



# ROADMAP ERP

## SUCCESS STORY

*'Roadmap ERP facilitated 'Manatec Electronics' by its agile & innovative integration process'*

## MANATEC ELECTRONICS PRIVATE LIMITED

PONDICHERRY

### About Company

MANATEC is one of Asia's largest OEM of automotive garage equipments. Located in Pondicherry, India, the company manufactures Wheel Aligners, Wheel Balancers, Two Post Lifts, Gas analyzers, Smoke Meters, Head lamp aligners & Digital Air Tire inflators.

Established in the year 1987, as a manufacturer of industrial shaft aligners, Manatec diversified into garage equipment industry in 1991. The company, through its in-house R&D, indigenously designed and developed Optical wheel alignment systems in 1991, to become the first company to design a wheel aligner in the whole of Asia.

Manatec's extensive Wheel Aligner installations across the world speak for its quality, specialization and lead role we play in this industry.

**LOCATION** PONDICHERRY, INDIA **NO. OF EMPLOYEES** 200 + **NO. OF UNITS** 2 **PRODUCTS**

*"Roadmap team has done an excellent job in meeting the extremely aggressive time-line for our Business; we are highly pleased with their performance and realize that, they have worked round the clock, to make this happen for us.*

*We are very impressed with the ability to deliver what was promised, on budget, and ahead of schedule."*



Wheel Aligners

Wheel Balancers

Two Post Lifts

Gas analyzers

Smoke Meters

Head lamp aligners

Digital Air Tire inflators.





#### DIFFICULTIES

MANATEC used 4 different Software applications, to handle Finance, Supply Chain, Planning & Manufacturing, CRM and HR Functions and encountered the following obstacles.

- No Integration
- Redundant Data Entry
- Reconciliation of data between modules was cumbersome process
- Manual preparation of MIS reports which lead to mistakes and time consuming
- No effective control
- Lack of search-ability
- Limited functionality
- Inability to provide accurate records

## ERP Selection Process

In 2006, MANATEC was looking for highly scalable, robust, cost effective ERP solutions to meet its growing business needs. After evaluating several ERPs, MANATEC has chosen Roadmap ERP which has met all its evaluation criteria.

**Core objective for implementing ERP is to,**

- Integrate business processes
- Eliminate redundant data entry
- Enable consistent planning of material, resources in production, sales, and procurement
- Have effective control over every step of the operation, from purchase to production to final delivery
- Eliminate the time spent by every department resource for preparing MIS reports in Excel sheets and PowerPoint presentation

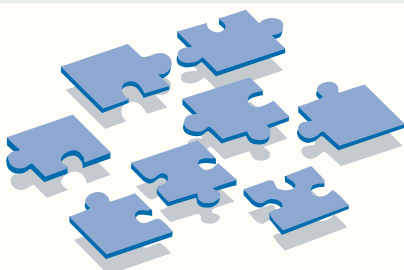
#### IMPLEMENTATION

Roadmap ERP was planned to implement in 4 Months period; wherein, Roadmap has involved its senior management to make the project successful. To achieve the successful implementation, Roadmap Team has put enormous effort in all phases of Implementation i.e. AS-IS, Gap-Fit, TO-BE, Design, Customization, Training the Users etc.

Manatec follows 'Make-To-Stock' strategy. It prepares sales forecast for the finished goods and spares based on marketing team input; thereon, plans and purchases the required materials. Production department produces the subassemblies, and assembles the final product through its shop floor operations and subcontractor processes.

Each Product Group contains multiple models and every equipment consists of 1500 to 2000 components which need to be accurately planned, purchased, manufactured to assemble the final product; and in which, 30 to 40% of the components were interchangeable.

Required customizations were developed, tested & implemented and Training process are carried out to all module users; wherein, the feedback was collected and addressed on timely manner.



