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Saket Bhartia,
Director, Zavenir Daubert India Private Limited.

AT A GLANCE

Company

- Name : Zavenir Daubert India Private Limited
- Head Office : New Delhi, India
- Manufacturing Facility : Gurgaon
- Industry : Manufacturing
- Products : Corrosion Preventive Products & Solutions
- Revenue : INR 20 Crores (expected for FY 2007-08)
- Employees : 70
- Web Site : www.zavenir.com
- Implementation Partner : KLG System Limited

Challenges & Opportunities

- Integration
- Reduce Costs
- Automate the costing process
- Inability of IT infrastructure to support business growth
- Better inventory and planning

Objectives

- Install a single, comprehensive business application

Why SAP solution

- SAP is internationally recognized
- Professional approach of SAP's Channel Partner
- Comprehensive solution

SAP® Solutions & Services

- SAP® Business One application

Implementation Highlights

- Time-frame: 6 months
- Implementation: Challenging

Benefits

- Standardized processes
- Complete visibility and transparency across the organization
- Availability of online and real-time data helps in strategic and tactical decision-making
- Ability to generate reports efficiently
- Better monitoring and control
- Improved business insight

Existing Environment

- Microsoft Office
- Hardware: Intel Servers
- Operating System: Microsoft Windows 2003
- Database: MS SQL Server 2005

ZAVENIR DAUBERT INDIA PRIVATE LIMITED

SAP® business one integrates processes at Zavenir Daubert India Private limited

Background

Zavenir Coated Products Private Limited started its operations as sole distributors for Daubert products in 1995. The company came to be known as Zavenir Daubert India Private Limited in 2002, following a technical collaboration agreement with Daubert USA. A new phase began for Zavenir with the commissioning of a plant at Gurgaon for the manufacture of corrosion preventive products. The state-of-the-art manufacturing facility at Gurgaon has ISO 9001:2000 certification and is equipped with quality assurance labs and analytical facilities for corrosion prevention research. The plant is designed to produce a range of customized packaging products under a technical license from Daubert USA.

Zavenir faced a myriad of problems with processing efficiency and lack of visibility, while there were problems of data consolidation and data availability. The company needed a makeover in terms of process standardization

and integrated information systems and practices to enhance competitiveness. “We wanted to control inventory and related planning as most of our raw materials are imported and hence have a great lead time,” says Saket Bhartia, Director, Zavenir Daubert India Private Limited. Transparency in processes was essential to make informed decisions. To support the challenges of managing growth, Zavenir needed a robust IT infrastructure and an efficient information system in place.

After searching for and evaluating various ERP products available in the market, Zavenir chose SAP Business One. Microsoft Dynamics NAV (formerly Microsoft Navision) and RAMCO’s ERP solution were the other two main contenders. There were three deciding factors which helped Zavenir in the selection –SAP’s world-wide recognition and reputation, the professional approach of SAP’s channel partner and the comprehensive solution offered by SAP.

Implementation

KLG Systel Limited was chosen as the implementation partner for the project. “We decided on KLG Systel for the implementation because they had the requisite experience,” says Bhartia. The project which was started in April 2007 took six months to be completed. The main factors which have contributed to a successful implementation are the support of the company’s top management and the commitment of the partner company to the project.

“The biggest challenge has been the transition from a non-IT organization to an IT dependent organization and the acceptance by the people,” says Bhartia. SAP Business One has been implemented at the company’s Head Office and plant. Today, there are 14 users in the company who have taken the implementation well.

Benefits

Pre-implementation, Zavenir’s business processes were not integrated and data lacked consistency and accuracy, which lead ineffective decision-making, lack of flexibility and inefficient use of resources. This resulted in higher incidence of data entry errors, higher costs of error processing and paperwork.

With SAP Business One, the company has been able to transform its business operation management from time consuming and inflexible to real-time and adaptable. The system has brought anytime, anywhere access to data. “Everything is available online at the click of a button. Further, the captured data is consistent and authentic. There are neither mistakes nor doubts about the integrity of data. It is so convenient,” says Bhartia. Reports can now be quickly produced and without logistical headaches. There have been time savings and manual processes have been eliminated. Any user can produce the reports they need immediately, and they have much more flexibility in report customization and management.

Access to accurate information has enabled the company to evaluate options and take suitable decisions, on a timely basis. “With the integration of all business processes, the entire MIS has changed dramatically. It is so simple now,” says Bhartia.

SAP Business One has simplified and integrated business processes across the company and has consequently improved productivity, efficiency and communication within departments. It has enhanced management control on various business functions and operations thus enabling decisions to be based on consistent and accurate current data. Decision-making is quicker through qualitative information at the right time and right place.

The enhanced operational efficiency in the company is leading to improved planning of manufacturing processes, delivery schedules and purchasing activities. SAP Business One takes care of Material Requirements Planning and ensures that the required materials are available for production, while optimizing inventory.

“We have assigned item codes for each item. This is very useful as the availability of real-time data helps the company to maintain minimum inventory levels. Further, our product is very versatile and customized according to customer needs,”

says Bhartia.

Enhanced visibility gives a clear picture of the inventory. The ability to track and manage inventory gives a good platform for informed decision-making and reduces dependency on the employees to provide the data as and when required.

The automation of costing has streamlined and quickened the process, while reducing the total time and effort taken compared to the earlier manual process. “We wanted to automate costing of our WIP and finished goods to see gross profitability on a real time basis,” says Bhartia.

Today, Zavenir has a single, fully integrated system, which has positively changed the company’s working methods and reporting abilities, while boosting productivity and reducing costs, all by a large magnitude. The implementation of SAP and the adoption of best business practices have enabled the company to integrate processes, as well as recognize and leverage its inherent resources, strengths and capabilities.

Future Plans

With SAP Business One, Zavenir is seeing improvements in the areas of inventory management, order processing, production, finance, customer relationship management etc. The company is enjoying significant benefits including smoother flow of information and enhanced productivity.

SAP has prepared Zavenir fully to face new challenges in the future and meet opportunities in an increasingly competitive marketplace. “To keep pace with our company’s fast-paced growth, we may require a more comprehensive ERP solution in the future,” concludes Bhartia.

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