

## Relevant Insights For Your Business:

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*Big Dreams Need Big Leverages*
- ✓ **Pascorp Paper Industries Berhad, Bentong, Pahang, Malaysia**  
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- ✓ **Jishan Pack & OST Packaging Solutions Sdn Bhd, Nibong Tebal, Pulau Pinang, Malaysia**  
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- ✓ **UPP Pulp & Paper (M) Sdn Bhd, Selangor, Malaysia**  
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## PT Sentralindo Teguh Gemilang, Cibitung, Jakarta, Indonesia

### *Big Dreams Need Big Leverages*

In a suburb of Jakarta, stands the headquarters of the PT Sentralindo Teguh Gemilang. There is an informal catch phrase that runs among the employees, that even makes its way to the corporate Facebook account: **"We are not the biggest. But we are better than the biggest"**.

For such claims to hold meaning, the company is growing rapidly with big in vision, relies on the most cutting edge technology the market can offer in order to give credence to its claims.

Armed with a quest to leverage on the smallest advantage, PT Sentralindo Teguh Gemilang relies on Prestige Atlantic Asia's CPS/ Enterprise to help manage its business resources, which is powered by the HP UNIX rx2660 Integrity Enterprise Server.

Sentralindo Teguh Gemilang enjoys benefits from sales management, warehouse management and roll stock management. Sales management features include Customer Account, Master Card, Sales Order, Job Order, Sales Analysis and Customer Service. Warehouse management includes Finished Goods Inventory, Delivery Scheduling, Delivery Order, Invoice, Faktur Pajak, Credit Note, Debit Note, Warehouse Analysis and Posting to Accounts. Roll stock management includes Purchasing, Goods Receive, Barcode, Inventory Control, Wet-End Consumption, Roll Stock-Take and Roll Stock Reporting.



Its warehouse, tasked with the heavy responsibility of supplying to its partners in Indonesia, needs a system to monitor finished goods and run a tight delivery schedule, create invoices, create faktur pajak and credit notes. Warehouse performance needs to be analyzed periodically to ensure full efficiency with little or no setbacks.

With **CPS/Enterprise**, PT Sentralindo Teguh Gemilang is able to see the entire business with a bird's eye view, yet able to scrutinize the smallest details. Though it may not be the biggest player in the market to day, with CPS/ Enterprise, that tall vision may not be too far away.

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We offer a broad-spectrum solution for paper & packaging industry

## Pascorp Paper Industries Berhad, Bentong, Pahang, Malaysia

### Powering A Business



Motorola MC 3190 Mobile Computer



Motorola AP 5131 Access Point



HP rx2660 Itanium Duo-Core UNIX Server

An unassuming paper company established in 1985, Pascorp Paper Industries Berhad is based in Bentong Pahang. Dealing with corrugated industry paper like Test Liner and Medium paper, Pascorp Paper Industries Berhad is constantly on a look out for strategic partnership on the global level.

An ISO 9001:2008 (2002) certified company, Pascorp Paper Industries Berhad aims to capture as many strategic leverages as possible in order to keep itself ahead of industry peers. Pascorp supplies about 70% of its output to local corrugated carton plants and 30% for export. With main exports to China, Thailand, the Philippines, Singapore, Sri Lanka and Vietnam, the company specializes in corrugated medium paper and Kraft, Testliner paper.

Looking to grow its business, lower cost and to poise itself for further expansion, Pascorp Paper Industries Berhad now utilizes the HP UNIX Enterprise rx2660 Integrity Server to handle its **PMIX/3** paper mill business-critical application-tier and transaction workload. An entry-class level server, the HP Integrity rx2660 is built to deliver powerful UNIX strength, making it a choice investment that capitalizes on enterprise-class virtualization, scalability and HP 24x7 service availability.

