



Case Studies

MEDSOURCE OZONE BIOMEDICALS PVT. LTD.



Company: India's leading MEDICAL DIAGNOSTICS Company with location in Delhi, Kolkata, Hyderabad, Bangalore & Faridabad (Marketing Office).

General: MEDSOURCE offers wide range of instruments which is a right synchronization between quality and price. MEDSOURCE was looking for an ERP which handles complete marketing, sales and dispatch order etc. IITPL INTEGRAL-ERP (Web Based) had solved all major problems.

INTEGRAL-ERP Operational: for last 3 years

MAJOR ISSUES/PECULIARITIES & SOLUTIONS

Issue: Customer visit list was manual

Solution: Integral-ERP completely removed this major issues by providing online entry

Issue: The daily call reports was manual and records was kept on excel sheet

Solution: INTEGRAL's web based solution provided facility to enter daily call report on line

Issue: Maintenance of field staff expenses was problem

Solution: INTEGRAL's Field staff expense statement solved this issue

Issue: Inventories maintenance was major issue

Solution: INTEGRAL's online FIFO inventory valuation provides the Management with exact information



Company: India's leading Gasket manufacturing Company with Plants in Faridabad, Pune and Chennai, Sitarganj

Customers: All major Automobile Giants in India viz. TELCO, LEYLAND, MARUTI, HERO HONDA, GM, BAJAJ, FORCE, MAHINDRA etc.

General: Large presence in Replacement Market. Extensive network of Distributors and Dealers. The Company tried two ERP solutions without success before IITPL was summoned to carry out the Project.

INTEGRAL-ERP Operational: from last 10 years

MAJOR ISSUES/PECULIARITIES & SOLUTIONS

Issue: Distribution Channel System for replacement market was manual

Solution: Distribution system customized with concepts like ASA, E1 sales with respective zones and Regions, which now gives them extensive MIS on Sales

Issue: Diverse discount schemes in vogue from time to time for the replacement market

Solution: INTEGRAL's comprehensive Discounting structure with effective dates working effectively

Issue: Technical Records Maintenance was a problem.

Solution: INTEGRAL's Product structures(BOM) and Routings with details like cutting Instructions, Tooling used, Alternate material usage etc. has made the job very simple

Issue: Realistic Inventories not available

Solution: INTEGRAL's online FIFO inventory valuation gives the Management day to day and month to month Inventory trends



Company: Escorts group Company catering to Indian Railways

Customers: All Regional Railways and Coach factories

General: Supplies some major assemblies and sub-assemblies to Railways RED was looking for an ERP solution, which apart from the routine modules, should handle the complete Marketing, Sales and Dispatch and Payment tracking. INFOGEN was chosen to carry out this assignment, as their INTEGRAL had already proven its mettle at two others Escorts Divisions

INTEGRAL-ERP Operational: from last 9 years

MAJOR ISSUES/PECULIARITIES & SOLUTIONS

Issue: Distribution Channel System for replacement market was manual: Railways being the major Customer with different Regional Railways having different codes for the same components, Order processing is a complex & cumbersome task

Solution: INTEGRAL sales orders have provision to log orders on descriptive basis for acknowledgment and subsequently amended to RED codes before taking into the Production planning

Issue: HO not in a position to track outstanding from Regional Railways despite Branches in all major cities

Solution: Branches share receivable status online with HO through INTEGRAL, wherever connectivity is available and with auto emailing from the System, where direct connectivity is not available

Issue: Confidentiality of Proprietary designs like Brake Blocks etc.

Solution: INTEGRAL's Warehouse level User linkage gives access rights to only authorized persons working in sensitive areas

NEOLITE INDUSTRIES PRIVATE LIMITED (NIPL)

NEOLITE

Company: Engaged in the manufacturing of Automotive & Home lighting.

Customers: OEMs like Eicher, Mahindra, After Market and Exports.

General: The company has collaboration with IKEA for home lightings and meets 100 % of their Import requirements from India. In Automotive lighting segment, the Company is a force to reckon with 65 % Exports to 70 countries.

