



Microsoft Business Solutions



www.microsoft.com/india/dynamics

Microsoft Dynamics™ is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like and with familiar Microsoft software, automating and streamlining financial, customer relationship and supply chain processes in a way that helps you drive business success.



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ADD COLOR TO YOUR
BUSINESS PROCESSES WITH
NAVI PAINT

Microsoft Inner Circle Partner, 2006
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Microsoft Business Solutions

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Painting a Picture

The Indian paints industry is currently estimated at about Rs 50 billion. And it is expected to grow by 15 percent this fiscal. The number of players is growing and manufacturing costs are high. Efficient management of your resources using the best breed processes and technology is critical to help you maintain that edge in the market.

TESTIMONY



Asian Paints operates manufacturing facilities in 22 countries around the world, and is one of the largest paint companies in nine overseas markets. The subsidiaries that were started by Asian Paints—and also acquired—used different systems and solutions. This led to islands of information and high IT administrative costs. The company's management saw a critical need to standardize operations in its international markets. With this objective in mind, the company chose Microsoft Dynamics™ NAV, formerly known as Navision® software.

Solution

The key objectives in deploying the business solution were to:

- Create a stable transaction system across all subsidiaries that would last at least seven to 10 years.
- Implement a solution that had built-in international modules on taxation and multilingual capabilities to support its offices in 22 countries.

Additionally, Microsoft Dynamics NAV offered a hub-and-spoke model which was ideal for Asian Paints. The hub-and-spoke concept refers to a parent or holding company that uses one business software system (the hub), which is integrated with the systems used by its individual subsidiaries or divisions (the spokes).

Benefits

"Our key objective was to standardize technology platforms and business processes across subsidiaries and regions. Microsoft Dynamics NAV has helped us achieve this objective quickly, efficiently, and cost effectively," comments Aashish Kshetry, Systems Development Manager at Asian Paints.

- Standardized technology platform reduces IT administration.
- Faster, quicker, improved data flow to parent company and regional teams.
- Removes the need for double reporting.
- Multilingual software integrates companies around the globe.



Sadolin Paint Oman Ltd. (SPOL) is the largest paint manufacturing company in Oman. It decided to move from a set of fragmented applications and a locally developed ERP to NaviPaint with the objective of deploying a paint industry specific world-class ERP system at its head office in Muscat and across multiple subsidiaries in other middle-east countries. Sadolin went live as planned on January 1, 2006. Not a single moment was lost due to a problem in the system—hardware or software.

Benefits

- In a short span of 6 months Sadolin was able to bring down bank borrowings by USD 250,000. The company has now embarked on a major initiative to reduce inventories by around USD 500,000.
- Changes in management issues were competently handled by All e Technologies through training and subsequent hand holding done by the All-e team along with Sadolin's internal project team.
- A significant qualitative improvement was seen in the efficiency of business meetings as all relevant data was accurately available for discussions and decision making.
- The order execution is now in the range of 80%+ within 3 working days from receipt of orders. The ability to service orders ex-stock is now close to 60%.

"Our satisfaction with NaviPaint is evidenced by SPOL going for additional granules of Microsoft Dynamics, with the sole objective of moving all legacy and off-line work to a single data base. We clearly appreciate the contribution NaviPaint has made to SPOL in efficiently managing a myriad of issues for profitable growth." N.Balachandran (DGM, Sadolin)



Management Information Systems

Inventory Reports

- Non-moving stocks
- Inventory valuation and ageing analysis

Sales Reports

- Period-wise analysis on volume and value
- Sales vs. Collections
- Credit rating of customers
- Customer service levels
- Product and customer-wise sales margins
- Exception reporting on additional discount or credit waivers



Purchase Reports

- Purchase analysis with details on landed cost
- Raw material cost inflation analysis for a period
- Vendor rating
- Vendor service levels

Manufacturing & In-process QC Reports

- Batch sheet
- Batch cost analysis
- Production Plan vs. Actual Plan
- Comparison of batch-wise possible formulations based on cost and formulation constants
- QC register and quality performance analysis
- Generation of test certificates
- Production order status

About All-e Technologies

All e Technologies is one of the most prominent and reputed providers of Microsoft Business Solutions (MBS). Member of the Microsoft 'Inner Circle' and 'President's Club', All-e has also been a winner of the 'MBS Partner of the Year' award. One of the earliest providers of Microsoft Dynamics (formerly known as Navision) solutions in India and one of the first MBS partners to be 'Gold Certified' by Microsoft, All-e has been actively supporting extended enterprises in India, Australasia, Americas, Europe and Africa. Some of the largest Microsoft Dynamics customers in India have relied on All-e for the implementation and support of their applications globally.



SIMPLY MANAGING YOUR COMPLEX BUSINESS from data to decisions

- You are a member of the dynamic paints industry and want to stay ahead of fierce competition.
- You want to minimize your production costs, but your organizational processes are not dynamic enough to leverage the multiple possible BOM in real time.
- You want to launch aggressive promotional campaigns but can't figure out fast enough whether that boosts your bottom line or causes it to sink.
- You want to enhance the loyalty of your dealers, but find it hard to measure their performance within a meaningful time.
- You want to minimize the costs of carrying inventory and have a better control on cash flows but do not have reliable and actionable data.
- You need to analyze your sales data in real time by product lines, regions and timeframes but your IT systems fail you.

