



“It is a matter of pride for Sahasra to be recognized as a SAP enabled company. For our customers, it makes a world of difference when they know that we have SAP. Using SAP Business One will enhance our reputation for good work and increase customer confidence. People know SAP and that counts.”

Akshay Manwani,

Director, Purchase, Sahasra Electronics Private Limited

AT A GLANCE

Company

- Name : Sahasra Electronics Private Limited
- Head Office : New Delhi, India
- Plant Location : Noida Special Economic Zone (Free Trade Zone)
- Industry : Electronic Manufacturing Services
- Products : Assembled Printed Circuit Boards
- Employees : 140
- Revenue : US\$ 6 million
- Website : www.sahasraelectronics.com
- Implementation Partner : CitiXsys Technologies

Challenges & Opportunities

- Need to operate more professionally as a small business serving larger customers
- Inability of IT infrastructure to support business expansion
- Streamline Materials Management in the organization
- Integration

Objectives

- Replace disconnected legacy systems with a single, comprehensive business application

Why SAP solution

- Met company's requirements
- Positioned for future growth
- SAP as a reliable partner
- Premium brand
- SAP is the international industry standard

SAP® Solutions & Services

- SAP® Business One application

Implementation Highlights

- Time-frame : 4 months
- Top Management's support
- Ability to meet needs right out of the box
- Implementation partner's commitment to project success

Benefits

- Complete visibility and transparency across the organization
- Ability to quickly retrieve information on critical aspects of the business
- Ability to generate detailed reports efficiently
- Ability to manage the growing complexity of purchasing processes
- Improved business insight
- Improved management of over all business activity

Existing Environment

- Legacy systems, a small ERP solution
- Hardware : IBM Servers
- Operating System: Microsoft Windows 2003
- Database : SQL 2005

SAHASRA ELECTRONICS PRIVATE LIMITED

SAP Business One enables business process integration for Sahasra Electronics Private Limited

Background

Sahasra Electronics Private Limited, a leading company of the Sahasra Group, commenced electronic manufacturing services in 2001. Sahasra is an approved assembly vendor for leading companies in industrial control, consumer electronics, automotive and telecommunication markets. The company enjoys the advantages of duty free imports and speedy exports as its manufacturing facility is located in the Noida Special Economic Zone (Free Trade Zone). An ISO 9001:2000 certified company, Sahasra has presence in the US and EU markets through its associates. The company is doing well and has ambitious plans for the future.

However, the IT infrastructure in the company did not support its growth strategy. An important area which needed immediate attention was materials management.

“We had 8,000 different components all over the place and there was a lot of confusion. Further, we need to constantly keep track of the different items. We were spending a lot of time in retrieving the information, getting the data together, and on time. We looked for a solution that would integrate the company’s processes and enable staff to retrieve, manage and analyze data in real-time,” says Akshay Manwani, Director, Purchase, Sahasra Electronics Private Limited.

To stay ahead in the global marketplace, Sahasra needed to replace its legacy IT systems with a world-class solution capable of managing the contract manufacturer’s increasingly complex business activities and growth requirements.

The company looked for an integrated business management application that was powerful yet easy to implement. Sahasra conducted an exhaustive selection process and short-listed SAP, Oracle and a local IT solutions company, before choosing SAP. SAP stood out as the ideal solutions provider and SAP Business One was exactly in line with the company’s requirements.

“It not only met our needs, but was also the most cost-effective solution. Most important, it is a matter of pride for Sahasra to be recognized as a SAP enabled company,” says Manwani. Another deciding factor which tilted the balance in favor of SAP was the professional approach and commitment of SAP’s channel partner, CitiXsys Technologies.

Implementation

The company went live with SAP Business One in August 2007. CitiXsys Technologies was the implementation partner for the project. There were 15-20 members from Sahasra and around 3-5 members from CitiXsys involved in the implementation process.

The implementation was successful as it had the full support of the company’s top management and the deep involvement of CitiXsys throughout. “Though the implementation was smooth, it was quiet challenging as the users took time to catch up with working with the new software,” says Manwani. Today, there are around 20 users who have accepted the implementation in a positive manner.

Benefits

With SAP Business One, data from different departments is now integrated on a centralized platform. This allows staff to update, retrieve and manage data in real-time, which enables them to execute their tasks more efficiently. SAP Business One has not only addressed Sahasra’s business needs, but has also offered the company a very comprehensive package with functionality. Deploying the solution has had positive effects on the workflow and decision-making process.

“Materials management was our biggest nightmare, but SAP Business One has solved our problem. I have to constantly check things like what are the orders that have been placed, what is the status of these orders, what is the exact position with the various vendors etc. All these questions have to be answered every time an order is placed and every time I purchase a component. With SAP Business One, I get all the information in a single report, when I need it, to assess my situation more clearly. Now, I operate much more efficiently and can access key information about the business quickly,”
says Manwani.

An up-to-date picture of purchasing activities enables the company to make effective management decisions. Internal processes are now much more efficient with SAP Business One in use for tracking the arrival and usage of raw materials. With SAP Business One, the company has identified a unique way of coding for the different components which has proved to be a big benefit. Sahasra has introduced Item Codification through which each component gets an auto generated number or a unique identity. This is an advantage for the company when the same item has to be purchased again from a different vendor in the future.

Thanks to SAP Business One, the company has improved business process efficiency and developed numerous opportunities. Production plans are readily available even if the production personnel decide to go on leave.

The company is aware of the production schedules for the organization over the next 6 months, or a year, or for whatever period the orders have been placed. Dependency on manpower has reduced to a certain extent. Further, the system takes care of the processing of purchase orders while reducing the scope for errors and eliminating data redundancies, leading to significant time savings.

Also, there is better coordination with vendors. With SAP Business One, the company finds it easier to manage and maintain vendor contracts and transactions, including issuing purchase orders, updating in-stock numbers, handling returns and credits, and processing payments.

With SAP, production planning and materials management have become tighter. Information on the availability of materials or stock can be communicated in real-time leading to better planning and improved control of stock in the company.

With improved stock control, the company can now forecast stock ordering as well as forecast when and which stock will expire. Monitoring has become easier with the ready availability of reports. Sahasra has complete and accurate knowledge of the stock at its warehouse and inventory control has greatly improved post implementation. SAP has revitalized the entire production process and enabled real-time management, so that the company can develop better business strategies in a timely and effective manner.

Another major advantage for Sahasra is the visibility of information due to seamless data integration between different functions and data sources, which encourages active internal collaboration. The centralized system creates a better environment for information sharing among the different departments, while enhancing overall efficiency across the organization. Employees can now quickly produce reports and without logistical headaches. Everything is accomplished with the click of a button.

Sahasra firmly believes that the professional features and fully-fledged functionality provided by SAP Business One has enhanced the company's image and strengthened its relationships with clients and suppliers.

Sahasra has regular visits and audits from overseas customers and being SAP enabled gives the company a clear, definite edge in dealing with them. "For our customers, it makes a world of difference when they know that we have SAP. Using SAP Business One will enhance our reputation for good work and increase customer confidence. People know SAP and that counts," says Manwani.

Future Plans

Through SAP Business One, the company has established a set of standard operating procedures which has resulted in better control and overview of its business operations. Using SAP Business One, Sahasra has centralized information sharing for all its departments which has improved the communication flow. This has resulted in enhanced operational efficiency and clarity on the status of its business. On a strategic level, SAP has helped Sahasra create a stronger company presence in the market and an infrastructure ready for growth.

"We have plans to turn to SAP for an ERP solution in the future. In fact, we will always be on the look-out for the latest offerings from SAP for our requirements,"
concludes Manwani.