

## SAP All in One Implementation

### **The Client:**

The client is a leading manufacturer of a wide range of equipment for the construction industry, including self loading mobile concrete mixers, batching plants and site dumpers. They have a fast growth rate of more than 35% annually, and they are spread across India with 2 manufacturing plants and 6 branches.

### **The Situation:**

They had a good customer base and had captured Indian Market with its product range. To maintain their position in the market, they realized the need to have a comprehensive and an integrated ERP application to address the requirements of all the departments. The objective of this implementation was to have real time data made available to the concerned persons in the organization, improve its After Sales Support Service, and have better control on the Inventory, Control on R&D projects & Sales campaign and accurate and on-time MIS.

### **Infomatics' Credentials:**

Infomatics has more than 3 years of experience in implementing SAP for IM & C industry vertical, and has got a well established practice in IM & C. Infomatics has established a template based implementation for this vertical.

## **The Solution:**

Client selected Infomatics to build a comprehensive SAP ERP Solution to achieve their goals and adopt industry best practices. The implementation covered all the base modules, Project Systems, PLM, HR & Payroll, SAP CRM and BI. Infomatics implemented SAP ERP covering AF functional departments as mentioned below

## **What was achieved?**

Industry-specific Solution from Infomatics for small and medium enterprises (SMEs) help increase forecast accuracy, cut costs, speed time to market and more.

- Accelerate sales cycles and improve profit margins
- Boost engineering, sourcing and manufacturing efficiency
- Quickly detect supply chain exceptions and lower costs
- Minimise time to profit and reduce risk for new projects
- Configure a wide range of product options
- Rely on proactive alerts for real-time responsiveness
- Faster quote-to-order and quicker time to market
- Improved sales and service profit margins
- Lower project risk

## **Highlights of Infomatics solution:**

- Best in class tier 1 ERP system for the organization integrating all departments
- A strong information system for supporting organizational growth
- Adopt industry best practices by way of implementing SAP
- Central repository of all ECN, drawings, material master, etc
- Better control and reporting of R&D projects and Sales campaign

- Good system for recording Customer complaints, assigning task to the Service team, manage warranties & claims, Serial number tracking, maintain machine build record in order to respond to service calls