

Company

ABI Flow Products Pvt. Ltd.



Industry: **Manufacturing**

Location: **Chennai, India**

Situation

- **Outdated software could not manage inventory**
- **Needed a (software) tool that could calculate output by factoring allocation of raw materials**
- **Needed to manage approvals, supply sourcing, manufacturing, quality and logistics**

Solution :

Microsoft Dynamics NAV

Contact us

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“Our outdated business management software was not able to provide the accuracy and efficiency which we expected. Inventory management was a big problem for us. We were not able to do proper production planning over a period of time”.

Jai Shankar Director, ABI Flow

Custom Manufacturing has it's own unique set of challenges.

ABI Flow manufactures highly engineered components to customer specifications. The process is often called “Engineer To Order.” Every customer and every project is unique. The process for this kind of manufacturing is complex and demanding. Typical steps include supply sourcing, production, quality control and logistics. And each step is preceded by multiple approvals.

Besides being able to track and manage each step in the process, ABI needed a tool that would facilitate the calculation and allocation of raw materials, and then project output in an accurate manner.

“We considered a range of business management solutions including SAP, Oracle, Sage and many other locally developed solutions. After evaluation, we finally selected CEM to implement Microsoft Dynamics.”
Jai Shankar, Director, ABI Flow

At the end of the day, ABI liked the Microsoft Dynamics NAV solution because it met all of their system requirements, PLUS it was more “user friendly.” Microsoft bends over backwards to make the user interface look and feel like other Microsoft products, like Windows, Office, etc. This results in better/faster utilization of the system and ultimately flattens the learning curve and increases functionality.

“After the demo by CEM experts, we were impressed by their professionalism in both management and technical aspects. Time to promise, CEM implemented the entire software in 40 days”.
-Jai Shankar, Director, ABI Flow

CEM's consultant on the job was Ram Kumar who noted: “We did a complete system study and prepared the Functional Requirement Document (FRD). ABI Flow had a vision. They were very clear about what they wanted and how they wanted it. Their management was fully participative. And because of this support, we were able to complete the implementation in such short order.”

Benefits



Accurate inventory management:

“MS Dynamics gave us visible and accurate inventory counts necessary for better production planning.” Jai Shankar, Director, ABI Flow

Ease of use:

The solution was easily adopted by employees at all levels in the organization, and they all received better visibility into all processes.”

Critical planning:

The Capacity Management module helps in determining the requisite input needed to achieve a given output. By establishing, measuring, monitoring, and adjusting limits or levels of capacity, ABI is now able to execute all manufacturing schedules.

Experience

“It has been a fantastic experience working with CEM over the last few months. It has truly been a professionally satisfying experience. CEM's flexibility, technical knowledge and quick turnaround were instrumental in the success of our MS Dynamics implementation. They supported us in all the aspects with on-going customization and whatever other issues emerged.”

- Jai Shankar, Director, ABI Flow