## MODULES IMPLEMENTED

### Financial Management

General Ledger Management  
Accounts Payables Management  
Accounts Receivables Management  
Cash Management  
Fixed Assets  
Cost Management  
Taxation

### Sales & Distribution

Purchase Order Management  
Subcontract Order Management  
Quality Management  
Inventory Control Management  
Sales Order Management  
**Customer Relationship Management**  
Marketing  
Customer Support

### Planning & Manufacturing

Bill Of Material  
Sales Forecast  
Demand Management  
Master Production Schedule  
Material Requirement Planning  
Shop Floor Management  
Manufacturing Scheduling

### HR / Payroll

Portfolio Management  
Leave Management  
Loan Management  
Performance Appraisal  
Payroll

### Engineering



## Implementation Challenges

- **Codification:** Separate Item Code had been maintained for each process in Routing. Classifying and converting them as FG and Sub Assembly Items and fixing product routing took lots of effort and time.
- **Data Migration:** Another challenge was to migrate the data from legacy system to Roadmap ERP System; in which, data migration of masters and cut-off data required huge volume of data cleaning, and validation.
- Shop Floor stage wise completions need to be trained to Shop Floor Users and they were very new to ERP System.
- Thousands of Materials need to be carefully planned and procured.
- Raw materials, Bought Out, Work In Progress, Finished Goods stocks required to be classified properly and migrated.



## IMPLEMENTATION HIGHLIGHTS

Roadmap System gone Live within 4 Months of time by implementing & integrating all core modules; in which, submitting project plan, simultaneous support with existing operations, importance to customization & System Live were all done within the scheduled period of 4 months.

MANATEC has given excellent cooperation in all phases of project Implementation Process. Project review meetings, workshops were conducted time to time; wherein, all feedbacks, requirements received from module Users were considered and addressed on time.

Training process were organized to explain the functionality and thereby ensured operational excellence at user levels.

By means of having timely cooperation from MANATEC, the project was able to accomplish within the stipulated time frame.

## BENEFITS



**Successful MRP:** Foremost objective is to make MRP successful for vast spread operations. Roadmap had made its success in shortest duration and thereby, visualized lots of material lying in WIP; with effective Inventory system. Proper Inventory enabled to have complete visibility in material stock, Planning and subsequent procurements.

**Obsolete and Non-Moving Materials:** Obsolete and non-moving materials were identified and corrective actions were taken.

**Tracking of sub-contractors stock of material:** Roadmap integration had made successful tracking stock at Sub-Contractors; System enabled subcontracting department to have physical count of subcontractor's stock and compare & take the corrective actions for the deviations.

**Defective spares** at Service Centers, Field engineers were indentified and taken for fixing the spares and moved back to the Spares Inventory.

**Managing Marketing Activities:** By Roadmap, Marketing & Promotional Activities were carried in time and the process of enquiry, customer relationship, quotations and delivery were made easier. System accuracy enabled insight view of the activities prevailing in the market which enhanced to take prudent decisions in time.

**Follow-up of Equipments AMC:** System made possible to provide triggers for all pending, expired and dues in relate to AMC Support. Instant generation of invoices was made easier and less time consuming; through effective view of customer records.

## BENEFITS

**Support to Trading Activities:** To manage Trading business more effectively and efficiently, Roadmap had proposed a best fit suite to address areas such as Sales management, Customer Relationship management, Easy purchases, warehouse handling and stock & inventory management etc.

**Time-consuming effort to find change histories:** Found hard to accomplish jobs which needs to be addressed in time and of accuracy in operations. Roadmap enabled the system to get into the strategic standards in time and helped to take managerial decision at right time.

**Better Visibility & Control:** Better visibility into production & warehouse operations, inventory levels, stage wise stock in shop floor and with subcontractors/suppliers.

**Reduced Data Entry Process:** Automated process eliminated redundant data re-entry which saved lots of time and energy at different locations

**Workflow based approvals:** Proper workflow based approvals ensured right person authenticating the document.

**Improved Planning:** Complete assistance for complex planning and thereby enriches forecasting capabilities.

**Traceability of rejections:** At every stage of inspection process i.e. Material Inward, Shop Floor etc. the rejections were identified and precautionary steps were taken for better usage of Material.

**Subcontractors Process handling made easier:** System made easy to send material to subcontractors for single or multiple processes and enabled to receive partially processed, fully processed and unprocessed materials and adjust the delivery Challan quantity accordingly.

**Post Sales Service:** Establishment of online service capability for warranty made much easier with enormous custom reports in time. Provides better customer service through improved inventory control and stock holdings

**Improved Customer Satisfaction:** Through easy contact management, customer satisfaction is ensured.

**Timely Reporting Structures:** Better, faster decision making with timely reporting structures available in source made reporting easier.

**Upgraded System in place:** Supports for long-term growth by innovative and upgraded system. ERP provides a state-of-the-art integrated module set delivering strong accounting and flexible manufacturing functionality.

[www.roadmapit.com](http://www.roadmapit.com)



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