



Microsoft Dynamics Customer Solution Case Study



Overview

Country: India

Industry: Manufacturing

Customer Profile

T.T. Groups was Founded 40 years ago by Dr. Rikhab Chand Jain, T.T. Limited is India's one of few vertically integrated textile companies. The company covers the entire spectrum of, cotton, yarn, fabric, garments & accessories.

Business Situation

T.T. Limited was using Focus, customized software to fulfill its daily commercial requirements. But the application was inefficient in handling the production details. It was not able to link all the offices and the manufacturing units.

Solution

With the help of Microsoft® Certified Partner, CorporateServe, T.T. Limited implemented Microsoft® Dynamics™ NAV 4.0 to streamline all its processes, plan its production capacity and have better control over its business processes.

Benefits

- Integrates branches and offices
- Empowers employees to take better decisions
- Reduces operational cost by 5-10 percent
- Systematizes production planning
- Provides a user friendly interface
- Reduces reconciliation work

Textile Industry Boosts Efficiency by 10 Percent with Integrated ERP Solution

“The new solution presents consolidated, company-wide business information to managers in real time, helping them make better decisions. Access to relevant information without investing additional time, has led to cost saving by 6 percent.”

Sanjay Jain, Joint Managing Director, T.T. Limited

T.T. Limited is a three decade old, world renowned textile company. Growing at a fast pace, it employs more than 700 skilled personnel and has an annual turnover of around U.S.\$ 150 million. With various ginning, spinning and knitting units and offices all over India, T.T. Limited struggled with different manual processes, and locally customized software. In order to fulfil its growing business requirements, the company needed to improve its business operations, and streamline production. The company worked with Microsoft® Certified Partner, CorporateServe and deployed Microsoft® Dynamics™ NAV 4.0 to manage all its production, financial and commercial operations. The solution provides real time updated information and assists the management to take quick and accurate business decisions.



Situation

Founded by Mr. Rikhab C. Jain in 1978 under the name of Tirupati Texknit Limited, T.T. Limited is a vertically integrated concern and self contained textile producer and garment manufacturer. It is engaged in raw cotton ginning, manufacturing of combed and carded cotton yarn, knitted fabric, inner wear and fashion garments. This large scale yarn manufacturing enterprise ranks amongst the top in India. The brand "T.T." is a household name.

The company has 25 franchise production units at eight different locations, working exclusively for T.T. Its dealer network extends to 500 wholesalers throughout India and has overseas representative in Pakistan and Bangladesh.

T.T. Limited has many garment manufacturing facilities at various locations in India equipped with the state of art technology. It has an ultra modern knitting complex in Gajraula, Uttar Pradesh and spinning units in Avinashi, Tamil Nadu and Gajraula, Uttar Pradesh. The company has ginning unit in Gondol, Gujrat and branches in Jalna, Maharashtra. . An ISO 9001 certified and Government Registered Trading House, T.T. Limited has been the recipient of several awards for its exceptional quality and export performance. Other than India, it has market in around 30 countries across the globe.

T.T. Limited was using customized software Focus, to cater to its daily commercial operations. However, the solution was unable to handle the needs of the huge company engaged in various activities, with different manufacturing units at different geographical locations. The management found it quite difficult to get updated information all the time. The legacy system failed to provide Management Information System (MIS) reports, financial reports, and payroll related documents to the head office on a regular

basis. Inability to integrate all the units led to delays or inaccurate decisions. Besides, the software was not user friendly. Additionally, T.T. Limited was not using any application to automate its production processes. Hence, the production planning, capacity planning, work flow, production order and schedule etc. were not streamlined. This resulted in the need to switch over to a solution which can provide real time information to make faster and accurate decisions.

"It was not a comprehensive solution and as such could not cover all necessary financial transactions and business details," comments Bhupendra Modi, T.T. Limited. "This drawback and lack of production software forced the management to look for other avenues."

Managers recognized that if the business was to continue its success, it would need to integrate all business processes into a single solution. The requirement was to enable the organization to plan the production, schedule and project management, generate MIS reports, have better control over its business processes and develop better decision making capabilities.

Solution

T.T. Limited evaluated solutions from various companies like Oracle, Ramco and SAP, to choose the most appropriate solution that could match its demands. It finally approached CorporateServe, a Microsoft® Certified Partner with special expertise in the textile domain for the implementation of Microsoft® Dynamics™ NAV 4.0. "We decided to go for Microsoft® Dynamics™ NAV 4.0 because of its unique selling proposition - ease of use," explains Bhupendra Modi, T.T. Limited. "We found it very user friendly and easy to customize to cater to the needs of our industry."

“Microsoft® Dynamics™ NAV 4.0 has enabled our organization to become more competitive and supple to meet changing business needs. It helps to concentrate on the overall business process, increase productivity and save time and money.”

Sanjay Jain, Joint Managing Director, T.T. Limited

The implementation of the solution started in February, 2008, at all the manufacturing units, head office and other offices of T.T. Limited. As committed by CorporateServe, the solution went live in eight months. The modules implemented include: Sales and Receivables, Purchase and Payables, Production Management, Inventory Management, Fixed Asset Management, and Human Resource Management.

The implementation also included advanced production sub contracting with ginning, spinning and knitting and trading of garments. The solution streamlined multi level authorization and work flow. It automated business notification production order, bill of material, production schedule and project management. Besides basic capacity planning and customer relationship management including Microsoft Outlook integration was also implemented.

