



Female employees working on the clothing line at Bali Sarong

SCORE Indonesia

A case study from CV Kreatif Bali Trading
(Bali Sarong)

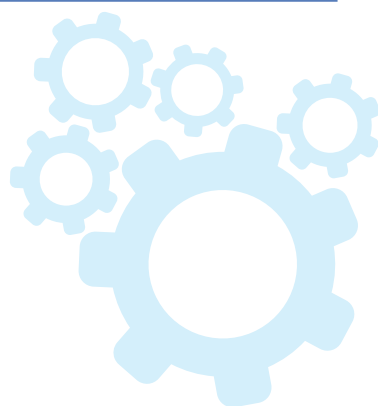
SCORE TRAINING FOSTERS A MORE ENJOYABLE WORKING ENVIRONMENT AND INCREASES EFFICIENCY

COMPANY PROFILE

SME:	CV Kreatif Bali Trading
Location:	Denpasar, Bali
Staff:	50 employees (95 % female)
Established:	2000
Product:	beach sarongs and clothing line
Destination:	International

“SCORE training has had a positive impact on me. It also helped to create a nice and more efficient working environment”

Karomah, Production employee, CV Kreatif Bali Trading



How did they do it?

Founded in the year 2000, Bali Sarong has grown swiftly into a profitable company, selling to 25 international buyers. Not without its challenges, the slowing global economy resulted in demand from some buyers declining, and a need for greater cost efficiency. Founding partners, Rudi and Inung, looked to SCORE Training for help. ***“We saw SMEs with the same problem as ours, and how SCORE Training had helped them to solve their problems as well as improve their performance,”*** said Rudi. Thanks to SCORE Training, the company is working more efficiently, with lower cost rates and has developed stronger relationships between management and employees.

SCORE trainers initially noticed that the company had many defective products lying around its warehouse. After discussing their options, the staff and trainers discovered that there was a market for these lower cost products in Africa. Initiative was then taken to export those products to buyers from African countries. Not only was this exercise successful in encouraging a reduction in defective products, but also financially enabled the enterprise to expand the factory. Total sales generated revenue of up to Rp700 million.

The key results in data

After SCORE Training, **efficiency improved significantly, 60.78% of total production in May 2016 to 84.45% in September 2016**. Their production cost rate significantly reduced from 7.11% in May 2016 to 2.17% in September 2016. In addition, the business exhibited a strong commitment to saving energy, saving 55.9% during the 5 months of training.

Many of Bali Sarong's employees have benefited from SCORE Training and the manner in which they work today is more efficient.

✓ Before



Disorganized workspace and raw materials were mixed with in-progress materials. These factors led to low productivity

✓ After



After SCORE Training, all materials are now stored properly resulting in more space on the factory floor.

A culture change that supports growth

SCORE Training nurtured the development of stronger relationships between workers' and management. In combination with a more organized work structure, the more spacious and neat work environment stimulated positive changes including increased production and on-time delivery rates. SCORE Training also planted the seed for routine morning briefings, which have resulted in improving and sustaining the lines of communication between staff. ***“We now have a clearer job description for each division,”*** said Bali Sarong's Production Supervisor Komariah.



Nowadays, it is easier for us to give instructions and speak to our employees”, said Rudi. “This is evident in the employees’ enthusiasm during meetings, exchanging ideas and voicing their opinions. “We are more open and honest with each other. This has greatly improved not only our relationships, but also our company’s performance”. Komariah, Production Supervisor, Bali Sarong

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