

CASE STUDY

Leading Wire Manufacturer Successfully Deploys Infor LN FP7 with India Localization

ABOUT THE CLIENT

Our Nasik (India) based client is a leading manufacturer and exporter of wire and wire products. They are an ISO 9001: 2008 certified company having six manufacturing facilities in Western India region. The wire products are approved by Power Grid Corporation of India, MSEB, GEB, RSEB and KSEB. The client is a preferred supplier to Indian government organizations such as the Electricity Board, Indian Railways & Defense units.

BUSINESS CASE

The client was running a home grown IT system based on ad-hoc needs. Primary systems used were Microsoft Excel and email, leading to huge operational inefficiencies. Inventory and procurement cycle from raw materials to finished products was difficult to track. Customer responses were delayed due to lack of integration between production, sales and purchase processes. Operation costs were difficult to track and maintain. Interplant material movement was not being tracked accurately. MIS reports were generated in excel and insufficient for decision making. CRM processes such as customer enquiries and sales quotations were being handled either manually or via email leading to poor throughput.

BUSINESS SOLUTION

The client was looking for a comprehensive enterprise solution that could be deployed at its 5 manufacturing plants. Infor LN FP7 was selected as the most appropriate product with all the latest features that could meet the needs of this client. Godrej Infotech Ltd. (GITL) has a successful long running partnership with Infor since 2003. Based on Infor's recommendation, GITL was selected by the client as the preferred partner for implementing Infor LN FP7 at its manufacturing units.

GITL implemented a state of the art solution with the following features:

- Implementation of Infor LN FP7 with integration of Sales, Procurement, Finance and Inventory modules.
- India Localization
- Integration with Weighbridge system
- Efficient reporting module with key reports such as NSR (Net Sales Realization) and Management Summary Report.
- This implementation project was completed in a record time of six months.

HIGHLIGHTS



Industry
Wire Manufacturing



Location
India



Annual Revenue
INR 229 Crore



Engagement Since
August 2012



Environment
OS - Windows Server 2008
DB - SQL Server 2008 R2



Product
Infor LN FP7
(India Localization)



Modules
Sales, Procurement, Finance,
Manufacturing, Inventory



Project Undertaken

- Implementation of Infor LN FP7
- Integration with Weighbridge
- On-going Application Support
- Rollout across all manufacturing sites



PROJECT HIGHLIGHTS

- Tracking of Inter Plant Material Movement
- Drilled Down MIS Reports
- Improved Inventory Control
- Centralized Data Repository

CHALLENGES

- Integration with external systems such as Weighbridge System
- Tracking of Heat Treatment number and Inter-Plant material movement
- Deriving the actual Product costing for critical operations, for example: Galvanizing
- Profit realization at the time of order booking

BENEFITS

The benefits of implementing Infor LN FP7 experienced by the client are as follows:

- Better control on inventory
- Tracking of raw material heat code from the system
- Better control on inter plant material movement
- Product costing information is derived directly from the system
- Reduction in duplication of data entry

ABOUT GODREJ INFOTECH

Godrej Infotech Limited, part of the \$4.1 Bn. Godrej group is one of the leading IT service provider specializing in End-to-End IT solutions and services. Strategic partnership with industry leaders like Microsoft, Infor, LS Retail, and Oracle have played an instrumental role in making the organization a mature IT partner that understands the value of business process automation. Our service offerings include Business Consulting, ERP Implementation & Support, Application Development, Integration, Digital transformation, Analytical services, Mobile Application Development, Infrastructure Management, and e-Commerce. We have domain and technology expertise in the manufacturing, retail, trading, distribution, logistics, hospitality, project, and service industries. A CMM Level 4 and ISO 9001:2015 certified company, GITL's service offerings follow proprietary methodologies derived from product best practices and experience in similar implementations. Headquartered in Mumbai, India we have presence in Middle East, APAC, Europe and US with customer footprints extending across multiple geographies.



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