



## Royal Can Industries: Gaining Visibility into Product Costs and Driving Cost Reduction by 5% Due to SAP ERP®

In a land where the most luscious fruits and vegetables grow, the canning industry has gained unusual appeal. How to put all those nutrients and flavor in a tin and ship it to the rest of the world? Royal Can Industries Co. Ltd. has been doing it for years. As a leading packaging can manufacturer in Thailand, it established its position as primary industry innovator by being the first to penetrate the Japanese market.

When business surged, Royal Can Industries had to replace its silo platform if it wanted to continue to support informed decision making. To eliminate excess and shortage stock and fulfill orders promptly, Royal Can Industries chose the SAP® ERP application as its main platform. The software helped it gain access to a nonstop flow of business-critical information that enabled informed decision making. Royal Can Industries also gained detailed visibility into costs by product and process, enabling it to reduce costs by 5%. With greater clarity and business vision, Royal Can Industries continues to offer attractive, convenient packaging designs for consumers time after time.



Picture Credit | Royal Can Industries, Samut Sakhon, Thailand | Used with permission.

# Empowering employees with analytics software

## Company

Royal Can Industries Co. Ltd.

## Headquarters

Samut Sakhon, Thailand

## Industry

Consumer products

## Products and Services

Packaging cans

## Employees

900

## Revenue

THB 3 billion  
(US\$85 million)

## Web Site

[www.rcithailand.com](http://www.rcithailand.com)

## Partner

ISS Consulting  
(Thailand) Ltd.  
[www.issconsulting.co.th](http://www.issconsulting.co.th)

## Objectives

- Replace multiple legacy software systems with an integrated platform
- Gain visibility into detailed product costs
- Handle overstock and understock of material with a single source of accurate data

## Why SAP

Functionality in the SAP® ERP application to support production and costing processes

## Resolution

- Adopted best practices advanced by SAP and avoided customization
- Consulted with ISS Consulting and applied its expertise in the manufacturing business to drive a successful implementation

## Benefits

- Gained visibility into costs at the level of semiproduct and process, making Royal Can Industries more competitive in the market
- Improved inventory accuracy
- Standardized and systemized business processes
- Empowered employees with analytics software

# 5%

Reduction in costs

# 90%

Reduction in lead time for month-end closings

# 99%

Reduction in trace-back lead time

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"With SAP, we manage product cost more effectively with high accuracy and speed of information. This is the key core competency of SAP ERP that enables us to be more competitive in the market."

Thawat Thanawatcharangkul, Managing Director, Royal Can Industries Co. Ltd.

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