



# Source Code International

## Case Study: ERP Solution for Silk Manufacturing

### The Client:

The client is a highly successful Silk Fabric manufacturer, the third largest Silk Exporting company from India. Having internationally reputed and high fashion brands as customers, the Client requires a foolproof ERP solution.

### The Challenges:

The Client had an unsuccessful experience in ERP implementation with a top IT Solution Provider, making him skeptical of a possibility of having an appropriate customized solution. Our biggest challenge was to convince him upfront, of the differentiation in our approach and the surety of our success.

Silk being a natural fiber, manufacturing of silk fabric is difficult to be rule-based. The solution was required to be stringent in process control, at the same time, offer flexibility so as not to be restrictive.

The entire Supply Chain Management was to be automated, specifically from a perspective of Raw Material Management, to keep a check on inventory leaks.

Order Management and Production Planning had to be integrated to each Production Stage, to make Order Status available real-time. This is despite the frequency of Order Cancellations, Order Amendments, in-process Material/Fabric transfers and the like.

### The Solution:

Over 55% of the Project Timeline was spent on studying, strategizing and reconstructing the Business Processes of the Organization. Subsequently, Rule Definitions were drafted, and each rule was identified to be either RESTRICTIVE or REPORTIVE.

The Production Planning module was designed and implemented as a visually graphic interface, to enable quick and flexible planning.

Immense intelligence was in-built into the Production Process automation, to ensure risk-free and fluent material movement, with the business rules at each stage enforcing compliance and weeding out loopholes for manipulation.

Bar codes were implemented for all material identification and Stock Management, and the bar coding and recognition processes were integrated into the ERP Solution.

User rights were embedded into the Process, bringing about accountability and accuracy of processes, material consumption, payments tracking and order positions.

Extensive MIS reports allow real-time access to any information. Reports were designed to be web-based, to allow traveling personnel access to reports on demand.

### Benefit:

- Over the first year of implementation, the Client managed to reduce average consumption of raw silk by 5 grams/meter. Computing this savings over total production capacity, the Client recovered the entire RoI for the ERP Solution over the first year.
- Total employed manpower in the production process was reduced by 16%, at the end of year #2.
- Process Automation led to freeing up resources, which concentrates now on executive management decisions based on the incisive MIS reports churned out by the Solution.
- The Executive Management has reports of top performing Customers, best selling articles, Order Book and related Delivery status, etc on demand, for incisive strategy planning.
- Customer relationship has improved, with the ability to provide Order Status on the instant, even when traveling at Customer locations.
- Export documentation, which earlier consumed 20 mins per invoice, was not drastically reduced to 3 mins per invoice, with the complete eradication of human errors in critical calculations.
- Wage Calculation and Bill Generation was a 15 minute process per settlement, it is now reduced to 15 seconds.

### Technologies:

- Microsoft .Net Framework 2.0
- VB 6.0, VB.net, ASP.net
- MS-SQL Server 2000
- Crystal Reports 8 / 9 / 10
- UML Design Methodologies
- Implemented by Waterflow method; add-on enhancements used Agile techniques.

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