



ANU SOLAR POWER PRIVATE LIMITED

SAP BUSINESS ONE ENABLES A BRIGHT FUTURE FOR ANU SOLAR POWER PRIVATE LIMITED

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Prem Kumar,

General Manager, Finance & Administration,
Anu Solar Power Private Limited

QUICK FACTS

Summary

- Name: Anu Solar Power Private Limited
- Head Office: Bangalore
- Manufacturing Facility: Bangalore
- Industry: Manufacturing
- Products: Solar Thermal Systems, Solar Lighting Systems and Solar Photovoltaic Modules
- Revenue: INR 220 Million
- Employees: 325

Website

- www.anusolar.com

Key Challenges

- Integration
- Reduce Costs
- Inability of IT infrastructure to support business growth

Project Objectives

- Implement a centralized system that integrates all business processes and enhances efficiency

Solutions & Services

- SAP Business One application

Implementation Highlights

- Time-frame: 4 months
- Implementation: Challenging
- Rapid implementation cycle
- Comprehensive change management
- Top management's support

Why SAP solution

- SAP is a reliable partner
- Global credibility
- A robust, integrated solution

- Functions and features of the solution
- Met company's requirements
- Positioned for future growth
- Assured support
- An affordable, user-friendly solution

Implementation Partner

- SAP Channel Partner, New-Age Business Consultants

Benefits

- Real-time access to higher quality information
- More structured data forming a basis for informed strategic and operational decisions
- Enhanced visibility and transparency
- More efficient working practices, thanks to standardized, integrated business processes
- Duplication of effort and manual errors eliminated, leading to enhanced efficiency
- Comprehensive business insight and analysis, supporting faster decision-making
- Better monitoring and tighter control through up-to-date financial information

Existing Environment

- In-house solution for Sales Order Processing, Production and Inventory, and Tally for Accounting.
- Hardware: IBM Servers
- Operating System: Microsoft Windows 2003
- Database: MS SQL Server 2005



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Anu Solar Power Private Limited, established in the year 1979, has emerged as a leading player in the field of Solar Thermal Systems in India. Anu Solar is involved in designing, developing, manufacturing and marketing of Solar Thermal Systems.

It has its manufacturing facility, head office, and branch offices in Bangalore. Anu Solar also has regional offices at different locations across the country. It sells its solar products under the brand name ANU. The company's products and services conform to ISO 9001 and BIS standards.

While the company has been doing well, it sought to have clear visibility of its operations and gain complete control of its business. However, the IT infrastructure in the company did not support its growth strategy.

Manual-based processes were resulting in inefficiencies and data inaccuracies across the organization. The company lacked a structured information system to manage its growing business effectively.

"We had non-integrated operational and accounting systems, resulting in duplication of data entry, while there were inaccuracies and delays in providing management information," says Prem Kumar, General Manager, Finance & Administration, Anu Solar Power Private Limited. This lack of integration and real-time information forced the company to look at their options.

Anu Solar realized that it needed a single, integrated technology platform to support its operations and help synchronize all administrative and business processes for strategy development and timely decision making. The company's search for an appropriate solution led to a meeting with SAP channel partner, New-Age Business Consultants.

The main factors which tilted the balance in favor of SAP were the reputation of SAP and the user-friendly features of the

solution. "We were looking for a robust, globally accepted solution, which would be affordable and at the same time, be simple to implement and use. SAP is a well-known brand and SAP Business One is a cost-effective solution. Further, it met the key requirements of the company," says Kumar. Impressed by the range of user-friendly functionality that the SAP Business One application offers, and feeling that SAP was a brand it could trust, Anu Solar decided to go ahead with the implementation.

Implementation

New-Age Business Consultants was chosen as the implementation partner for the project.

"We decided on New-Age for the implementation because they had the requisite experience and had a good track record with other customers. Further, they understood our requirements and were able to carry out a tailored evaluation for the company," says Kumar.

The project which was started in April 2007 took four months to be completed. "It had its share of complexities. However, all said and done, it has been a satisfying implementation," adds Giridhar Murthy, Partner, New-Age.

The main factors which have contributed to a successful implementation are the support of the company's top management and the commitment of the partner company to the project. "The key challenge was to change the mindset of the users to migrate from the existing system to the new system," says Kumar.

All the modules of SAP Business One have been implemented at the company's Head Office and plant. Today, there are 21

users in the company who have taken the implementation well.

Benefits

The SAP Business One application integrates and manages the core business functions of the company – from financials and sales to customer relationship management and operations.

It has not only addressed Anu Solar's business needs, but has also been the most user-friendly solution, offering the company a very comprehensive package with functionality. By seamlessly integrating the company's business through a single application, SAP Business One has eliminated redundant data entries and errors, as well as duplication of work at all levels across the organization; while saving valuable administrative time.

"The elimination of duplication of entry has led to enhanced efficiency across the organization," says Kumar. Deploying the solution has had positive effects on the workflow and the decision-making process.

The integration of business functions also means that the staff now enjoys increased visibility of information across the organization. With the availability of instant, complete, and accurate information, employees can navigate through a complete set of business data to get the information they need instantly; resulting in improved operational efficiency.

It has also become easier for management to generate tailor-made reports from the SAP system. The system acts a check to ensure the accuracy of the reports. With all the information



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consolidated in one system, it is easier to track and verify the data, as and when required. The management has a better understanding of the business on a day-to-day basis, leading to improved planning and coordination across the organization.

“SAP Business One facilitates real-time monitoring of the business through up-to date financial information,” says Kumar.

Monitoring has become easier with the ready availability of reports. Access to the right information in real-time helps the company to identify concerns early and pursue opportunities proactively, which enables better predictability of business performance. Management control on various business functions and operations has improved enabling decisions to be based on consistent and accurate data and information; leading to a faster decision-making process. SAP Business One allows the company to have a clear, up-to-date picture of its business at all times.

Better planning has led to improved delivery of products and the company can serve its customers better. Customer satisfaction has improved as the SAP solution enables Anu Solar to quickly to react to their needs appropriately.

The company's sales teams can get information online and give the correct feedback for customer queries, as and when required. They can react faster to market changes and plan more effectively for sales activities, leading to improved sales effectiveness and better customer relationships. With total visibility, the entire sales operation can be delivered quickly and effectively.

SAP Business One has given Anu Solar exactly what it needed: higher levels of adaptability to manage growth more effectively and address market challenges quickly.

Future Plans

Today, Anu Solar is in a better position to recognize and leverage its inherent resources, strengths and capabilities. SAP has revitalized processes and introduced real-time management enabling the company to develop better business strategies in a timely and effective manner. Being a satisfied SAP customer, the company has plans for additional projects with SAP in the pipeline.

“We are planning to extend SAP Business One to the Branch Offices in the fiscal year, 2008-09,” concludes Kumar.

2008/02

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