



**Cosmetics business integrates finance, distribution and manufacturing, and uses real-time management dashboards, to reduce costs by 30%.**

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With a successful track record of growth and success since 1993, Comets Intertrade is a leading manufacturer and distributor of cosmetic, makeup and personal care products across Thailand and abroad. Award-winning Thai entrepreneur, Founder and CEO Salisa Piboonswasdi embarked on an ambitious digital transformation project to **gain full insight and control over the business with an end-to-end management platform powered by SAP Business ByDesign.**



# Digital makeover gives cosmetics company beautiful cost control and business insights with **SAP Business ByDesign**



## Before: Complex systems add cost and slow growth

- After 25+ years of growth and expansion, Comets Intertrade had outgrown its technology platform, which was outdated, complex and not integrated across manufacturing, trading and finance
- Slow, manual reporting was making it hard for management to track performance and make informed decisions across multiple departments and 30+ locations nationally
- Lack of real-time data made accurate production planning difficult, leading to over and under supplies which increased inventory costs and slowed customer deliveries

## Why SAP and ISS Consulting (Thailand)

- SAP Business ByDesign offers end-to-end financial, inventory, logistics, warehousing and manufacturing, in a platform that's fast and affordable to implement with proven results in Thailand
- SAP Global and Platinum Partner ISS Consulting was the ideal partner as they are experts in using SAP Business One to streamline businesses, backed by 10+ years of success and awards

## After: Real-time insights and long-term business platform

- With financial and operational systems all digitised and automated, the business has seen a 30% reduction in expenses across the business since the implementation
- Efficient software plus full accountability means teams are working smarter and faster
- With the right tools to do their job, staff are happier, more motivated and more efficient
- Reporting dashboards enable sales managers to track sales, process orders and check inventory in real time, and executives can also monitor results at a glance
- The system was designed and implemented in just 4 months

**“Everything is perfect! I’m very happy with SAP Business ByDesign.** As CEO, it gives me full control to log in at any time and see real-time reports on sales, production, inventory, profits, costs and staff productivity. Our people are happier and more productive.”

Salisa Piboonswasdi, CEO, Comets Intertrade Co. Ltd

**30% saving**

Integrated digital systems across the business reduced expenses by more than 30%.

**360° view**

Real-time reports across all departments, teams, customers and locations.

## Featured Partner



### Customer Name

Comets Intertrade Co. Ltd  
(Bangkok, Thailand)  
[www.cometsintertrade.com](http://www.cometsintertrade.com)

### Industry

Consumer Products,  
Wholesale Distribution

### Products & Services

Manufacturer and distributor of a wide range of cosmetic, makeup and personal care products and brands across Thailand and abroad, since 1993.

### Employees

~250+

### SAP Solution

SAP Business ByDesign

**THE BEST RUN**



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