Your information needs are mounting but your data is fragmented and your organization has islands of information. Your current methods are not helping and you need an integrated enterprise system that understands the needs of the paints industry.

'NaviPaint' the comprehensive ERP solution for the paints industry has enabled a large number of companies worldwide to grapple with these challenges. Built on Microsoft Dynamics™ NAV, NaviPaint enables you to go 'from data to decisions'.

Two to Tango: Microsoft Dynamics™ NAV and NaviPaint

NaviPaint is a paint industry specific enterprise resource planning application built on the foundation of Microsoft Dynamics NAV. Developed by All e Technologies (All-e), NaviPaint has delivered results at over 20 locations worldwide with a focus on organizational processes of manufacturing, sales and distribution.

NaviPaint helps paints industries align their business processes with some of the best run companies in the world. All-e's functional experts, product specialists, technologists and project managers hand-hold your organization to successfully traverse the journey from requirements to implementation.

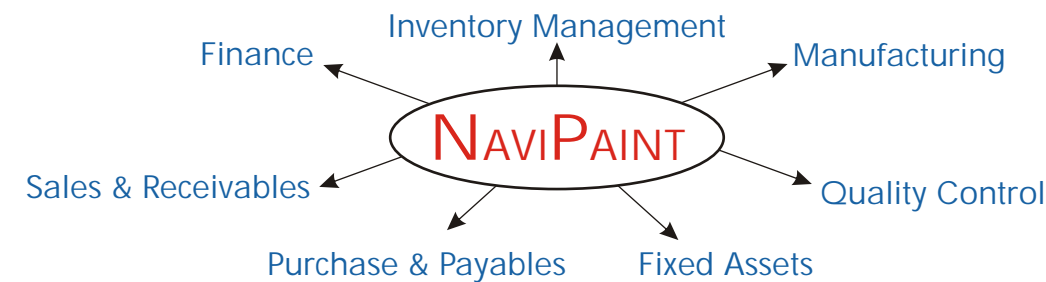


What we offer:

- Financial Management, Supply-Chain Management, Customer Relationship Management and Business Analytics solutions
- Two variants—One localized to suit the needs of Indian customers, another to meet requirements of international clients
- Custom-developing specific functional and reporting needs
- Functional expertise, product specialization, technological edge and project management

Advantages:

- Microsoft Dynamics NAV - world's leading ERP solution for mid market enterprises
- World class solution for the paints industry
- Best of breed paints industry processes vetted by leading global organizations
- Lowest possible total cost of ownership
- Adaptable and customizable
- Can be implemented within a few weeks



NaviPaint and the Paints Process

Preparing Bill of Materials

If you are looking at controlling your production costs, one way would be to add flexibility to your Bill of Material (BOM). NaviPaint can help you create multiple BOMs where you have the option to select alternative raw materials during production. This ability to reach the final product through different inputs is unique to the paints industry and NaviPaint helps you capitalize on that to control your cost of production. Even a small change in the cost of raw materials could have a significant impact on your bottomline.

Managing Promotional Schemes

Sales schemes are turning out to be important drivers of the trade. Paints can be a complex business with the dynamic environment you are working in. NaviPaint gives you an effective control to deal with complexities on region, climate, festivals, etc. A wider range of schemes based on the product type, region, packaging and even on the sales track record of a dealer can be rolled out. You might want to put up a scheme around Diwali in Delhi but have a different scheme around Christmas in Goa. NaviPaint helps you leverage these opportunities. Pricing with NaviPaint is customer-based and it tracks all the items through a batch number.

Quality Control

NaviPaint helps you capture 'in process' quality parameters during manufacturing processes. Constant monitoring of the process helps identify any deviations that might happen along the way. This enables the company to spot the problem in time and undertake corrective measures. After NaviPaint identifies a quality problem with a batch, a decision might be taken to split that batch. The optional 'in-bound' functionality helps you quality control all purchases.



"Within 6 months of implementation, we have been able to bring down our bank borrowings by USD 250000 and we have now embarked on a major initiative to reduce our inventories by around USD 500000"

—N.Balachandran, Sadolin

Reducing Wastage at all Levels

NaviPaint helps you to constantly monitor wastages that might happen at the factory-level. It identifies stock variances that might affect your business. It can also cull out appropriate delivery timelines for you to undertake market-driven business decisions.



How NaviPaint Addresses Your Pain Points

Maps the Paints Manufacturing Process

- Production order creation at batch level and at pack level
- Flexibility to define multiple formulations
- Option to substitute raw material
- Ability to create multiple BOMs



Sales & Schemes Management

- Managing dynamic schemes
- Credit management
- Mechanism to approve sales orders with credit exception
- Management and tracking of postdated cheques
- Provision to store dealer price lists and discount structure
- Provision for uploading monthly credit notes



Automated Quality Control

- Linking of batch number released by QC with production order
- Same number used for both batch tracking and for quality complaints
- Details on critical factors like factory level losses, stock variances, vendor performance on quality, quantity and delivery timeliness made available

"Our key objective was to standardize technology platforms and business processes across subsidiaries and regions. Microsoft Dynamics NAV has helped us achieve this objective quickly, efficiently, and cost effectively"

—Aashish Kshetry, Asian Paints

