



## COMPANY NAME

Advansa Pty Ltd

## WEBSITE

[www.advansa.com.au](http://www.advansa.com.au)

## INDUSTRY

Wholesale Trade Distribution

## EMPLOYEES

32

## BOYUM SOLUTIONS

B1 Usability Package, B1 Print &  
Delivery, Produmex Scan

## FEATURED PARTNER

Solutions Plus Partnership Pty  
Ltd

## Advansa automates processes and saves 25% effort compared to manual checks with B1UP & B1&PD

Advansa Pty Ltd produces innovative and sustainable technical products including high-quality builder's hardware, construction fasteners, and lifting & pulling equipment. They cater to various industries and clients from Australia and around the world, providing them with a vast range of products to help them with their daily operations. With more than 70 years of experience, Advansa is one of the leading suppliers for the Building Supplies and DIY markets with the right solutions engineered to last.



### Customer Challenges

- Lack of automation and validation of e.g., price list, and freight charges in sales processing.
- Advansa has special rules for when freight is free of charge vs being invoiced. These were dependent on staff referring to excel sheets for freight types (sometimes by memory), and remembering to check which led to errors, incorrect billing impacting the company's bottom line, and lost income (freight charges).
- They require automation from prefilled-in data, and validation of business rules.



### Solution

- The flexibility of clever automation and calculation using B1UP.
- Prepopulate information in the sales order process e.g., warehouse based on BP master data.
- Prepopulate allocated Price list, special and bulk buy prices, freight method and type.



### Results

- Ability to create custom validation.
- Prepopulate fields and ensure that customers were charged correctly.
- Validates freight charges compared to the minimum spend.
- Better utilization of resources and increase in staff efficiency which helps with managing demands and accelerate growth.

**"BOYUM PRODUCTS PROVIDE GREAT FLEXIBILITY TO DEVELOP CREATIVE SOLUTIONS AND AUTOMATION OF PROCESSES."**

Eiswaran Naidu / Managing Director