

Case Study

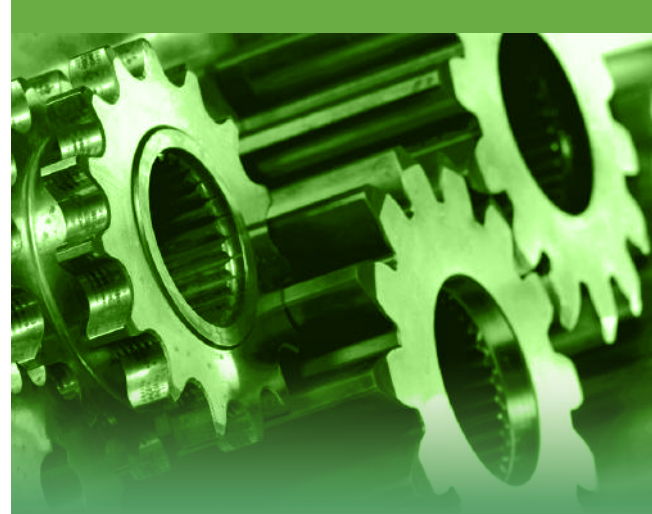
Customer Background

The client is one of U.A.E.'s reputed manufacturers of Hot Dip Galvanized Street Lighting Poles, Guard Rails, Steel Structures and High Masts. Leading the market with a 65% share, they have a significant client base of governmental, semi governmental authorities, and private sector organizations operating in the road construction and contracting areas.

Business Case

The client was already using the Baan System for conducting day-to-day operations. The issues faced with this were:

- Lack of component BOM structure.
- Use of Excel for estimation purposes.
- Delay in customer responses due to lack of integration between production, sales and purchase processes.
- Efficient tracking and maintenance of operation costs.
- Accurate tracking of intra-plant material movement.
- Insufficient decision making inputs from MIS reports generated.
- Manual/ e-mail based CRM processes such as customer inquiries and sales quotations which led to poor throughput.



**Leading Galvanized Products
Manufacturer in UAE
Successfully Migrates from
Baan to Infor LN FP 10.4**

Highlights

Industry: Manufacturing

Project Location: U.A.E.

Engagement Since: 2016

Solution Snapshot:

- Centralized Data Repository
- Quotation Management System
- In-built Reporting
- Automated Scrap Management

Modules:

- CRM
- Sales
- Procurement
- Finance
- Manufacturing
- Inventory
- Warehousing

Business Solution

In-order to keep up with the growing demands of a dynamic business environment, the client was looking to upgrade its existing Baan System into a comprehensive enterprise solution that could easily be deployed at its manufacturing plant. After a careful due-diligence and competitor product study, Infor LN FP 10.4 was selected as the most appropriate product with all the latest features that could meet the needs of this client. Godrej Infotech Limited was selected as the technology partner for this project due to the following reasons:

- A successful long running partnership with Infor since 2003
- Domain expertise in the Manufacturing Industry
- Successful execution of projects with similar business and technical requirements

The solution included:

- Integrated Finance, Sales, CRM, Purchase, Warehouse and Inventory modules
- Creation of a proper BOM structure
- Customer enquiry traceability feature

Challenges

Challenges faced during this upgrade were related to providing best-fit solutions for:

- Deriving the actual product cost for critical operations such as Galvanizing
- Profit realization at the time of order booking
- Providing in-depth estimations for a project at the stage of Customer Enquiry
- Efficient Scrap Tracking

Benefits

The benefits of using Infor LN FP 10.4 experienced by the client are as follows:

- Better reputation and client relationships due to up-front estimates
- Efficient resource utilization with automated scrap management processes
- Accurate inventory and financial controls

Contact us



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About Godrej Infotech Ltd.

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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