

APH Computers Information Sheet

Fuel One

SAP Business One Specifically Tailored to the Fuel and Oil Distribution Sector



SAP Business One is the leading ERP solution specifically designed for small to medium businesses with between 4 and 100 employees.

SAP Business One is a complete business management solution that will improve your company's operations and financial reporting, ensuring that you can address your most important business concerns including streamlining your business operations, reducing costs, and making more informed business decisions.



SAP Business One helps you bring sales, financial management, banking, purchasing, manufacturing, inventory management and customer relationship management under control in one flexible, responsive system.

APH Fuel One is a focused add on to SAP Business One that addresses the unique business requirements of the fuel and oil distribution industry. APH has worked closely with a number of organisations within the sector, and understands that there are a number of key specific needs that need to be addressed to ensure your day to day operations run efficiently and smoothly.

Core Features of SAP Business One

Accounts and Financials

- Complete Chart of Accounts – fully customisable to your exact accounting requirements
- Financial Accounting – budgeting, ledger entries, business partner accounts and customer reporting
- Financial Reporting – built in balance sheets, cost breakdown, profit analysis and tax reporting
- Banking – complete banking module to take care of all banking transactions



Customer Relationship Management

- Activity Monitoring - record activities such as phone calls, meetings and emails against any prospect, client or supplier, quickly and easily
- Organisation – set reminders for future activities and synchronise with MS Outlook
- Sales Management – keep control of sales opportunities from initial enquiry through to sale
- Performance Analysis – powerful reporting to quickly assess sales performance



Operations and Distribution

- Sales and Delivery – enter customer sales orders, complete delivery notes and raise customer invoices
- Purchasing – monitor purchase orders with suppliers and manage your supply chain effectively
- Stock Management – keep track of your company's complete product range and volumes across storage tanks, delivery tankers and stores

The screenshot shows the SAP Business One interface. The main window is 'Business Partner Master Data' for customer 'C10000'. It displays various fields like Name, Address, and Contact Person. An 'Opportunities Pipeline' window is overlaid, showing a funnel chart and a table of sales stages.

ID	Description	No.	Expected Total	Weighted Amount	%
1	Lead	2	17,000	1,520	6
2	1st Meeting	1	1,500	300	20
3	2nd Meeting	2	23,500	11,750	50
4	Quotation	1	2,375	1,425	60
5	Negotiation	2	37,000	29,600	80
6	Order	2	95,000	92,250	96
			136,375	96,345	

Core Features of APH Fuel One

- **RDCO Reporting**

HMRC place unusually stringent reporting requirements on the fuel distribution industry - in particular the RDCO report has to be completed monthly. This can be a painstaking and often manual time consuming task.

Fuel One from APH ensures that your RDCO reports can be completed automatically at the click of a button. RDCO reporting is all about compliance. Fuel One from APH includes validation in the sales process to ensure that the correct information is being entered to enable the RDCO to be produced. These validation points are stored in the database and ensure that the complete data is recorded for use in your RDCO report.

- **VAT Returns**

With Fuel One you can now quickly run off your VAT returns without having to dedicate a member of staff solely to this task. What may have taken days in the past can be completed within minutes.

- **Continual Price Changes**

Again, unlike many other businesses, the cost and price of your product changes daily. It can prove very time consuming and challenging to stay on top of this. As soon as a member of your team commits a price to your system, the ability to see your gross margin on each order is displayed for the user instantly.

Moreover sales performance reports can be produced quickly to allow key decision makers to monitor the businesses performance.

- **Customer top ups**

SAP Business One incorporates a customer relationship management suite. In Fuel One APH have configured the system to remind users when customers have requested top ups to their fuel supply. Repeat sales orders can be quickly duplicated to save significant time on order entry.



- **Delivery Instructions**

Oil and fuel is distributed far and wide, sometimes to extremely remote areas of the country. You may find delivery instructions scribbled on a customer order or delivery note such as “round the corner, past the letter box, next to the big tree”. Fuel One has the ability to hold key information on delivery instructions to ensure drivers time is no longer wasted searching for those hard to reach delivery drops. Delivery instructions given to your sales team at the point of sale are automatically recorded against the customer and added to their sales order.



- **Lorry Loading Slips**

Due to the nature of the substances that they are transporting, it is imperative at all times your drivers know exactly what they have on board. Driver loads are recorded against a customer’s sales order in Fuel One. At the beginning of each day the loading slips can be printed and given to each driver so that they know exactly what they are transporting.

APH Fuel One – The Complete Solution for the Fuel and Oil Distribution Business

Development by APH’s business consultants has ensured that Fuel One is the complete solution for the fuel and oil trades. Tailored specifically to the needs of the industry, you can now benefit from an ERP solution that completely meets the needs of your business.

In summary, Fuel One offers the following key benefits:

- Instant, complete, up-to-date information – make more informed business decisions
- One complete solution – instantly reduce the costs of running multiple systems
- Streamlined business processes – enable the flow of real time information
- Accurate and efficient compliance with HMRC reporting requirements

More Information

For more detailed information on how APH Computers and Fuel One can help your business:

Call: **0161 442 2603**

Email: **enquiries@aphcomputers.co.uk**

Visit: **<http://www.aphcomputers.co.uk>**