



## Overview

**Country or Region:** India

**Industry:** Manufacturing

### Customer Profile

Southern Power Equipment Company (SPEC) is a leading manufacturer of power and distribution transformers. It is one of the few transformer manufacturing companies implementing ISO 9002 procedures and quality standards.

### Business Situation

SPEC realized that its disparate systems could not meet the company's immediate requirements. Limited integration made it difficult to efficiently access data.

### Solution

SPEC chose to deploy Microsoft® Dynamics™ NAV 4.0 to obtain a flexible, stable, integrated system for managing finances, materials, and production.

### Benefits

- Real time access to business information
- Optimized inventory, reduces inventory holding cost by 5% percent
- Integrated business processes result in increased productivity of 20% percent
- Eased regulatory compliance challenges

## Manufacturing Company Deploys Integrated ERP Solution to Manage Business Data

“The integrated solution helps us to use resources more efficiently and therefore cut costs. We are able to work faster because all information and figures are at our fingertips.”

Clarence Pereira, Director, Southern Power Equipment Company Private Limited

Over the last two decades, Southern Power Equipment Company has maintained a strong track record of steady growth. Until recently, its operational data was held in different applications, which made it difficult for employees to work efficiently. The system was quite slow and was unable to keep pace with the Company's financial and process requirements. With the help of Affordable Business Solutions, a Microsoft® Gold Certified Partner, the Company deployed an integrated solution based on Microsoft® Dynamics™ NAV 4.0 to streamline business processes and operations, and manage inventory. The new solution offered employees a user-friendly, easy to use interface, and improved overall performance. Employees can now access real-time information, which helps them to better manage business processes.



“We can easily access business information because it is all stored in one database. We have the right information at the right time. This helps us to make strategic decisions rather than relying on historic data.”

Adrian D'Souza, Director, Southern Power Equipment Company Private Limited

## Situation

Southern Power Equipment Company (SPEC), established in 1988, is a leading manufacturer of power and distribution transformers. The company has workmen strength of about 250 and sales revenues of INR 125 crore (U.S.\$ 35 million).

SPEC is in the manufacturing operation for over two decades now and has over 35,000 transformers currently in service all over the country. A professionally managed company with a well defined functional structure, SPEC has nation wide presence, providing transformers to major state electricity boards viz. KPTCL, TNEB, MSEB, etc., and other Fortune 500 private companies.

Initially, SPEC was using Tally and Excel spreadsheets for managing inventory and finance. The company had created a disparate IT infrastructure within the organization leading to limited integration between the systems, which made it extremely difficult for users to access useful business data. However, with increasing manufacturing capacity, it found that the system was not able to meet its financial and process requirements.

Adrian D'Souza, Director, SPEC, says “I travel for almost 20 days in a month. Therefore, I need access to real-time information about inventory, sales and production from anywhere. The existing system was not adequate to efficiently provide me the comprehensive data.”

SPEC needed a centralized business solution that could provide integrated information, enable the organization to increase operational efficiencies and streamline processes.

## Solution

SPEC evaluated a number of ERP products such as SAP and SAGE and after a rigorous analysis decided to implement Microsoft® Dynamics™ NAV 4.0.

“Though most products, which we evaluated, offered similar functionalities, but we selected Microsoft® Dynamics™ NAV 4.0 because of its brand value,” says Adrian D'Souza, Director, SPEC. “The technology is easy to use, offers many integration possibilities, and has the flexibility to adapt to our business needs.”

SPEC took the help of Affordable Business Solutions (ABS), a Microsoft® Gold Certified Partner, to deploy the new solution. ABS was selected because of its functional expertise and a good knowledge of the product. It analyzed the system requirements and customized the solution to meet SPEC's requirements.

Microsoft® Dynamics™ NAV 4.0 helped the company to achieve full integration of its systems and processes along with optimizing employee productivity.

“Now, we can access real-time, company-wide data and easily generate comprehensive reports,” says Clarence Pereira, Director, SPEC. “Reports which used to take 7 days, can now be generated in 4 hours.”

As a fully integrated solution, Microsoft® Dynamics™ NAV 4.0 has enabled SPEC to control all business processes through one application. This has eliminated redundant processes and dramatically reduced the company's paper trail. Overall, the solution has yielded in a 70 percent paperless office.

The implementation was completed in four months at SPEC's corporate office in Bangalore, India. SPEC deployed the Finance, Sales, Purchase, Manufacturing,

Subcontracting, and Design modules successfully.

