

## Oracle Applications Implementation in A Discrete Manufacturing Company

**Client:** The Indian Card Clothing Company (ICC)  
**Location:** Pune, India

### Client Description

Our client, The Indian Card Clothing Company (ICC), is India's leading manufacturer of a range of flexible card clothing, tops and wires, Doffer wires and cylinders. The company operates in a business typology characterized by Make-To-Order scenario. The operating unit has a network of branches and manufacturing and processing facilities in India.

### Business Need

The client was in need for a strong business information system for manufacturing, distribution, finance and enterprise asset management functions. The management felt the need to enforce best practices driven processes and process standardization.

The business challenges faced by the client were:

- Need for a unified way of carrying out business processes
- Replace a legacy system with one which has a reliable transactional backbone
- Provide for a huge volume of product structure data
- Improved ability to deal with huge variety of end products and interim products
- Greater visibility and control over opportunity to order delivery and planning
- Better management of subcontracting process
- Integration of finance and accounting processes with logistics processes

The Project would support the need to have integrated business process system, bring in discipline in the process definitions across business functions and allow information visibility for planning and execution at an organization wide level.

### Solution Offered

The significant deliverables included:

- Presentation of detailed As-Is Processes
- Identification of Issues & Opportunities for improvement
- Enterprise Business Function and Process Model
- Integrated central deployment for Corporate Office, the Manufacturing plant and Branches

Oracle 11i Application suite was selected for being a proven product in the Indian market, its feature richness and price sensitivity to the growing industry segment, as against the competitors of Oracle.

BSI was chosen as the implementation partner on account of its impressive track record in ERP implementations, especially in discrete manufacturing, and a demonstrated dominance in the areas of process understanding, consulting background and commitment to project guidelines.

The implementation covered the head office, the manufacturing plant and branches. The following modules of Oracle 11i Applications were deployed:

- Oracle Discrete manufacturing
- Order Management
- Purchase
- Financials
- Enterprise Asset Management

The implementation was done in a phased manner with Manufacturing, Distribution, and Finance modules being deployed in the first phase and Enterprise Asset Management module in the second phase.

### Benefits to the Client

The benefits of the ERP implementation were:

- Better integration between business processes
- Greater coordination between the head office, operating unit and branches
- Standardized item codification and product structure categorization and item catalogues
- Better management of Job Cards, Specification Card, Daily Production Card
- Improved handling of subcontracting operations
- Greater control over Finance processes by standardization and role based activity control
- Single source of transaction stream for plant and branches to facilitate coordination

### TECHNOLOGY

<b>Operating System</b>	Red Hat Linux Release 4.2
<b>Database</b>	Oracle 9.2.08

### Customer Speak

"We are using the Finance, Discrete Manufacturing, Purchase and Sales modules of the Oracle E-Business Suite (Version 11i)

We thank BSIL team for the extra efforts taken to enable us to go live as per the scheduled date. We have used the system for more than a year without any material difficulties.

We have no hesitation in recommending BSIL services for the purpose of other interested parties." Mr. A.D.Dahotre, VP (Finance) and Company Secretary

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