

➔ The Customer

The customer is a specialist in manufacturing cold forged parts and sub assemblies for automotive applications like chassis, drive train, auto electrical and sub - assemblies. They are into manufacturing auto electrical components like through bolts, flange screws and copper terminals, steel and other sub assemblies for auto-electrical parts in aluminum, brass, copper & stainless steel.

➔ The Problem

Customer's business process spans across Purchase, Stores, Production, Marketing, Sales, and Finance. Most of the processes were handled manually with occasional stand alone application handling a point function. With the above scenario customer faced the following problems

- Data error and data inconsistency on account of manual operations
- Lack of interaction between few of the stand alone applications meant poor visibility on the real status of work in terms of the details of raw materials, work-in-progress etc.,
- Inability to map between a production order and corresponding sub-contractor order
- Inability to track the raw materials and partially finished products received from vendors and sub-contractors in terms of accepted / rejected from the quality check performed internally
- Lack of integrated solution denied the top management a bird's eye view of the status of operations

➔ The Solution

PreludeSys' team of Functional and Technical consultants took stock of the current status by carrying out an enablement study. After customer's due diligence, they agreed to go ahead with SAP Business One. PreludeSys' teams carried out the implementation over a period of 2 months and made it live for the customer. Once the customer started using SAP Business One, it was able to address their problems.

- SAP Business One (SAP B1) eliminated the need for the manual process and stand alone applications, thereby removing any opportunity for data errors and data inconsistencies
- Being an integrated package having all the functions (Purchase, Stores, Production, Marketing, Sales and Finance), it was able to provide visibility on the real status of the work
- With SAP B1 in place, the customer was able to map the production orders to the corresponding sub-contractor orders
- SAP B1 helped the customer to track the quantity of goods accepted after an internal quality check performed and helped in financially, debiting the vendors for the rejections
- Over 50 reports across various functions were designed through PLD, Crystal Reports and Excel Reports. This helped the management in accelerated decision making.

The relationship between the Customer and PreludeSys was such that the further contracts to implement SAP B1 were extended to another subsidiary of the customer and other support contracts on a regular basis.