



Microsoft Dynamics

Fact Sheet

“Integrated Business Solution for Corrugated Box Manufacturers”

Corrugated Samadhan ERP

Integrates all aspects of the business for control and insights for long term profitability and growth.

Overview

Country or Region: Dubai, UAE

Industry: Corrugated box manufacturers in the packaging industry.

Customer Profile

Express Print Pack at Dubai is a leading company in the industry in UAE.

Business Situation

EPP has been using disparate software solutions to manage its information infrastructure for a continually growing business. With additional expansions plans in the pipeline, to meet the demands for a much better product and services coupled with pressure on prices, an acute need for an integrated solution was felt.

A search was made by EPP with the help of a seasoned software consultant to identify a solution for EPP. Scalability, usability, technology upgrade path and most importantly prior understanding of the corrugation business was identified as some of the parameters for identifying a suitable platform and an appropriate implementation partner for the solution. Corrugated Samadhan on Microsoft Dynamics Nav was a unanimous choice of the selection committee.

Solution

A specialized software solution created on a world class business suite, Microsoft Dynamics Nav. Totally integrated, scalable and reliable. Suited and crafted for medium businesses and maintainable.

“We have been very happy with our engagement with Samadhan. They brought in a very good understanding of the corrugation business and an eagerness to learn more if required. We are very sure that we have not just addressed our existing concern but found a strategic partner who we will work with for a long time. “

Mr. Abdulla Zubair, CEO, Express Pack Print

Corrugated Samadhan ERP addresses the unique needs of the industry by giving full control on the operations of a typical company from the time they submit a quote to getting a satisfied and happy customer.

While the software is used for the day to day working, Microsoft Dynamics Nav as a reliable and integrated framework manages the inventory, purchase, sales, customer relationships and collectable control.

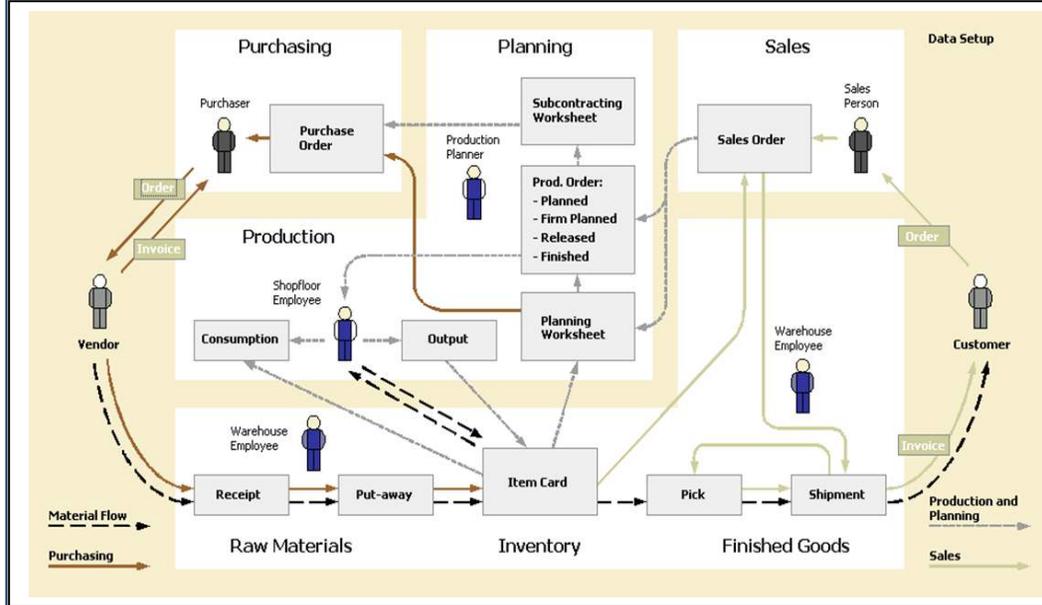
The natural integration of the solution with Microsoft Office which includes Microsoft Excel and Microsoft Outlook (the communication interface) helps the organization in leveraging the information in the integrated solution in multiple ways.

