



NutriGreen
Hong Kong
www.nutrigreen.com

Industry:

Retail

Employees:

40

Oracle Products & Services:

Oracle Financials
Oracle Order Management
Oracle Purchasing
Oracle Inventory Management
Oracle Discoverer

Oracle Partner:



Karga Solutions Ltd
www.karga.com.hk

“In just six months, Oracle E-Business Suite has enabled us to cut inventory costs by 30% and reduce the number of bad debts to close to zero. The up-to-date sales and inventory data is extremely helpful when it comes to everyday decisions and longer term strategy planning. We expect more cost reductions and efficiency improvements in the future.”

– Ming Pang, Director, NutriGreen

NutriGreen Cuts Inventory Costs by 30%, Shortens Month-End Reporting Time by 16 Days

Founded in 2002, NutriGreen is a wholesaler and retailer of Chinese herbal health supplements. The company collaborates with the Chinese University of Hong Kong on product development. Its supplements are available at 25 branded retail counters and 450 outlets across Hong Kong. NutriGreen is a sister company of Jebsen Group, a global marketing and distribution organization.

Challenges

- Replace multiple legacy systems with a single, integrated management platform that would support the company’s plans to double its product range, add retail operations to its business, and expand into greater China, beginning with Macau
- Make it easier and faster for frontline staff to place orders
- Monitor sales and inventory to ensure stock is available to meet demand, while minimizing the volume of product write-offs
- Lower the number of bad debts

Solution

- Engaged Oracle Certified Partner Karga Solutions to deploy Oracle E-Business Suite and integrate the solution with 25 personal digital assistants (PDAs) used by counter staff
- Streamlined order management by enabling staff to place orders via PDAs that capture the data in the Oracle system
- Cut inventory costs by 30% six months after deployment as the system provides staff with greater insight into stock levels, enabling them to undertake more accurate inventory planning
- Reduced stock write-offs from 4% to 0.5%
- Cut month-end reporting time from up to 21 days to 5 days
- Enhanced financial management by avoiding delayed or double payment and keeping accounts receivables current
- Improved cash flow by checking the payment status of customers and withholding delivery until debts were paid
- Reduced the number of 90-day overdue debts from 40% to zero and 30-day overdue debts from 20% to 2%
- Boosted efficiency by eliminating 95% of paper processes
- Cut approval workload by 80%
- Supported informed decision making by providing staff with daily sales and inventory reports and weekly profit and loss statements, using Oracle Discoverer, which enabled quick problem solving
- Retrained back-end staff for higher value analysis work