The product was customized to cater to SPEC's specific needs. The Subcontracting module was customized to suit the unique requirements of the company. Traceability of the items sent out for fabrication work to subcontractors was possible. This included compliance of Excise requirements in the application. In addition, the Enquiry register was customized and integrated with Quotation and Order Processing modules. This helped SPEC to build a repository of all versions and reduce the time taken to respond to tenders released by electricity boards.

### **Benefits**

Today, SPEC employees are able to respond to the bankers, vendors, customers and investors in real-time due to the centralized information.

"We can easily access business information because it is all stored in one database," says Clarence Pereira, Director, SPEC. "We have the right information at the right time. This helps us to make strategic decisions rather than relying on historic data."

### **Real Time Access to Business Information**

There was a time when managers used to store all the financial data was managed in a single Excel sheet. This information was used to reconcile bank statements and check for payments received and creditor management. Now this information is available online. Microsoft® Dynamics™ NAV 4.0 helps to access data, analyze business performance, and ensure optimum operational efficiency. Dynamics NAV adds substantial value to the business.

"With Microsoft Dynamics NAV 4.0 we have an up-to-date view of information across the organization," says Clarence Pereira, Director, SPEC. "This provides us greater insight into the business processes, which in turn helps in making the right decisions."

### **Optimized Inventory, Reduces Inventory Holding Costs by 2% Percent**

With the help of the new solution, inventory management is more accurately controlled. The solution provides accurate and transparent inventory information which in turn helps streamlines activities and operations. This gives the organization a clear view of its business, thereby reducing the need to buffer stocks at each process.

"The solution helps us to track items accurately and effectively," says Clarence Pereira, Director, SPEC. "Therefore; we can aim for just-in-time inventory, thus reducing the holding cost by 2% percent, as we always know the status at any given moment."

### **Integrated Business Processes Result in Increased Productivity of 20% Percent**

With better information systems in place, SPEC has been able to integrate and streamline business processes, thereby improving business productivity. "Our employees are now able to gather information from a single secure database and are able to do their work faster and more accurately," says Adrian D'Souza, Director, SPEC. "This has radically increased our company's productivity by 20% percent."

### **Eases Regulatory Compliance Challenges**

SPEC has succeeded in taking advantage of the flexibility of Microsoft® Dynamics™ NAV 4.0. The new, centralized business management system helps the company to document its business processes and business activities more effectively. As a result, it supports compliance with regulatory

## For More Information

For more information about Microsoft products and services, call the Microsoft Sales Information Center at (800) 426-9400. In Canada, call the Microsoft Canada Information Centre at (877) 568-2495. Customers who are deaf or hard-of-hearing can reach Microsoft text telephone (TTY/TDD) services at (800) 892-5234 in the United States or (905) 568-9641 in Canada. Outside the 50 United States and Canada, please contact your local Microsoft subsidiary. To access information using the World Wide Web, go to: [www.microsoft.com](http://www.microsoft.com)

For more information about Southern Power Equipment Company products and services, call +91-80-2375165 or visit the Web site at: [www.spectransformers.com](http://www.spectransformers.com)

For more information about Affordable Business Solutions Pvt. Ltd. products and services, call +91-80-42 457 457 or visit the Web site at: [www.abs.in](http://www.abs.in)

legislation and helps the company face audits with confidence.

### About Affordable Business Solutions Pvt. Ltd.

Affordable Business Solutions (ABS) Pvt. Ltd. offers a suite of business solutions addressing various industry verticals through an S+S model, offering affordable solutions to the growing SME segment in India. ABS also offers consultancy services in the areas of strategic business planning, business process consulting and business analytics. In the area of education, in addition to IT Usage and administration, ABS's Center for Functional excellence (CFE) offers education and skills upgrading courses for various functions like sales, materials management, finance and accounting or production planning, targeted at employees and executives of Indian SMEs. From 50 percent of its revenue on services, ABS expects its services business to grow and account for 90 percent of total revenue within 5 years – primarily because ABS expects its software resale business would transform into S+S services.

### Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success.

For more information about Microsoft Dynamics, go to: [www.microsoft.com/dynamics](http://www.microsoft.com/dynamics)

#### Software and Services

- Microsoft Dynamics
  - Microsoft Dynamics NAV 4.0

#### Hardware

- IBM Xeon Processor Server

#### Partner

- Affordable Business Solutions Pvt. Ltd.