**Solution Overview**

**Organization Profile**

Thai Polycons Public Company Limited aims to be a skilled construction company, offering a wide range of services performed to international construction standards in order to meet the needs of clients. Thai Polycons is currently working on a broad range of different construction projects, including properties, factories, hospitals, universities, power plants, retail shops and government institutions, as well as renovation projects for airports and road networks.

**Business Situation**

Thai Polycons used paper-based materials to manage its balance sheets, accounts, expenses, costs and cash flow. The company later switched to use software that had been developed by local ISVs, but found that these programs were often unstable, took a long time to open, or required a lot of maintenance. Thanks to the expertise of Bhatara Progress Co. Ltd., the entire development process from discussion to implementation of Microsoft® Dynamics NAV solution was accomplished within just 8 months.

**Solution**

Thai Polycons Public Company Limited has now adopted Microsoft® Dynamics NAV as a single platform, using Microsoft SQL Server 2005 and Microsoft Windows Server 2003 as the server operating system. On top of this, there is also a vertical solution program developed by Bhatara Progress for more detailed budget control with options that have been tailored to the specific requirements of the construction industry as well as the demands of Thai Polycons’ employees.

**Benefits**

• More efficiently control budgets, income, expenses and cash flows, resulting in better workflow management. • More efficiently analyse a project’s progress and payment balances, as well as make better informed decisions for bank loans. • More accurately estimate and plan operations in line with the company’s cash flow. • Minimize time spent on administrative processes, such as transportation, inspection, file-searching

**Software and Services**  
Microsoft Dynamics NAV  
Microsoft SQL Server Technologies  
Windows Server Technologies  
Microsoft Office Technologies

**Vertical Industries**  
Building Construction  
Heavy and Civil Engineering Construction

**Country/Region**  
Thailand

## Thai Polycons

### Microsoft® Dynamics NAV – Cost and Budget Control for Construction Business

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http://www.microsoft.com/casestudies/images/3squares.gif