Add on components like payroll, multiple level authorizations, subcontracting, and plant maintenance, quality control are added at to address the complete needs of a growing organization.

Critical Concerns:

- Profitability
- Growth in business
- Costing including the paper calculations
- Inventory management and WIP visibility
 - Raw material
 - Board
 - Finished boxes
- Wastage reduction
- Meeting delivery timelines
- Staying profitable
- Getting a hold on the operations.
- Bringing predictability and control in buying
- Despatch and invoicing management
- Managing multiple locations through one software
- Staying in touch with the information all the time from any where
- Meeting statutory compliances
- Profitability (Customer/ Item)
- Quality Check (Issue of test certificate)

Covers the entire operation



Starts with the correct costing

Each box category is unique. You specify the details as given below to get your costing right. The wastage, deckle size are calculated and made visible. Iteration is possible to decide on the best setup.

	Keep an eye on each customer	
	This Period November	This Year
Sales (LCY)	0.00	122,685.00
Original Costs (LCY)	0.00	8,582.00
Original Profit (LCY)	0.00	114,103.00
Original Profit %	0.0	93.0
Adjusted Costs (LCY)	0.00	8,582.00
Adjusted Profit (LCY)	0.00	114,103.00
Adjusted Profit %	0.0	93.0
Cost Adjmt. Amounts (LCY)	0.00	0.00
Inv. Discounts (LCY)	0.00	0.00
Inv. Amounts (LCY)	0.00	122,685.00
Reminder Amounts (LCY)	0.00	0.00
Fin. Charges (LCY)	0.00	0.00
Cr. Memo Amounts (LCY)	0.00	0.00
Payments (LCY)	0.00	0.00
Refunds (LCY)	0.00	0.00
Other Amounts (LCY)	0.00	3,811,962.00
Pmt. Discounts (LCY)	0.00	0.00
Pmt. Disc. Tol. (LCY)	0.00	0.00
Pmt. Tolerances (LCY)	0.00	0.00

PSINW0020

Cost Sheet Number:	<input type="text" value="PSINW0020"/>	No. of Ply:	<input type="text" value="7"/>
Model Number:	<input type="text" value="0201"/>	Board GSM:	835.00
Reverse Calc Active:	<input type="checkbox"/>	Board Weight (gm.):	802.13
Customer Spec.		Box Weight (gm.):	802.13
Weight of Box (Customer Sp...)	<input type="text" value="200.00"/>	Total Paper Weight(gm.):	806.96
GSM of Board (Customer Spe...)	<input type="text" value="100.00"/>	Deckle	
Box Dimensions		Deckle Size (mm)(Calc):	1,672.00
Length of Box (mm):	<input type="text" value="439.00"/>	Deckle Size (Inch)(Calc):	65.83
Width of Box (mm):	<input type="text" value="383.00"/>	Wastage	
Height (mm):	<input type="text" value="156.00"/>	Left Trim Margin (mm):	<input type="text" value="5.00"/>
D1 (mm):	<input type="text" value="15.00"/>	Right Trim Margin (mm):	<input type="text" value="5.00"/>
D2 (mm):	<input type="text" value="15.00"/>	Total Trim (mm)(Calc):	10.00
Flap (mm):	<input type="text" value="30.00"/>	Board-->Box Wast. Fact....	<input type="text" value="0.00"/>
Number of Outs(Calc):	<input type="text" value="3"/>	Trim Wastage (gm.):	4.83
Length of Board (mm):	<input type="text" value="1,734.00"/>	Board Wastage (gm.):	0.00
Width of Board (mm):	<input type="text" value="554.00"/>	Total Wastage(gm.):	4.83
		Total Wastage %:	0.60

