

### Case Study:

#### Leading Manufacturers Industry



Our customer is leading manufacture office and school stationary renowned manufacturer, wholesaler and exporter of a wide array of Composition Notebooks, Exercise Notebook, Spiral Notebooks, Rubber Eraser, Color Index Cards, Plastic Ruler. These products are extensively used by artists, students, engineers, architects and other professionals. Our client is manufacture our range using sophisticated machines like Extruders, Mixers, Molding Machines, etc. to facilitate speedy and cost-effective production.

### Pain

- State of art Infrastructure and Production facility was using accounting software. Accounting software was producing only financial book keeping and inventory.
- No aging reports with Value was provided.
- Production cost and BOM was not track, so inventory purchase was manual.

### We Implemented

- SAP Business One track in one system from Production, inventory and Accounting as well CRM.
- Due to Production system implementation not only Production schedule and cost of production was calculated perfectly and real time.
- This made inventory purchase in schedule with Production.
- We implemented SAP B1 plus also which is InfoWorld's Proprietary offerings.

### Benefits

- Due to exact production cost, sales call was taken accurately as Production cost help to put benchmark price and yield in more revenue by 10%.
- Production schedule help to manage schedule for export and domestics sales.
- Single data / single system made job easy for User and managements. This has enhanced operation benefits.
- Real time connectivity between Production units and Head office helped to take faster decision. For example, to meet EXPORT ORDER date, Additional operational of factory was announced on holiday.
- Overall customer is growing with more than 30 % revenue growth YOY.
- Due to B1 plus, our customer has reduced one time cost by 30% and recurring cost 20%. We could save 30% licence optimization of client.