Pascorp today has 3 locations scattered 5 KM to each other and is interconnected with fast speed optic fiber lay underground. All 3 locations are fully equipped with WIFI capabilities. The first location is equipped with 3 paper making machine plant, producing an average of 250,000 MT paper per annum. The second location is designed for raw material stockyard as well as warehouse no. 2. The last location is incorporated with modern headquarter managing sales, administration, accounting, Server Room and the main warehouse and distribution.

All roll stock handling such as receiving, transfer, delivery, etc are fully powered by Motorola Wireless and Mobile Hand-Held System and all data are updated real-time to PMIX/3 system in the backend.

With the HP Integrity rx2660, it's all about the right outcome, at the right time, for the right price.

**HP Integrity server technology is always virtualized, always scalable and always available – so you get the right outcome, at the right time, for the right price.**

- ✓ Outstanding flexibility
- ✓ Simplified management & deployment
- ✓ Improve IT productivity and secured availability
- ✓ Improve utilization and continuous service levels

## Jishan Pack & OST Packaging Solutions, Nibong Tebal, Pulau Pinang, Malaysia

### *The Big Leap Forward*



Jishan Pack Sdn Bhd (JSP), incorporated in 2000, is a one-stop solution that provides a wide range of packaging solutions. OST Packaging Solutions, a subsidiary of JSP complements JSP as a total packaging solutions company. Together, Jishan Pack Packaging Sdn Bhd & OST Packaging Solutions Sdn Bhd aim to be a global player in the industry, capitalizing the synergistic strength of both companies.

The decision to upgrade to Prestige Atlantic's CPS Enterprise proved to be a sound business decision. Running a paper company is about ensuring all systems go, and go without hiccups. To gain a strategic advantage is to do what competitors do not. By fine tuning processes from sales to managing costs to production, and to maximize each stage for maximum efficiency, time and costs go down, while profits go up.

With a system that allows for maximum control, business is run to maximum advantage. For instance, the CPS Enterprise allows users to gauge production capacity before taking a large order and allows multiple quotations generated for different models. With this, work order and schedule are fined tuned, time is maximized, production progress is monitored closely, its efficiency is kept at close observation, and more importantly, performance is analyzed and hidden insights become apparent. By knowing production from A to Z, businesses are able to capitalize on opportunities such as filling in more orders.

To further maximize advantage, it uses the HP Integrity rx2660 to power its business. A sleek, cost effective and performance-packed server, the HP Integrity rx2660 delivers power-packed performance designed to accelerate business growth, lower costs and mitigate risks. Supporting business- critical applications, the server gives users a peace of mind that the most demanding processes can be met to perfection.

With **CPS/Enterprise**, it's all about giving you control. And with the HP Integrity rx2660, it's about getting the right outcome at the right time for the right price.

By having a tight yet straightforward control over business processes, both Jishan Pack Packaging Sdn Bhd & OST Packaging Solutions Sdn Bhd are able to take their business to the next level.



## Boxpak Vietnam Co. Ltd, Ho Chi Minh City, Vietnam

### *Moving Full Speed Ahead*



As part of a lofty vision to be the “preferred corrugated carton manufacturer in the region”, Boxpak Vietnam, the sister company of Boxpak Malaysia, is set to go full speed. Situated in Binh Duong in Vietnam, Boxpak Vietnam Co. Ltd is in the business of manufacturing and sales of quality corrugated carton boxes, die-cut trays, wraparound cartons, point of purchase (POP), and paper palette for use in the packaging industry. It has the capability to produce to 120,000 metric tones per annum.

What sort of leverages would Boxpak Vietnam need in order to put itself in the league of the big players? The answer, surprisingly, is not in grandiose corporate exercises or massive business moves. It is closer to the finer details of its business processes. The key word here is control.

