

ERP

How we got it right
A CEO's Perspective

Conviction

Pre Globalization – Before 1992

- Poor market demand
- Non Availability of technology
- Adequate finance not available

Post Globalization – Current Scenario

- Competition
- Shortened product life
- High risk

- Highly Competitive
- Product range from 3 Lakhs to 1 Crore
- 15 Varieties of Product
- Around 3000 components in each Product
- Highly focused on Out Side Processing (OSP)
- Migration to Best Practices

- Engagement of highly knowledgeable consultant
- Naming the Project **BRITE** and setting clear objectives
BRITE
- Formation of multifunctional core team and fixing clear roles and responsibilities
- Full fledged ERP Product demos using specific business cases
- Scientific evaluation of Vendor / Implementer involving all the functional people

- Clearly defined Objectives, Guidelines, Resources
- Freedom in operations/Commitment by Top Mgmt.
- Empowerment of Team Members
- Rewards and Recognition

- Availability of highly knowledgeable, experienced consultancy – Astral
- Involvement of Top Management & all employees - not an IT initiative
- Young Core team – 23 Nos , Average 27
- Stable Implementation team – Hexaware 7 Nos
- No resource constraint - timely availability of Hardware ,Software & Connectivity
- Good Planning – Total 18 Months

- Accurate P & L on 3rd day
- Information from one source
- Customer satisfaction by cycle time control
- Inventory turn from 2.80 times to 6.00 times
- Kick Off :- 07-Dec-2005 Live :- 07-Feb-2007



Thank You