

“Just a note to appreciate that you have been incredible in supporting in the last few days. Greatly valued. While we do all other conversations, thought it essential to place an acknowledgment. Means a lot to me personally and these all matter as we take our stepsto stand on our own and walk.

Thanks a ton to you and the New Age team”

Mahesh Yagnaraman
CEO
First Energy Private Limited

QUICK FACTS

Summary

- Name: First Energy Private Limited
- Head Office: Pune
- Industry: Distribution
- Products: Biomass Cooking Stoves
- Employees: 15
- Distributors: 27
- CFA: 5

Website

- www.firstenergy.in

Key Challenges

- Collecting tertiary sales information
- Distributors spread geographically
- Disparate system across distributor locations
- Delays in consolidation
- Difficulty for Fulfillment Planning and Production

Project Objective

- Implement a Centralized System that can integrate the processes across 37 distributors, 5 CFA Agents and Head Office

Solutions & Services

- SAP Business One
- SAP Business One SDK

Implementation Highlights

- Driven top down with phased approach
- Internal stakeholders involved
- Clear training schedule for rollouts
- Simultaneous rollout to distributors
- Simplification of screen for users with low IT skills

Why SAP Solution

- Standard solution from vendor of repute
- Scalable with growing business
- Availability of service module
- Ease of use by users having low IT skills
- Lower cost of customization
- The product roadmap is known
- An affordable solution

Implementation Partner

- SAP Sales & Service Partner: New-Age Business Consultants

Benefits

- Real-time availability of information across distributors
- Visibility to distributors billing and inventory
- Visibility to marketing activities carried out and processing of claims
- Central rollout of items, prices and discount schemes
- Control over pricing and revenue leakage
- Control credit limits through workflow
- Working Capital reduction by ensuring on time collection
- Eliminate communication and travel/ stay cost to carry out stock/ sales update and reconciliation
- Assist in decision making for discount rollouts
- Track samples/ demo stock eliminating stock loss
- Centralized access to Tax Return Information across CFA

Existing Environment

- Head Office & CFA: JD Edwards
- Distributors: Various systems like Wings, Tally, Excel including manual