The solution was totally customized to meet the functional requirements of T.T. Limited. It was tailored to facilitate:

- **Real Time Gross Settlement System (RTGS) and National Electronics Funds Transfer System (NEFT) Payment Functionality:** It generates the report and automatically transfers the funds to the vendors via bank.
- **Performa Invoice Functionality:** It confirms orders, generates letter of credit based on which export documents to government, custom department and customers are generated. This simultaneously takes care of bill of extent, certificates of quality, weight, packaging, courier, letter of insurance company and issuing bank etc. without any error.
- **Parta Sheet and Contribution Analysis:** The decision whether the project is profitable or not including the percentage of profitability is based on the Patra sheet. This includes analysis of purchase cost, freight, bank interest and charges, focus market,

commissions, target plus etc. Thus intelligent decision can be drawn before giving the go-ahead to any project or order.

Besides, a lot more modules are customized to automate various functionalities like:

- Drawback and Duty Entitlement Pass Book Scheme (DEPB)
- Export and bank document module
- Bank reconciliation
- Purchase indent
- Cheque search
- Location wise use permission

T.T. Limited deals with six different types of businesses that are mapped into a single company under a single database with the help of Microsoft® Dynamics™ NAV 4.0. The customization for all types of sales order and sales invoice was a major issue which is easily sorted out. These various customized modules have trimmed down all the manual efforts, haphazard processes, unwanted expenditures, and have streamlined the whole system at T.T. Limited.

“The strength of Microsoft® Dynamics™ NAV 4.0 - flexibility and ability to adapt, makes it a great business management solution for our company,” says Bhupendra Modi, T.T. Limited. “We have customized it to cater to the specific needs of our company.”

Benefits

Microsoft® Dynamics™ NAV 4.0 is a full suite enterprise resource planning and an integrated solution that provides real time data to the management to take better decisions that increase the margins and profits. Sanjay Jain Jt. Managing Director, T.T. Limited states, “Microsoft® Dynamics™ NAV 4.0 has enabled our organization to become more competitive and supple to meet changing business needs. It helps to concentrate on the overall business process,

increase productivity and save time and money.”

Integrates Branches and Offices

Seamless integration of all the units into one is made possible after the implementation of Microsoft® Dynamics™ NAV 4.0. Data flows smoothly amongst all the locations. All the units update the MIS reports, the financial reports, project reports and schedules etc. to the head office on daily basis in minimal time. “Due to the integrated solution, we are able to track and access information across branches with ease,” says Sunil Mahnot, VP, Finance.

Empowers Employees to Take Better Decisions

Microsoft® Dynamics™ NAV 4.0 always provides updated online information. This empowers employees to take quick and appropriate business decisions and make use of all business opportunities. “With the implementation of Microsoft® Dynamics™ NAV 4.0, all decisions are taken proactively based on online and authentic information to beat competition,” says Sanjay Jain, Jt. Managing Director, T.T. Limited.

Reduces Operational Cost by 5-10 Percent

Sanjay Jain, Joint Managing Director, T.T. Limited explains, “Microsoft® Dynamics™ NAV 4.0 helps to streamline daily business processes, enables people to be more effective, and thus saves time to work on other tasks. This in-turn has led to cost saving by 6 percent.” The solution eliminates the manual efforts of entering and validating data. At the same time, it provides error free data and reduces the efforts to search for required information. It has empowered the company to save time in many lethargic procedures and sluggish operations by automating them. Time saving also results in cutting cost.

Systematizes Production Planning

Microsoft® Dynamics™ NAV 4.0 helps to manage production by basic production planning and scheduling and improves co-ordination. It allows the implementation of additional functionalities as the business demands become more complex and permits to adapt quickly to the changes. This has boosted the operational efficiency by 10 percent. “Microsoft® Dynamics™ NAV 4.0 has empowered us to draw realistic plans in accordance to incoming resources, capacity and demand in the market. This has increased productivity by 10 percent, reduced the inventory cost” says Sanjay Jain, Joint Managing Director, T.T. Limited.

Provides a User Friendly Interface

Microsoft® Dynamics™ NAV 4.0 presents a familiar, user-friendly interface. It empowers customer relationship management and integrates Microsoft Outlook to the solution. This customization helps to perform business operations efficiently and accurately without switching applications. The effortlessness to use the solution has also reduced training time by giving the friendly and known tools of everyday use. “Integration with Microsoft Outlook helps to keep the schedule current, increase and improve synchronization between Microsoft Office Outlook and Microsoft® Dynamics™ NAV 4.0,” comments Jyoti Jain, Director, T.T. Limited.

Facilitates Report Generation

Microsoft® Dynamics™ NAV 4.0 facilitates the automatic generation of different types of reports. The solution generates accounts and financial reports for automatic transfer of funds to vendors via banks, MIS and payroll reports for human resource department and management. It also provides various reports on quality, weight, shipment, freight, commission etc. for the respective departments in no time. Thus, it saves time, eliminates manual efforts and removes the probability of errors.

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 Corporate Serve 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 T.T. Limited products and services, call (91) (11) 45060708) or visit the Web site at: www.tttextiles.com

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.

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

Microsoft Dynamics

Microsoft Dynamics is a line of integrated,

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

- Corporate Serve Consulting and Outsourcing Private Limited