One solution to cover all aspects of business

- Financial Management
 - General Ledger
 - Cash Management
 - Receivables
 - Payables
 - Fixed Assets
 - Inventory
 - Letter of Credit
 - Periodic Activities
 - Report List
 - Sales & Marketing
 - Sales
 - Order Processing
 - Marketing
 - Inventory & Pricing
 - Purchase
 - Planning
 - Order Processing
 - Inventory & Costing
 - Periodic Activities
 - Warehouse
 - Orders & Contacts
 - Planning & Execution
 - Goods Handling Order by Order
 - Manufacturing
 - Product Design
 - Capacities
 - Planning
 - Execution
 - Costing
 - Periodic Activities
 - Human Resources
 - Administration
 - IT Administration
 - Application Setup
 - Subcontracting
 - Subcontracting Order
 - Subcontracting Invoice
 - Subcontracting Process
 - Reports
 - Store
 - Processing
 - Reports
 - CEO DashBoard
 - Accounts
 - Sales
 - Subcontracting
- SMS

Cost Sheet

Cost Sheet Number:	PSINV0020	Production BOM Number:	
Customer No.:	CUST0003	No. of Ply:	7
Customer Name:	Chitwan Blenders and Bottlers Pvt. Ltd.	User Name:	SAMADHAMBINAY
FG Item Number:	ITEM000059	Total Amount:	
FG Detail Specification:	IC FG PG BOX MRW 180ml	Starting Date:	
Unit of Measure:		Ending Date:	
Document Date:	7/10/2013	Date Filter:	

Paper Calculation

Paper Position	No.	Description	Qty P...	Unit O...	L...	GSM	BF	Deckle Size	Take Up	Flute Type	Paper Wei...	P..
Liner1	ITEM000040	IC PAPER PG PAPER 100GSM 167.5...	96.64	KG	##	100.00	167.5	2,055.00	1.00		96.64	J.1
Flute1	ITEM000040	IC PAPER PG PAPER 100GSM 167.5...	144.96	KG	##	100.00	167.5	2,055.00	1.50	A	144.96	J.1
Liner2	ITEM000040	IC PAPER PG PAPER 100GSM 167.5...	96.64	KG	##	100.00	167.5	2,055.00	1.00		96.64	J.1

Other than Paper

Type	No.	Description	Qty Per Unit	Unit Of Measure	Unit Cost	Line Amount	Last Pur...	Wt. Aver...	Total Consu...	Consi...
Item	ITEM000...	IC GLUE PG GLUE IC RM PG ADHESI...	0.00	LITER	20.00	40.00	0.00	0.00	206,44...	
G/L Acc...	400680	Electricity Charges	1.00	NO	2,000.00	2,000.00	0.00	0.00	206,44...	

Some features of the solution

The box specification as given by your customer is the basis for costing, quoting, sales order, production and despatch to customer.

Code	Description	Unit of Measu...	Qualitative	Type
BF	Burst Factor	BOX	<input type="checkbox"/>	QA
BOARD GSM	Board GSM	GSM	<input type="checkbox"/>	QA
FINAL BIN...	Stitched or glued	NO	<input type="checkbox"/>	QA
INSPECTI...	INSPECTION RESULT	CODE	<input checked="" type="checkbox"/>	PM
LENGTH	LENGTH	CODE	<input type="checkbox"/>	QA
MC	Moisture Content	PERCENT	<input type="checkbox"/>	QA
NO OF COL	No of Colors	NO	<input type="checkbox"/>	QA
NO OF STI...	No of Stich	NO	<input type="checkbox"/>	QA
PAPER GSM	Paper GSM	GSM	<input type="checkbox"/>	QA
PLY	PLY	NO	<input type="checkbox"/>	QA
PRINT Q	Print Quality		<input checked="" type="checkbox"/>	QA

The material flow

The costing is converted into a quote and then to sales order. The sales order complete with packaging instructions, delivery schedule now becomes the basis of material planning. You take into account what you already have in stock and then order for that quantity you are falling short for the order in hand.

Paper supplies under scanner

There is provision to record the material despatch behavior of paper suppliers. They have a habit of sending short or excess or send material with qualitative deviation. All such deviation are recorded and used to manage the vendor relationship.

