the demand

### Production Planning (PP)

- Create production order in real time to shorten production cycle
- Monitor material consumption, coordinate production plan
- Constitute a quick response production and supply system with MM and SD

### Materials Management (MM)

- Provide basic data of material demand and generate procurement suggestion
- Control the turnover products delivery
- Integrate cross-departmental information of material inventory

### Quality Management (QM)

- Ensure strict management of raw material safety and quality with real-time response rate
- Provide effective food safety management and timely warning period

### Financial Accounting and Controlling (FICO)

- Comply with different requirements of financial accounting between Hong Kong and Mainland China



- Prepare statutory financial statements that meet different accounting requirements
- Automatically update the accounts according to the material receipt and delivery, taxes, etc.
- Allow data exchange with business partners by highly integrated management

## About PCCW Solutions

PCCW Solutions is a leading IT services company in Hong Kong and mainland China. We adopt the latest technology to help clients create business value and success in the ever-changing economic environment. We offer a wide range of services including digital solutions, IT and business process outsourcing, cloud computing, system development and solutions integration, data center hosting and managed services, e-commerce and IoT solutions. PCCW Solutions is committed to meeting customer needs to help them achieve business goals and transform digitally.