

# HNB Partners with Bileeta to offer Tech Support to SMEs

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*Sanjay Wijemanne, Deputy General Manager- Retail and SME Banking, HNB (fourth from left) exchanging the MoU with Sanji De Silva, Chief Executive Officer, Bileeta (fourth from right) with (from right): HNB Undergraduate Trainee, Nethmini Morawaggoda; Niluka Amarasinghe, Head of SME Products and Partnerships, HNB; K. Indravasan, Assistant General Manager - SME, HNB; Sanka Weerasingh, Chief Technical Officer, Bileeta; Dhanushka Weerasinghe, Consultant-Growth Strategy, Bileeta; and Nirushana Sydney, Strategic Business Specialist, Bileeta.*

HNB renewed its partnership with Bileeta, a dominant player in the local ERP space, to provide state-of-the-art ERP solutions to its SME customers at affordable rates.

The collaboration enables the Bank's SME customers to streamline various functions of their business operations, such as sales and invoice, inventory management, finance, procure- ment, service management, fixed asset management, and manufacturing, thereby prac- ticing efficiency and effective management in the long run.

Sanjay Wijemanne, Deputy General Manager - Retail & SME Banking, HNB and Sanji De Silva, CEO, Bileeta signed the MoU to officiate the collaboration.

Sanjay Wijemanne, Deputy General Manager - Retail & SME Banking, HNB said: "Technology is an essential and often under-rated tool that can build and enhance organizations and even world economies. Companies can develop and expand internally and externally with the proper knowledge, relevant expertise, and strategies, unlocking their highest potential in revenue and business scale. With this in mind, we partnered with Bileeta, leaders in the ERP scope, to provide much-needed support in knowledge and application of ERP systems to the SMEs of the country. As key pillars of the economy, SMEs need our support now more than ever. Every little effort counts. We believe our partnership with Bileeta comes as a tech-enabled support system for businesses struggling with cost management in a financially tight economy. We will continue to identify and implement such impactful initiatives, which we hope will provide relief and reassurance to the SMEs at the grassroots of our nation's prosperity."

The collaboration ensures that HNB and Bileeta will work together to market, introduce and provide proper functions of the ERP platform, which is named 'ENTUTION ERP Solution'. The partnership also enables HNB's customers to obtain the solution at a discounted rate, excluding training and onboarding charges. The Bank will also work with Bileeta to communicate and identify potential SMEs to introduce the solutions to all regions and thereby aim to uplift the standards of SMEs.

"We have seen Technology bring about rapid and revolutionary growth in organizations. We are honored to partner with HNB to bring about such an impactful move in the SME community. SMEs need our support now more than ever, and we are humbled to extend our expertise in ERP solutions as a helping hand. Together with HNB, we will now be able to assist SMEs to continue their operations seamlessly, bring about income and profit, and strengthen our economy as a whole. We thank HNB for giving us this opportunity to give back to a community that has given us all," Sanji De Silva, Chief Executive Officer, Bileeta shared.