



Overview

Country: India

Industry: Manufacturing

Customer Profile

Sharda Spuntex was established in 1926 in Bhilwara, Rajasthan. It is one of the fast growing textile companies with its corporate office and manufacturing units in India and offices in various countries giving it the cutting edge advantage over other traditional manufacturers.

Business Situation

Sharda Spuntex was using a Microsoft Access based customized software along with financial package Tally to fulfill its daily commercial requirements. However, the applications were disintegrated and the processes were not optimized.

Solution

With the help of Microsoft® Certified Partner, CorporateServe, Sharda Spuntex implemented Microsoft® Dynamics™ NAV 4.0 to integrate all the departments, enhance the flow of information amongst its offices across the globe and perk up the decision making capabilities of the managers.

Benefits

- Reduces cost by 25 percent
- Improves productivity by 15 percent
- Enhances decision making capabilities
- Facilitates communication and ease of use

Textile Industry Improves Decision Making While Reducing Cost by 6 Percent

“Microsoft® Dynamics™ NAV 4.0 presents updated and consolidated business and financial information which has also reduced monthly utilities expenses and man power cost by 25 percent.”

Anil Mansinghka, Managing Director, Sharda Spuntex Pvt. Ltd.

Sharda Spuntex Pvt. Ltd. is a leading textile industry and manufacturer of yarn, fabrics and home textile finished products. It has achieved phenomenal success over the years in the production and export of all kind of textiles. Through its global presence and warehouses, the company is able to deliver all its products around the year. It employs 100 skilled personnel and has an annual turnover of U.S. \$ 123 million. The company has won several awards and accolades for its competence and quality products. Sharda Spuntex desired an efficient and comprehensive ERP solution to equip its staff with updated information, enable them to take quick decisions and reduce the operational cost. To achieve the same, it worked with Microsoft® Certified Partner, CorporateServe and deployed Microsoft® Dynamics™ NAV 4.0. The solution has enhanced inter-department communication, centralized the information, and facilitated the sharing of data across its offices in India and abroad.



Situation

Established in 1926 by late Shri Gajadhar Mansinghka, Sharda Spuntex Pvt Ltd. is an integral part of Sharda Group. Based in Bhilwara, Rajasthan, the company has been dealing in textiles from fibers to finished products for over 80 years. It is a leading supplier of yarn from all types of fibers for knitting, weaving and other special applications. The company also has a state of art textile manufacturing set up for woven fabrics to meet out the complete export and indigenous requirement of fabrics and home textiles divisions.

Sharda Spuntex has an extensive network of foreign offices in Poland, England, Turkey, and also representative offices in Ukraine, Czech Republic, Slovakia, Lithuania, Denmark, Portugal and Spain. It also has warehouses in strategic cities in Europe which enable it to facilitate trade optimally for customer requirements.

The company consists of 100 motivated professionals and has an annual turnover of U.S. \$ 123 million. All its textile products are OEKO-TEX certified and it is awarded as the No.1 Company in the textile sector for achieving highest trade between India and Poland. It is ranked as the 37th fastest growing company in the CIS (Commonwealth of Independent States) region.

Sharda Spuntex was using Microsoft Access bases customized software, along with Tally 8.1 for all its financial consolidations. The two applications together catered to the daily commercial operations of the company. The entries in the software were done with the help of Tally. This required lots of efforts and was an erroneous and time consuming task. At the same time, this system did not integrate with all the departments. The other prominent drawback of the existing system was that it was not able to run on more than two locations at a time where as Sharda

Spuntex has its presence all over India and abroad in Poland and Turkey. Both the countries worked on the local ERP package of their respective countries and hence integration and sharing information was a mundane and tedious task. Involvement of a lot of man power in order to successfully complete these responsibilities increased administrative overheads.

“It was frustrating to work on the existing legacy system,” says Ram Sahay, HOD Export Business, Sharda Spuntex Pvt. Ltd. “The system was unable to handle the needs of the huge company with different units and offices at different geographical locations.”

Sharda Spuntex thus, desired a system that could roll out simultaneously at all the company's locations. The management recognized the imperative requirement of a system that could offer updated information at all the locations all the time to enable faster decision making, centralize the database and streamline all its manufacturing processes. Moreover integration with all the departments was also another major requirement.

Solution

Sharda Spuntex researched market offerings and evaluated various solutions like Sage, SAP, Datatex, Oracle and Ebizzframe before consenting for Microsoft® Dynamics™ NAV 4.0. After finalizing the ERP solution, it approached CorporateServe, a Microsoft® Certified Partner with special expertise in the textile domain for the implementation of the same. “We preferred Microsoft® Dynamics™ NAV 4.0 over all other solutions since it is an integrated solution which can cover all our business processes and enable us to work smoothly and efficiently,” explains Akhilesh Mittal, Business Head-Overseas Operations, Sharda Spuntex Pvt. Ltd. “All information related to business decisions can be quickly

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and smartly taken after adopting this solution.” He adds, “We chose CorporateServe as our implantation partner for it has vast experience in the textile industry and also has ability to customize the solution as per our needs. Besides software implementation, CorporateServe also provides recommendations in terms of hardware architecture connectivity amongst various locations.”

The implementation of the solution started in 12, 07, and the full suite was implemented in a single phase. The solution went live in 05, 08. Microsoft® Dynamics™ NAV 4.0 is successfully implemented at the factory location in Bhilwara and is simultaneously functional at all other offices in India. Soon it will be rolled out to overseas operations in Poland and Turkey. The modules implemented include: Finance, Sale, purchase, manufacturing and warehousing.

