ZOHO Creator

Sakae's
low-code journey

株式会社 サカヱ

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About Sakae

Sakae, founded in 1969, is a furniture manufacturing firm based out of Japan. They manufacture public space furniture, like benches, pergola, swings, slides, and more. Most of their customers are from the public sector, like schools, public parks, and gymnasiums.

Primarily, they get opportunities from industry-specific newspapers, where governors or local officials publish announcements for quoting and bidding. Once they get an opportunity, they propose their products with specifications and quotes for the bid. After they win the bid, they start the manufacturing process.

They then order the required parts, and once they complete the manufacturing process, they ship and set up the products. Then they raise invoices to their customers.

Challenges faced

For a business with over 60 years of experience and growth, technological advancement was sorely lacking. They were using an old client-server system and spreadsheets to handle all the data, and they had no automation in place. In short, they were looking for a solution that could help them replace their legacy systems.

At first, they considered an ERP package, which was way too expensive and offered no flexibility to meet their complex business flow. Then they looked at a famous Japanese low-code platform, but it wasn't equipped with the features they were looking for. Finally, they zeroed in on Zoho Creator, as it had extensive features, was easy to use, could be built in-house, and was cost-effective.

Solution

Using Zoho Creator and Deluge, Zoho's proprietary scripting language, they built an ERP system to manage their entire end-to-end business process within 6 months. While they had help from a Zoho partner for app development, they built most of it by themselves. And by going cloud-based, they no longer had to manage infrastructure, and were able to focus their resources on more important tasks.

Being able to produce the system in-house allowed us to make changes faster and increase user satisfaction.

Masanori Takeuchi,
IT Consultant, Sakae

This custom ERP is used in multiple departments, with over 40 users across 4 different cities—Tokyo, Sendai, Osaka, and Nagoya. The ERP consists of four main modules:

Sales Order:
Registers the customer order with requirements.

Purchase Order:
Verifies the order details and captures the customer details, deal title, due date, region, sales owner, deal type, and quotes.

BoM:
Lists all the products and parts required for the manufacturing of the sales order, in a hierarchical manner.

Invoicing:
After product delivery, this app generates invoices using data from Zoho Books.

Results

According to Mr. Takeuchi, the business saw a 40% increase in productivity after implementing their custom ERP. Features like sub-forms, look-up fields, and dashboards enabled Sakae to streamline their data management and costing modules.

They no longer had to do multiple entries on different spreadsheets each time a change was made. All the changes were updated in real time across departments, and there was no more communication gap. This helped them save time and reduce errors.

For me, Zoho Creator and Deluge make everything possible in a single platform, from the beginning to the end of our process. With its modern platform and easy-to-understand UI design, I believe it's a tool that can respond agilely to a rapidly changing business environment.

Masanori Takeuchi,
IT Consultant, Sakae

About us

At Zoho Creator, we study the past, observe the present, and envision the future of how software communicates with businesses. To empower business owners, we've infused Zoho Creator with modern functionality like low-code and rapid development. With Zoho Creator, users can cater to custom requirements, with apps that automate day-to-day tasks, and let them tackle tomorrow's problems. Just sign up, pick a plan, and start building!

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We'd love to talk! Reach out to us:
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