

# SDBS

Run your business  
from anywhere 24 X 7

- Highlighted Results for NPPL
- Increased accuracy between sales orders, work orders and finished goods
- All orders received from customers are completely valid with appropriate options and features for the label that is selected
- 75% reduction in total transaction time required for each individual order -- sales order placement and work order generation
- Efficiency gains allow increased output from existing staff members
- Accurate work orders result in continuously advancing production on the manufacturing floor

## Functional Features

- Integrated & Ample Financial Management
- Banking
- Budgeting
- Financial Reporting
- Financial Ratios
- Remote Auditing
- Secondary Sales
- Voucher Templates

## Benefits

- User-friendly, easy-to-use interface
- Fast implementation process
- Extensive reporting function
- Fully web enabled to work from different locations

# Systems Dynamics Business Suite

Full functionality web enabled and integrated enterprise level solution

## National Process Pvt. Ltd. Case Study

### About NPPL

National Process Pvt. Ltd. (NPPL) based at Ahmedabad has seven to ten base labels as a part of their product offering. NPPL sells labels to thousands of customers all over India which include large companies like HMT, Reliance and many manufacturers in the SME sector. Their label options cover almost types that are available anywhere. The total combinations run to more than 100,000 finished products comprising different shapes, sizes, colours, text and base materials, viz. metal, acrylic, paper and even wood with different kinds of finishing. Most of the labels are customized.

### Backgrounds and Issues

NPPL opted to implement all the base modules of SDBS (Systems Dynamics Business Suite) when they were already using a custom-built program which addressed various functional areas like accounting, production, quotation and inventory. All users were fairly conversant with computerized systems but they needed to have an integrated online system which would cover all functions and reduce duplication of work. The expectation was to work more efficiently and tightly couple all processes from customer order to dispatch and recovery thereby improving productivity and improving both top line and bottom line of the company. With thousands of customer quotations, multiple orders, many of which are repeat orders, for tens of thousands of product specifications, there was a need to have non-ambiguous item names, documents, processes and inter-office-factory communications to ensure error free procurement, production and timely deliveries. Procurement of materials had to be in synch with the demand. Reworking and quality rejections had to be minimized by providing Job Cards with necessary details, clarity and description of work to be done in vernacular language.

### Implementation

The implementation started with gaining a detailed understanding of the business processes of NPPL and a survey of material flow on the shop-floor. Understanding the complexity in detail was very essential to the successful implementation of SDBS and NPPL was able to not only share the process details. The correlation of the processes with business objectives was understood by NPPL, therefore, it helped them to adapt to changed processes post implementation of SDBS.

Few important characteristics peculiar to label manufacturing which were revealed in the study and implemented are worth recounting. The raw materials are procured in a unit different from the one used at the time of issuing the items for consumption, for e.g. sheets, rolls. The WIP cycle is very short (less than one day or

at most two days), therefore, there was no need to track items in intermediate stages – however, it was considered important to schedule tasks at intermediate stages – on each machine cluster – the work assigned and done by each operator could be planned and tracked. It was possible to name the items with all the attributes that NPPL needed to properly identify them. Option of attaching item pictures with the item master ensured that all users correctly identified an item. Customer orders were converted to production micro schedules – where machine wise tasks could be assigned date wise to monitor daily work and keep deliveries on track. The Job Cards contained all necessary details and Gujarati text and the sales person could even mention the priority so that production people could apply discretion in sequencing the work. The entry of daily work done on every work item was found quite easy as it involved doing minimal data entry in a friendly user interface. Administrative staff saved time in entry and processing of vouchers, purchase orders, goods receipts, consumption & production entries, invoicing with deliveries and generating receivables statements and reminders. The auditor found that all accounts of the NPPL were quite in order and he was able to complete the audit work in timely fashion. SDBS allows remote audit via web. NPPL could attach supporting documents wherever needed and all vouchers were systematically numbered. Statutory auditor could complete his work within time and with almost no queries.

NPPL put its experience and clear understanding of the key processes to effective use while implementing SDBS. They were able to map all requirements such that the manufacturing and accounting processes could match their expectations and also those of their customers.

### **Benefits/ROI**

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NPPL has realized almost all expected benefits from using SDBS. The large number of label drawings, pictures and specifications are easily possible to trace. The inventory tracking and control is better. The production scheduling and tracking has improved. The skill required to carry out normal operations ensuring timely deliveries have been acquired by respective users and the burden on the directors has reduced. The staff productivity and work distribution consistent with competence and experience has improved. Customer queries can be easily answered and rework has reduced. The company has become process driven and it is less dependent on any individual's experience or presence. It can induct new persons and confidently train him and still remain assured of processes compliance because the system enforces the policies and users work within their security rights only. For e.g. a junior person is allowed to create only abeyance transactions of certain types which can be confirmed subsequently by another senior person. NPPL has been able to demonstrate improved top line and bottom line performance after implementation of SDBS.

### **Customer / user Feedback**

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*“SDBS has helped manage my complex and varied product line with minimal manpower and great clarity. I am able to deliver quality products on time and hence able to work with very less payment outstandings. Auditing and closing my balance sheets in the first week of April has become extremely easy and a habit.” Shri Bakulbhai Pandya*

*“I am 10<sup>th</sup> pass, but I am using this system last 3 years without any problem.” - NPPL User(Hiteshbhai)*

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