



NETZSCH

Overview

Country or region: India
Industry: Manufacturing
www.NETZSCH.Indiaindia.com

Customer Profile

NETZSCH India Technologies India started operations in 2004 with three independent business divisions (1) Pumps & Systems, 2) Analyzing & Testing, 3) Grinding & Dispersing) as a subsidiary of NETZSCH Mohnopumpen GmbH, Germany. They operate out of Goa and Chennai with an employee count of 130 members.

Business Situation

The management at NETZSCH India felt an immediate need to improve production planning and establish a single, shared information system for the entire company, supplying coordinated information to the management, employees, clients and Parent company.

Solution

Implementation of ABS Baadal for Equipment Manufacturers (Powered by SAP Business One with be.as Manufacturing)

Benefits

- Real-time reports that can assist in quick decision making
- SAP Business One Supports Multi languages and accommodates localization, it helped to integrate easily with their German entity.
- Standard way of Production capacity utilization has been improved.
- Overall increase in Market Share up to 11% - 12%
- Indirect contribution for the increase in Net profit - approx 5%
- Reduce Errors

Goa-Based Technology Company Streamlines Their Inventory And Supply Chain

NETZSCH India Technologies India started operations in 2004 as a subsidiary of NETZSCH India Group, Germany with three independent business divisions- Pumps & systems, analysis & testing. The company is based out of Goa and Chennai.

By implementing *ABS Baadal for Equipment Manufacturers (Powered by SAP Business One with be.as Manufacturing)*, the company has ensured significant improvements in Production Planning, manufacturing, accounting, material planning, order processing, and inventory management.

Today, NETZSCH is in a position to handle their sales orders and track wastage in materials. This has reduced the turnaround time considerably for executing their sales orders and wastage percentage leading to improved productivity, customer satisfaction and increased bottom line.

Situation

Prior to the implementation of *ABS Baadal for Equipment Manufacturers (Powered by SAP Business One with be.as Manufacturing)*, Material Planning, and Inventory management were highly unplanned as they were done on Tally and Excel. There was a Higher Dependency on Excel for Inventory and Finance Management. By using these applications, the company was unable to track customer data, material wastage, as well as excess and unused materials. Providing data to customers at a faster pace was a challenge. Moreover, these applications lacked data security. The deployment of these disparate systems for various activities led to drained resources, reduced efficiency, and multiple data errors. Furthermore the company had 3 business units to manage and coordinate with their parent company in Germany.

The company felt that they lacked a modular approach to products and pricing which further led to complex sales processes. They also faced various limitations by way of untimely consolidation of books.

In order to improve their productivity, customer satisfaction, and their bottom line the company needed to implement and leverage ERP solutions and educate the operations team on the new way of planning.

Solution

NETZSCH India believed that the best way to reduce costs and increase efficiencies and profits was to implement a modern and fully integrated business management system. Since their German parent company was using SAP software, they decided to implement SAP Business One with be.as Manufacturing for easier data integration.

This integrated solution supports manufacturing planning, control and implementation as much or as little as necessary to ensure that the desired efficiency and flexibility of a business are retained. With this solution, manufacturing orders from systems or machines with customer-specific adaptations can be drafted, planned, released and manufactured stepwise or overlapping.

Furthermore, the manufacturing functionality includes specific strategies and functions for materials management like order and stock related production, mixed or variable production and functions necessary for proper production planning and execution of production orders. Moreover the software was able to manage the Multi-entity and Multi-location facet of the business.

Affordable Business Solutions (ABS), an SAP Business One with be.as Manufacturing Certified Partner was chosen to be the consultant to implement the solution.



Benefits

Having implemented *ABS Baadal for Equipment Manufacturers (Powered by SAP Business One with be.as Manufacturing)*, NETZSCH India has created a common information structure for the company, made its order processing system more efficient, and improved procedures for purchase, delivery, and customer invoicing. This change has helped the company manage its future growth.

Access to Real-time Business data

NETZSCH India is now in the position to make accurate predictions for risks, opportunities, and potential outcomes in real time. They can run real-time reporting and analytics – for instant insights, faster responsiveness, and a sharper competitive edge. Ever since implementing the software, the company has managed to satisfy customers' needs quickly. They are able to imitate the designed processes by their parent company. Furthermore, the company can perform immediate inventory analysis, reducing cost and wastage in the warehouse.

Localization of the business

SAP Business One Supports Multi languages and accommodates localization, it helped the company integrate easily with their German entity

Standard way of Production capacity utilization has been improved

The implementation of a fully integrated ERP system has improved the standards of Production Capacity Utilization and reduced redundancies in the company- be it sales, production or distribution. NETZSCH India is also able to take full advantage of its material requirements planning (MRP) system to automate its resource production and planning procedures. These types of processes and automation have introduced efficiencies throughout the company leading to improved customer satisfaction.



About Affordable Business Solutions

Affordable Business Solutions Private Limited (ABS) aggregates the best of business processes, analytics and information technology to enable the small and medium business enterprises to accelerate their growth. ABS is a certified SAP Business One with be.as Manufacturing Partner having delivered solutions like ABS Baadal for Equipment Manufacturers (Powered by SAP Business One with be.as Manufacturing) across industry verticals.

What We Offer

ABS offers business solutions and business process and analytics consulting services for the following vertical industries:

- Equipment Manufacturing : Healthcare Equipment, Consumer Durables, Aerospace, Engineer-to-Order
- FMCG and Consumer Non-Durable Goods: Manufacturing, Distribution, Retail and e-Commerce
- Professional Services : Software and ITeS, VC/ PE/ Microfinance Lending and Investment Services, Accounting Services and Healthcare Services
- Components Manufacturing : Fabrication, Precision Machining, Foundry, Forging, Plastics, Rubber and Electronics
- Agro & Food Processing Industry : Dairy, Seeds, Plantations, Marine Foods/ Exports, Food Processing

Why choose us

We have over 13 years of experience in addressing the needs of more than 200 customers in India (most of who are family-owned/ family-managed)

ABS is the preferred choice for our industry vertical solutions built on SAP.

Our Cloud-based solutions and our Rapid Activation-based approach enables our clients adopt and start using our solutions in a matter of weeks.

Our domain experts in various industry verticals align business mandates to technology solutions and have decades of experience in enabling the adoption of information technology to transform your business

Contact Us

Affordable Business Solutions has operations in Bangalore, Chennai, Kochi & Coimbatore.

Our website is www.abs.in. For more details mail us at sales@abs.in