Operational: from last 7 years

MAJOR ISSUES/PECULIARITIES & SOLUTIONS

Issue: Three different Factory locations with no Integrated Application. With rapid increase in Sales, Control was becoming exceedingly difficult

Solution: IITPL has not only implemented INTEGRAL at all three locations, but also linked them Online using Radio links, thus generating comprehensive MIS for the Top Management, to effectively monitor the Operations at one place

Issue: Collaborator demanded strict enforcement of Quality procedures

Solution: INTEGRAL's incoming, in-process and final inspection Quality module effectively meets Customers expectations with marked stability in product Quality after implementation

Issue: Excessive Rejections, scrap and wastage on Assembly lines

Solution: INTEGRAL's Issue control in WIP module keeps a check on Line wastage and Quality analysis has brought down Rejections and Scrap levels

Issue: Diverse modified Product requirements by foreign customers making the ordering system prone to mistakes

Solution: INTEGRAL's product configuration with auto code and BOM generation has sorted out the problem.

Success Story of ERP in NIPL

Putting right people at right Job with focused Target , Commitment and hard work will always produce a Success Story like ERP (Enterprise Resource Planning) implementation at NIPL.

NIPL has been earmarked to produce assembled Head lights and Home Lights. So it is apparent that thousands of components will be purchased, stocked and issued daily for production. Hence, our MD Shri Rajesh Jain's top priority was to start NIPL- Operations with live ERP. His absolute clarity about NIPL- Manufacturing operations has been transformed into different modules of the package and the same has been successfully implemented by the entire team.

This project has been implemented by INFOGEN TECHNOLOGIES, along with Neolite ERP-Project Group. To start, m/s Keshulla, assisted by Mr. Sandeep Sharma along with other key NIPL cross functional team members like, m/s Vijay Pal, Sandeep Malhotra, P. C. Joshi, Virender, Brajesh and Sahoo, spent many long hours to put everything on track. Later the team has been strengthened by Verma, Satinder Bhardwaj etc. The whole team functioned like a well lubricated gear train under the able guidance of AGM-Operation Mr. K.S. Rao.

This total package has been reviewed process wise, module wise & report wise by our MD shri Rajesh Jain along with our above core team. Out of this total package NIPL has implemented MATERIAL, PRODUCTION, & PERSONNEL with integration of SALES, ENGINEERING & FINANCE.

After implementation of this package at NIPL we have made the following systems & Process in place to run our Manufacturing operations smoothly by getting online information.

- All the Customer sale orders are online in the system with this we are doing on line Material requirement planning.
- All the BOM's are updated in the live ERP .
- All the Stores stocks are online, any user can see the stocks from his terminal , this makes Materials planning and decision making very fast and accurate.
- All the Purchase orders to Suppliers are made on live ERP which anybody can view and use the information in Production planning process.
- All the Production planning with Work orders & Kits are generation done on ERP with this store automatically issues required components to Assembly lines and for Jobwork.
- All the Goods received are Goods receipt made online by Stores with this the total Purchasing supply chain monitored by Materials team online.
- Materials sent through ERP for Jobwork and reconciliation done by the system as per the receipts.
- All the Production qty's are moved through ERP and Shipment invoicing also done through ERP which give the sale's figures customer wise online.
- Inventory monitoring, Ageing of the inventory has been done through ERP along with the excess items list of inventory. The same has been considered by ERP in the next MRP run.
- All the incoming materials are inspected and punched in system by online QC.
- Key MIS reports like Sale summery, Pending sale orders, Production summery, Purchase summery, Supplier ratings, Monthly rejections, Employee Salary details etc are generated through ERP and been used on day to day operations.

This ERP story at NIPL is no doubt it is successful, but success has come after tremendous effort and team work by all concerned and not to mention of continuous encouragement from our M.D and Shri Das Gupta-NIPL Plant Head. However, any successful system always needs good maintenance by key people and this enthusiasm has to be sustained. We wish all the core team at NIPL always comply with the total Process and systems in the total manufacturing operations to make this success story stay for ever and serve as inspiration for the whole group.

K.S. Rao (AGM-Operations)



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INTEGRAL ERP

INTEGRAL ERP delivers flexible and innovative Enterprise Resource Planning (ERP) systems with proven rapid return on investment and low total cost of ownership.