

Accounting Information System for Shipping Companies
TRANS-Account Introduction Case Study Interview

We are achieving more than satisfactory business improvement effects despite non-customization and short introduction time



**Mr. Masatoshi Hirano, President
DAIICHI CHUO NAIKO KAISHA**

Daiichi Chuo Naiko Kaisha, which is a 100% subsidiary of Daiichi Chuo Kisen Kaisha, handles coastal transportation and ship management focusing on the ship owner business. The company's main cargo is cement and it currently manages a fleet of 13 ships including those of its overseas subsidiaries. We got to the bottom of President Masatoshi Hirano's fresh point of view on the appeal of TRANS-Account.

“This is the one!” This was the decision of our accounts manager who learned about this system

-- Three years have passed since you introduced the accounting system, TRANS-Account.

Mr. Hirano: We started using the system in October, 2011 and it was already in operation by the time I was named president in 2012. I have only heard about the introduction of the system from our accounts manager but I recognize that our on-site business efficiency has improved remarkably since we introduced TRANS-Account.

-- Please tell us about this in more detail.

Mr. Hirano: It was our accounts manager, Mr. Izumi, General Manager of General Affairs Department, who specifically promoted the consideration of introducing the system. He was originally a sailor and someone who was very knowledgeable about the system. When he was a sailor, he acquired a pocket computer on his own initiative and used it to do complex and troublesome calculations during loading and unloading.

Before we introduced TRANS-Account, Mr. Izumi was doing our accounting work with his own independently-developed in-house program and manpower. Along with only 1 other employee, he was handling the accounts of 4 companies including

overseas subsidiaries on the dollar standard in addition to his other duties.

Business was turning over but there was a tendency towards overwork and taking the establishment of a business environment aimed at the next generation into consideration, we needed to introduce specialized software.

However, ordinary accounting systems did not have enough account titles and management items and this was not satisfactory for a maritime company. We did not want to spend a vast amount of money on customizing. We were having difficulty finding something suitable when an AIS salesperson came our way. When Mr. Izumi heard about the product, he decided, “This is the one!” Information about the system was attached to the in-house circular and the decision to introduce it was taken.

-- Did you have any problems in introducing the system?

Mr. Hirano: When we were in the process of building master data, there was a partial defect in the data that we submitted and it appears that we had to correct the errors one by one after operation had started but that was the only problem. Apart from this, everything was fine. We ordered the system in August of 2011, it took less than a month to organize the master data and operation started from 1st October so introduction was

