

Case Study

A panel manufacturing company effectively eliminates understocking of critical inventory and improves on delivery timelines through EPPS SMART ERP

About the company

The company is amongst the top panel manufacturing houses in north India. It has a wide industry coverage in Textiles, Automobiles, Aviation, Steel, Telecom, Paper, Lighting, Medicines, FMCG, & Infrastructures.

Business case

- » Production gets delayed due to non-availability of certain raw materials at the time of issuance to the shop floor.
- » Materials are issued to the shop floor against a handwritten requisition slip. These requisition slips do not contain any reference to previous issues or production stages. This leads to unaccounted issue of materials.
- » Leads are managed in various scattered systems like e-mail, individual excel sheets, handwritten notes etc. As a result, important leads get misplaced even before the initiation of any business engagement.
- » Overstocking and repeated purchasing of available materials due to the unavailability of real-time stock position lead to increases in the cost of inventory. Besides, every order is unique as per customer requirement; hence procured materials in the inventory might not be useful.
- » High probability of human errors in data entry due to manually keying in the same data in multiple transactions. Multiple spreadsheets are maintained in distributed systems, thereby increasing the possibility of errors.
- » The Finance department has to manually reconcile the collections made by Sales & Marketing personnel against the invoices of the parties. As these reconciliations are made manually, real-time data for the pending receivables and actual collections made are not feasible.
- » It is difficult to track Sales order status, a lot of manual efforts are involved to ascertain the current position of the order.
- » Need to bring in transparency and control over the sales and procurement process by implementing structured workflows and approval system.

HEADQUARTERS

Dera Bassi, Punjab

INDUSTRY

Manufacturer of Electric Panels

EPPS MODULES IMPLEMENTED



Sales & Distribution Management System



Material Management System



Production & Quality Management System



Business Policy Management System



Customer Relationship Management



Finance & Accounting Management System

Key Business Benefits

- » EPPS SMART ERP brought in minimum inventory and reorder levels for consumables and raw materials. This effectively eliminated the understocking of critical raw materials and consumables thereby reducing delay in the production process.
- » The implemented solution ensured that raw materials and consumables are issued to shop floor against a work order, which is auto-generated on the creation of production order and in exact quantity as per the Bill of Material. This controls the excess issue of material at the production shop floor.
- » The Lead Management system of the implemented solution provides an integrated platform to manage the leads. This has reduced opportunity losses in terms of lead to customer conversion.
- » With proper approval system in place and high visibility of stock across the departments, overstocking and repeat purchase of materials are effectively arrested.
- » The implemented solution ensures that there is a single data entry point for each process thereby eliminating data redundancy.
- » The solution provided in EPPS ensures real-time and effective tracking of the collections being made and their subsequent reconciliation with the invoices can be made by the Finance Department.
- » Sales Order status is made visible with a few clicks as and when required reducing the time needed earlier for the same report drastically.
- » Multi-level and structured workflow system ensures that the sales/purchase documents approvals move through designated officials. The approval process ensures transparency and brings in control over the sales and procurement process.