Take warehouse management for instance. To monitor finished goods, to track its delivery schedule, issue invoices and credit notes, keeping tabs on Customs declaration, analyze warehouse performance, keeping a tight grip on delivery is an endless process with plenty of opportunity for errors. To further complicate the process, locations can be multiple, bar codes have to be scanned, delivery has to be automated. Add on customer rejections and the need for replacement, coupled with the hassle of Customs report, the magnitude of the process is hard to comprehend.

Which is why Boxpak Vietnam trusts and relies on Prestige Atlantic's CPS Enterprise to reduce what is previously a gargantuan task into simplified, easy to manage controls.

Supporting its critical business applications is the HP Integrity rx2660, a high performance server that makes complex transactions easy and safe. Built to deliver UNIX strength performance, this high powered server boasts enterprise-class virtualization, scalability and HP24x7 service availability.

With **CPS/Enterprise**, it's all about giving you control. And with the HP Integrity rx2660, it's about getting the right outcome at the right time for the right price.

Boxpak Vietnam is set to do its part for the larger vision of turning the region into a Packaging Supermarket, and with CSP Enterprise and the HP Integrity rx2660, that vision is one step nearer.

# UPP Pulp & Paper (M) Sdn Bhd, Selangor, Malaysia

*Small In Size, Big In Results*



A Singapore listed company, UPP Holdings Limited is formerly known as United Pulp & Paper Company Limited, and was established in 1967. Armed with a mission to 'build shareholder value by delivering quality products, services and solutions in innovative and cost effective ways', the Group operates with a corporate philosophy of adhering to the highest ethical conduct in all its business dealings, treatment of its employees, and social and environmental policies.

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Of the many processes that it has streamlined, the latest is the purchase of the **cheque writer**. This all-in-one device supports multiple banks, and is purpose-made to ensure the highest security. By ensuring that the cheques can be printed only once, and that only authorized personnel can handle it, the device keeps fraud to zero, while making cheque preparation easy and hassle free. Being able to prepare cheques for the next month without regards to month-end closing, and having the ability to prepare next month's payment while not affecting current month's AR aging, the all-in-one cheque writer makes payments easier. Other than that, added benefits include allowing for cheque cancellations, replacements, supporting GL payments and even sub charges, log check, posting log etc, the cheque writer is poised to give UPP Pulp & Paper (M) Sdn Bhd much intangible benefit.



EPSON LQ 680Pro Dot-Matrix Printer





## Hewlett Packard Financing Services



*IT delivered your way  
How to thrive in a tough economy*

### Leasing & Financing

Finance leases are especially advantageous for companies who plan to keep their equipment at the end of the lease term. In a finance lease, the asset generally appears on your balance sheet and is amortized over the life of the lease.

When you choose to finance your equipment instead of buy it, you avoid a large up-front payment. By spreading your payments out over the lifecycle of the asset, you are able to align the equipment cost with the benefit derived from that investment. In addition, paying fixed monthly payments means predictable expenses month to month – no surprises involved – thus facilitating budget reporting and planning. Finally, when you finance your equipment with HP Financial Services, your bank lines of credit may remain intact.

#### Key Benefits:

- Improved cash flow and liquidity
- Aligns costs of the solutions with benefits of the solution
- Enjoy predictability of payment streams – no surprises
- Facilitates budgeting process with fixed payments
- Financials includes Prestige Atlantic's software solutions and services\*
- 12, 24 or 36 months leasing period with 4-6% interest rate\*

*\*\*terms and conditions applied*

### Assets Recovery Services

HP has now made it easier for HP Corporate and Enterprise customers in Asia-Pacific to acquire the latest HP technology through their extensive suite of HP Asset Recovery Services, delivered via one central Program Office.

HP Asset Recovery Services include programs to help customers shift away from their existing infrastructure, acquire new HP technology, manage that technology, and then retire it at the end of its useful life. There are 5 programs offered as part of the HP Asset Recovery Service:

- HP Total Lifecycle Management
- HP Planet Partners Recycling
- HP Trade-In
- HP Buy-Back
- HP Pack and Ship