The solution being user friendly is customized to meet the critical functional requirements of the textile industry. One of the major problems Sharda Spuntex faced was in getting timely information on the movement of export containers and documentation, which sometimes resulted in losses in terms of financial aspect as well as meeting customers’ expectations. CorporateServe tailored the solution to handle the problem effectively. (Website integration for getting container tracking and all relevant information to be attached on the invoice itself). With the help of the new ERP solution Sharda Spuntex is not only able to track the containers, but is also able to provide better and timely services to its customers.

Microsoft® Dynamics™ NAV 4.0, a full suite ERP and an integrated solution, provides real time data which helps the management to take quick and accurate decisions. These in turn result in increasing the margins and have a better control on the business

processes. “Most of our business is export driven and after implementation of Microsoft® Dynamics™ NAV 4.0 we are able to keep an eye on all the critical areas,” states Akhilesh Mittal, Business Head Overseas Operations, Sharda Spuntex Pvt. Ltd.

Benefits

Microsoft® Dynamics™ NAV 4.0 is a comprehensive solution which enables managers to make use of the business opportunities by taking quick decisions. It helps in strategic planning, and turns strategy into action across the enterprise to drive profitable growth.

Reduces Cost by 6 Percent

Microsoft® Dynamics™ NAV 4.0 has led to cost saving by 6 percent since all the decisions are taken in a timely manner. These decisions are based on online and authentic information. “The solution presents updated and consolidated business and financial information which has also reduced monthly utilities expenses and man power cost by 6 per cent,” enlightens Arvind Jain, Finance Head-Domestic Business, Sharda Spuntex Pvt. Ltd.

Cost is also saved in terms of inventory planning. The solution optimizes inventory levels and creates perfect orders. It efficiently manages the assets using planning, forecasting, and business analytics.

Improves Productivity by 5 Percent

With streamlined processes and improved business performances at shop floor the operational efficiency is enhanced. Microsoft® Dynamics™ NAV 4.0 plans business needs, orders, production, last minute changes in manufacturing processes and thus augments the productivity of the company by 5 percent.

Enhances Decision Making Capabilities

With Microsoft® Dynamics™ NAV 4.0 as its business solution, Sharda Spuntex has an advantage of using an integrated solution which covers all its business processes and ensures smooth and efficient working. The solution has developed deep insight into the business processes and provides all the information related to business decisions. Managers equipped with latest information are in position to make decisions to add to the profitability of the company.

“We are very happy the way Microsoft® Dynamics™ NAV 4.0 is working for us. We are always in a position to make better decisions based on reliable information, timely and effectively,” says Anil Mansinghka, Managing Director, Sharda Spuntex Pvt. Ltd. “It helps to predict what is going to sell and prepares to deliver it.”

Facilitates Communication and Ease of Use

Microsoft® Dynamics™ NAV 4.0 is very easy to use and implement. It delivers a single, real-time view of data from multiple departments and thus all information is presented in a single interface. It integrates with other commonly used Microsoft products, thus avoids juggling between applications. Furthermore, it enhances communications within and between departments and bridges all the gaps and loop-holes. With effective communication and collaboration, the information flows freely across departments and everyone is endowed with latest real time information.

Ensures Customers' Satisfaction

Microsoft® Dynamics™ NAV 4.0 anticipates and forecasts consumer trends thus building customer satisfaction. “The solution helps us to provide better and timely services to our customers,” states Anil Mansinghka, Managing Director, Sharda Spuntex Pvt. Ltd. “We are able to quickly provide updated

information to all our customers. This helps in building trust and in taking our business to a new heights and opening the gate for upcoming ventures.”

Moreover, the solution helps to collaborate more effectively with partners and suppliers, monitors the flow of products to the customers and also supports promotional pricing changes. “CorporateServe has not left any milestone untouched to make our investment fruitful so that we get the most out of it. We are hopeful to get the return on investment (ROI) in a short span of time,” concludes Anil Mansinghka, Managing Director, Sharda Spuntex Pvt. Ltd.

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

For more information about CorporateServe products and services, call (91) (124) 4063583 or contact at info@corporateserve.com or visit the Web site at: www.corporateserve.com

For more information about Sharda Spuntex Pvt. Ltd. products and services, call (91) (01482) (233800) or visit the Web site at: www.shardagroup.net

About CorporateServe

CorporateServe Consulting and Outsourcing Private Limited (CorporateServe) is among India's leading information technology consulting, services, and business solution provider. It was founded in 1998 and today is a respected company in the field of business applications. The focus is in providing business solutions including ERPs to manufacturing, Health Care, Life Sciences, Professional Services, Real Estate, Construction, Auto Engineering, Textile and Chemicals industries. It has support and development center at New Delhi, India. CorporateServe is a certified Microsoft Dynamics partner.

CorporateServe was awarded Microsoft's prestigious President Club Award for 2007 and 2008 amongst partners worldwide for its outstanding performance in 2006-07 and 2007-08. The internal quality goal is to achieve CMM Level 5 by the end of year 2010 while achieving the numerical business plan.

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

Software and Services

- Microsoft Dynamics
 - Microsoft Dynamics NAV 4.0
- Microsoft Server Product Portfolio
 - Microsoft SQL Server 2005
 - .NET Framework 2.0
 - Windows Server 2003
- Microsoft Office System
 - Microsoft Office version

Hardware

- Provide hardware details

Partners

- CorporateServe Consulting and Outsourcing Private Limited