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| |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  | | --- | --- | | * |  |  |  |  |  | | --- | --- | --- | | * | I’m looking for a solution that requires just one single click to complete a process. We want our employees who are responsible for paying expenses to know immediately how much the company has to pay so that we can be prepared from the outset. This kind of solution will dramatically help us in terms of efficiency and the company’s cash flow. | * | |  | Charoen Chanpalangsri Managing Director Thai Polycons Public Company Limited |  |  |  |  | | --- | --- | | * |  | |   **Customer Profile**  Established in 1988, Thai Polycons Public Company Limited began life as a construction company, focusing on small projects and sub-contracting with an initial capital investment of 1 million baht. In 1999, the company expanded its capital investment to 60 million baht in line with rapidly growing demand from clients. Since then the company has continuously achieved double-digit growth year-on-year.   With its comprehensive experiences and expertise in both small and large construction projects, Thai Polycons Public Company Limited has an in-depth understanding of customers’ needs and can bring its knowledge to help effectively manage the inherent risks in the real estate industry that clients must face. Indeed clients can rest assured that Thai Polycons Public Company Limited can efficiently control costs and still deliver the highest-quality construction with top-notch performance.  Thai Polycons Public Company Limited aims to be a skilled construction company, offering a wide range of services performed to international construction standards in order to meet the needs of clients. The company has integrated the use of technology with human resources in order to deliver the best value to clients, stakeholders and employees alike. The company’s core values focus on reliable performance, standardized quality control and maintaining moral principles throughout every task.   Thai Polycons Public Company Limited is currently working on a broad range of different construction projects, including properties, factories, hospitals, universities, power plants, retail shops and government institutions, as well as constructions in the three southern border provinces and renovation projects for airports and road networks.  **Situation – Cost management and cash flow needs to be better monitored and managed all the way through from the bidding process to a project’s completion.**  At the heart of any successful construction business lies effective cost management, cash flow management and resource management. In order to achieve this, the company should maintain a cautious approach from the initial budget speculation to the actual implementation of a project. Budget disbursement, issuing orders for building materials, processing purchase orders and wages should all be done coherently and systematically. The company should also be able to easily track the starting budget, and project progress, as well as review plans from the project managers, purchasing department and finance departments so that every executive’s payment decision can be carefully approved. Moreover, there should be a balance between the prepared budget and the actual costs so that the company can effectively plan and estimate cash flows to match with the project’s accounts. More importantly, the company may also need to control bank loans in line with spending and consider additional bank loans if a project runs over budget.   In the past, Thai Polycons Public Company Limited used paper-based materials to manage its balance sheets, accounts, expenses, costs and cash flows. The company later switched to use software programs that had been developed by local ISVs, but found that they did not meet the needs of the company or its employees. These programs were often unstable, took a long time to open, or required a lot of maintenance. As such, the company decided to seek an IT expert that could develop a new flexible program to meet the needs of the company and be further developed in line with the company’s growth. Specifically, the company was looking for a team that was adept in technology solutions relating to business administration.   Thanks to the expertise and capable staff of Bhatara Progress Company Limited, the entire development process from discussion to implementation of Microsoft® Dynamics NAV solution for Thai Polycons Public Company Limited was accomplished within just 8 months – compared to an initial expectation of 12 months. This rapid deployment was achieved due to the clear direction from Thai Polycons Public Company Limited, the readiness of the company and its employees, as well as the expertise of Bhatara Progress’s staff. Another important factor was the choice of Microsoft® Dynamics NAV, which has not only been designed to be flexible and open to further development according to customer’s needs, but also requires less time for training users thanks to its familiar and easy-to-use interface.   “This collaboration between Thai Polycons Public Company Limited and Bhatara Progress Company Limited has created valuable monitoring and managing IT tools so that executives can see the whole picture of our business operations and stay ahead of the game.” **Cherdsak Wattanavijitkul, Business Development Director, Thai Polycons Public Company Limited**    **Benefits – Work processes that get to the heart of a business and open up new opportunities through more effective analysis.**   |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  | | --- | --- | | * |  |  |  |  |  | | --- | --- | --- | | * | By reducing our day-to-day routine processes, Microsoft’s solutions are enabling us to spend more time on valuable business analysis and get more out of our IT. | * | |  | Cherdsak Wattanavijitkul Business Development Director Thai Polycons Public Company Limited |  |  |  |  | | --- | --- | | * |  | |   “By reducing our day-to-day routine processes, Microsoft’s solutions are enabling us to spend more time on valuable business analysis and get more out of our IT.” **Cherdsak Wattanavijitkul, Business Development Director, Thai Polycons Public Company Limited**  The company can more efficiently control its budgets, income, expenses and cash flows, resulting in better workflow management and benefits to the company’s overall growth.  The company can quickly browse and find relevant information from every aspect of its business, enabling executives to more efficiently analyse a project’s progress and payment balances, as well as make better informed decisions for bank loans.  Each project manager can pull out information stored in the system for analysis in order to match it with the progress of each phase for a project. Similarly, both the purchasing and finance departments have access to the same data and can plan their purchasing and payment processes more effectively, while any other related parties can also use this data to more accurately estimate and plan their operations in line with the company’s cash flow.  Since the user interface of Microsoft® Dynamics NAV is similar to that of Microsoft Outlook, there is no steep learning curve involved and users can start using it straight away.  The adoption of Microsoft® Dynamics NAV helps to minimize time spent on administrative processes, such as transportation, inspection, file-searching, thereby allowing employees to focus more on their core responsibilities and analysis findings.  The IT department at Thai Polycons Public Company Limited Public Company Limited can now also further develop the solutions themselves since the storage tool of Microsoft® Dynamics NAV has been designed to be capable of handling enormous amounts of additional data, with more than 50,000 tables supported. Users can browse the information for analysis from any business perspective, while the Gent Report feature enables users to create more than 100 types of reports, as per their needs.  **Next steps**  Thai Polycons Public Company Limited Public Company Limited plans to further develop the solutions with a focus on Business Intelligence in order to gain further insights and business benefits, such as an up-to-date database of current material prices. In fact, the company is now developing the solutions so that they can estimate material prices during different seasons, enabling company executives to plan their budgets more accurately and reserve materials in advance to get a better price. In the future, the company plans to make the program even more useful by making it accessible anywhere, anytime and from any device so as to enable executives to make important decisions even when they are on the go.  **Microsoft® Dynamics NAV is a complete ERP solution that presents data information from every angle, enabling companies to integrate information on financial management, accounting, administration, purchase orders, production, distribution, customer relations and e-commerce, together with Microsoft Office applications. For example, Microsoft Outlook can show contact lists, appointments and emails all within just one Microsoft® Dynamics NAV screen. In the construction business, the key information required is project costs and progress in line with target budgets and timelines. What Microsoft® Dynamics NAV and the unique solution from Bhatara Progress Company Limited is able to offer is the ability to control costs straight from the purchase order process. As such, executives can review the costs for each project and plan for any additional tasks well in advance, thus allowing staff to more accurately plan and track budgets in line with the actual work being done on the ground.**  **For additional information contact:**  For information on Microsoft products and services: <http://www.microsoft.com/thailand>  37th floor, 38 Wireless Road, Lumpini, Pathumwan, Bangkok 10330  Tel. 02-263-6888  Fax: 02-257-0099  For more information about Thai Polycons Public Company Limited: [www.thaipolycons.co.th](http://www.thaipolycons.co.th/)  5/340, 5/394 Moo 3, Soi Ramindra 14, Ramindra road, Chaorakhebua, Ladprao, Bangkok 10230  Tel. 66 (0) 2942 6491-6, 66 (0) 2943 2930-8  Fax: 66 (0) 2942 6497-8  For more information about Bhatara Progress Company Limited: [www.bhatarapro.com](http://www.bhatarapro.com/)  4/6 Soi Rhamkhamhang, Ramkhamhamg road, Hua Mak, Bangkapi, Bangkok 10240  Tel. 66 (0) 2732 2090 Fax: 66 (0) 2732 9435 |