



“The best part of implementing a SAP Solution is that all our business requirements are being taken care of in the right manner. Their solutions are tailored to adhere to the requirements in every manner. It is a complete solution”

Namit Agarwal, Director,
Agrasen Engineering Industries Ltd.

AT A GLANCE

Company

- Name : Agrasen Engineering Industries Limited
- Major Products : Automotive Components, turned and forged components
- Industry : Manufacturing
- Employees : 100
- Website : www.agrasenengg.com
- Implementation Partner: Visnova Solutions, Noida.

Challenges & Opportunities

- Fragmented business systems leading to ambiguous data
- Unreliability of data due to manual processing
- Better security with more control points

Objectives

- Robust integrated system
- Single solution to cover all business functionalities
- Integrated database

Why SAP

- Meets all the business requirements
- User-friendly screens

SAP® Solutions & Services

SAP® Business One Version 2005

Implementation Highlights

- Time-frame: 6 months
- Users: 21

Benefits

- Better demand planning process
- Reduction in manual entry and manual processing of records
- Ability to respond faster and better to their end customers

Existing Environment

- Hardware: Intel
- Software: Tally and MS-Office

Agrasen Engineering Industries Limited

Agrasen Engineering consolidates its Business Processes with the SAP® Business One Solution

Background

Agrasen Engineering Industries Limited is in the business of manufacturing forged and turned components for automotive industry, with an experience of over 35 years. Its revenue for the year 2006-07 was Rs. 187 million. Agrasen has installed a world-class forging plant from Hatebur, Switzerland, which is the preferred choice of automobile giants around the world. With a current capacity of more than 100 million components per annum, Agrasen is only poised to grow further in the coming years.

With such growing business functionalities, it was obvious that a strong robust system needed to be put in place first. Agrasen was initially using disparate systems for every process. Accounting was being done on Tally and most data

was being maintained manually on Excel sheets. This was posing to be a major problem, as enormous manual labor was required to consolidate it and retrieve information from it.

“The entire system was fragmented. Someone had to actually sit at the end of the week and compile everything. And even then, we were not sure we had the right figures or not,” says Agarwal.

Manual processing of data was giving rise to discrepancies in the system. It also greatly compromised on the security of the system and the management did not have any control points to monitor it. “The existing software was simply not sufficient for our growing business needs. The need to go in for an ERP Solution was really pressing on us,” says Agarwal. Agrasen also has a rapid growth plan for the next three years, and having a stable ERP system would be the first building block towards achieving their goal.

Agrasen started looking for one integrated solution which incorporated all the business functionalities into a single system.

“The basic purpose was to have a complete system from day one of go-live, where everything is taken care of – be it stocks, planning or dispatch. And we wanted the same system to be running on everybody’s computers – right from the top to the bottom,”

says Agarwal.

After carefully considering other vendors, the company chose to implement the SAP Business One Solution to meet these requirements. “SAP Business One is made for small companies like us. Moreover, it is very easy to use. Even people down the line in my organization are able to use it comprehensively,” adds Agarwal.

Implementation

Agrasen opted for Visnova Solutions, Noida as their implementation partner. The implementation which was started in March 2007 was completed within a short time-span of 6 months. Agrasen went live with SAP Business One solution in September 2007. The existing set-up was first completely analyzed and improvements required were taken into consideration. A blueprint was prepared and the actual implementation was started. “We had to see how our business processes could be fit into the SAP Solution – and there was no problem at all. SAP adhered to our requirements really well,” says Agarwal. At present, there are 21 users on the new system.

Benefits

The biggest benefit which Agrasen has enjoyed after implementing the SAP Solution has been the seamless integration of all business processes across the company. All functional areas now work on one common platform, leading to several benefits. This directly results in a reduction of operational costs and manual intervention. As Agarwal says, “The system integrates all major functionality required for the business.” Be it planning, or be it reconciliations or stock-taking, now everything is being done online”.

The entire business has now been equipped with better visibility. This in turn increases the security of the system. “There is no flexibility to change – which is really a positive thing according to me. So any mistake committed – either intentional or unintentional is brought to the notice of the management and it has become so much easier to track down the problem,” says Agarwal. Control points have been integrated into every level of the system to enable the top management to get a grip on the processes within the company.

Another significant benefit which Agrasen has realized is the reduction in the manual entry of data. Since there is now easy access to real-time information from the system, there is less

duplication of work. This has resulted in large savings of time and money for Agrasen. Moreover, since all the data is being transmitted online, the reliability of the data has increased to a great extent. Thus the top management is able to take informed and intelligent business decisions quickly and be nimble-footed while responding to the market. Report generation has also become easier, and the management can pull up what it wants to see at any time. “We no longer have to second-guess our figures and report data. We are sure that they are correct, which gives us a lot of confidence while taking decisions,” says Agarwal.

Communication with the customer has also improved with the help of the SAP Business One Solution.

“This is one big advantage which SAP has given us. It has made us better managed internally. This directly is reflected outward –greatly improving our relationship with the customer,”

says Agarwal.

Any queries or concerns raised by the customer are now being handled online, thus reducing the response time to a great extent.

Future Plans

Agrasen Engineering Industries Limited has thus made effective use of the latest information technology available in the market to meet its business needs. A strong business relationship with SAP has thus been built.

In the next year, this system is expected to mature to cover the entire business in its totality. Agrasen plans to implement other larger SAP packages to keep pace with the company’s growth in the near future.

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