Sales Kickoff 2022

Stewarts and Lloyds SYSPRO Journey

SYSPRO™
Say Yes to Next

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Group Financial Director
Stewarts & Lloyds
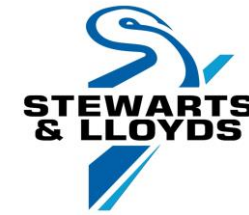
Shaun Brown
Managing Director
Strategic ERP and IT Partner

STEWARTS & LLOYDS

African Business Solutions
Business alignment through solutions implementation.

SYSTEMS DRIVEN SOLUTIONS
delivering business enabling solutions

A TRUSTED NAME. AN ESTABLISHED REPUTATION.

S&L Video

History of Stewarts and Lloyds

- 1898 – Lloyds and Lloyds with branches in Cape Town and Kimberley

- 1903 – Stewarts and Lloyds Founded

- 1939 to mid Eighties – The War Years and Post War Years

- Mid Eighties – Dorbyl acquires Stewarts and Lloyds Group

- Mid Nineties – Robor and Dorbyl JV running Stewarts and Lloyds

- 1988 – Stockwell founded by the current 2 Group Directors

- 2001 - Stockwell acquires Stewarts and Lloyds Company & brand name

- Mar 2013 – Consolidation of 22 companies into 4 companies.

- Product portfolio has grown from the traditional Stewarts & Lloyds offering to include a wide spectrum of steel, tube, fittings, flanges, hardware, irrigation, pipe pumps, valves and added value services

Journey with SYSPRO

Stewarts and Lloyds Companies have been a customer since 1990 through Stewarts and Lloyds Nelspruit with a SYSPRO user count of 28 users

Initially decentralized

- Different SYSPRO Versions and Data Layers countrywide
- Multiple Server at Different Sites with mixed Connectivity

Consolidated all companies to single SYSPRO Environment and Single SYSPRO Company – March 2013

- Consolidated to SYSPRO 6 SQL running in an Offsite Server Room
- Migrated to Data Centre with AdHoc Connectivity Solution

Strategic approach changed to IT – from November 2015 to current

- Upgraded to SYSPRO 7 Update 1
- SDS Technical Services Involvement to assist with implementation of a strategic IT approach
- SDWAN Environment implemented with a Data Centre for Server hosting
- Standardization of IT Equipment and Server Environment
- Separation of Transactional Server from Reporting Server
- Implementation of HPE Simplivity Environment for Server Stability and Performance
- Production, Test, DR and Failover Environments

Current SYSPRO Environment

SYSPRO 7 Update 1

Retail and Wholesale in 32 locations countrywide

- Account and Group Customers
- Cash and Loyalty Customers

Manufacturing

Steel Products Manufacturing facility in Wadeville, Johannesburg

Distribution

Central Procurement and Distribution facility in Wadeville, Johannesburg

Volumes

- SKU
  - More than 78 000 Stock Codes in 36 Warehouses across 162 AR Branches
- Invoice Count
  - Approx. 60 000 invoices average per month with peaks in excess of 74 000 invoices per month and more than 7200 invoices per month in a single location
- Current Database Size is larger than 300GB keeping only 2 Years Data Retention with previous years stored in Archive Companies

Current SYSPRO Relationship

Key Account Management

- Dedicated SYSPRO key Account Manager ([Brandon Shaban](#))
- Regular Interaction with SYSPRO Management
- Strong interaction between Key Account Manager and Partner

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SYSPRO Partner

- Trust Relationship
- Understanding of Business Requirements
- Understanding of Business Culture

VAR

IT

SYSPRO

Stewart & Lloyds

SDS

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Customer Centricity
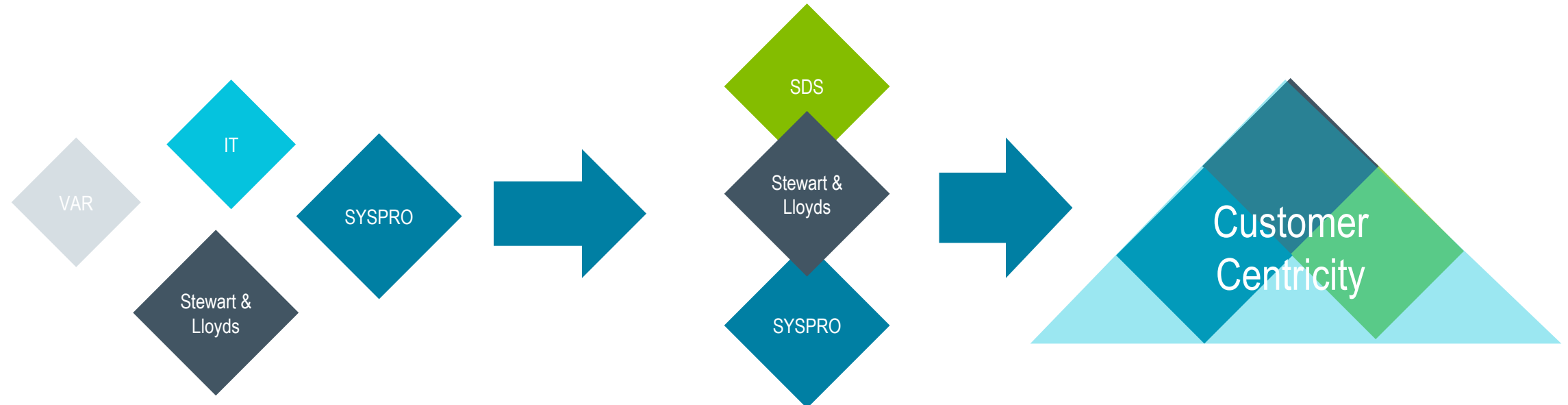
3ʳᵈ Party Applications

Bank Translation System – Source-IT

Tempo – Stock and Procurement Management – Lancea

Power BI / Office 365 – SDS

- Sales and Trading Environment
- Financials
- Debtor and Inventory Management

VB Scripting and Customization

- Margin Protector – iPlan
- National Recovery – iPlan
- National Hold – EOH
- Discount Pricing Matrix using Contract Pricing – iPlan
- Everlytic Integration – SDS

Saying "Yes to Next" - SYSPRO and IT Environment

- SYSPRO 8 Upgrade
  - New functionality and Features
  - Pricing Engine
  - WIP Job Nesting/Multiple WIP Control Accounts
  - Reduction in Customization
  - Business Value for Stewarts and Lloyds
- SYSPRO 8 Process and Phased approach
- Strategic expansion of footprint in South Africa & Namibia
  - Additional 3 Branches locally and one in Windhoek
- Reporting Strategy
  - Transactional vs Operational vs Analytical
  - Extension of Existing PowerBI Reporting
- Integration to other Applications for Customers and Suppliers
- Workflow Solutions for Standardized Processes
- Document Storage and Management

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2022

Thank You

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