Paper rolls are tracked

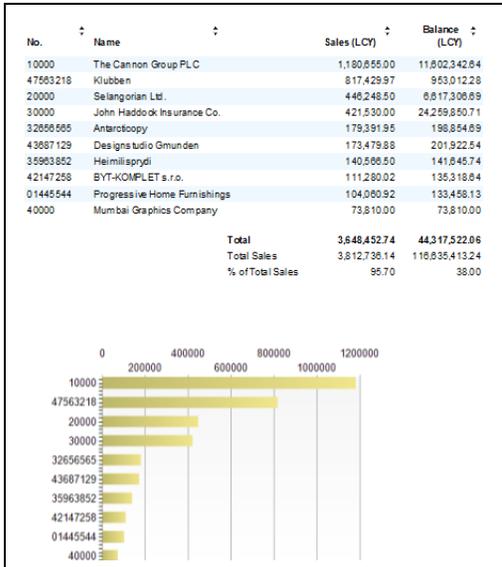
The paper receipt is by rolls and each roll is identified right at this stage and all issues to the production floor are in terms of rolls only. The software creates a roller sticker for each roll which help in tracking it down.

100		2055	
B.F -	167.5	Wt. -	370
U.ID -	R0060	PO -	PO00043

Drawings and documents can be attached

The box with all dimensions, scanned copy of order and despatch documents, ISO standards, quality certificates, machine drawings are some of the documents which can be attached at a relevant context in the

Top ten customers report by sales and by balance



solution to be called for view whenever needed.

Paper wastage management

Facility to compare the theoretical wastage (as designed) versus actual wastage helps you keep an eye on wastage and hence control it

Quality parameters flow through the entire solution

GSM, BF (bursting factor), moisture content, color and any other relevant parameters are defined by you once and used to specify it in the purchase order. When you receive the material quality check is done on the same parameters and when you ship the finished good another set of parameters like BF, thickness, weight, compression and edge crash are used to record the status and used to generate quality certificate for each consignment.

Integrated purchase planning

All the material which has been planned the

- All the materials which have been planned in Production Bill of Material (running Production Orders).
- All the materials (not related to production) which has been requisitioned by various users.
- The expected consumption should be calculated based on remaining production order quality and is taken into account including the current available stock and safety stock.

The planner may decide the vendor on the same screen and create a Purchase orders.

Purchase integrated with quality

While generating the purchase order various desired quality parameters are defined with the desired value range (Max. Min. Normal). The material is received by store and sent for quality inspection. On receipt of the material by stores, the stock goes up with valid financial impact on a predefined ledger (say stock waiting for QA). This received stock cannot be used for production as the final acceptance decision is awaited by quality. The QA department does the

KEY PERFORMANCE METRICS

01/01/2011..01/31/2011

Profitability Indicators

	Target
Net Income for Period	(34,743,452) (37,202,730)
Gross Margin	-57% -65%
Profit Margin	-57.6% -65.0%

Liquidity Indicators

Current Ratio	1.04
Quick Ratio	0.72

Solvency Indicators

Interest cover	-
Debt Ratio	80%
Debt to Equity	392%
Capitalization Ratio	29%

Operating Performance Ratios

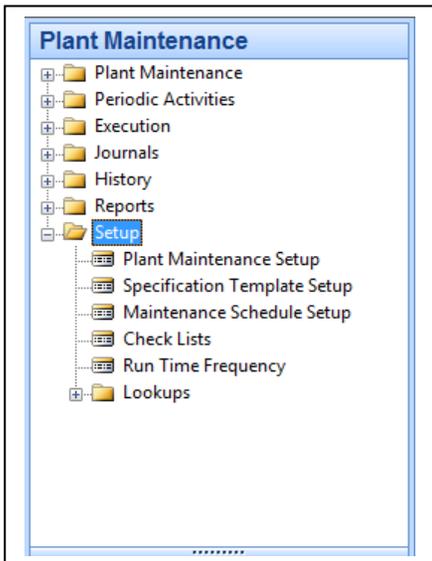
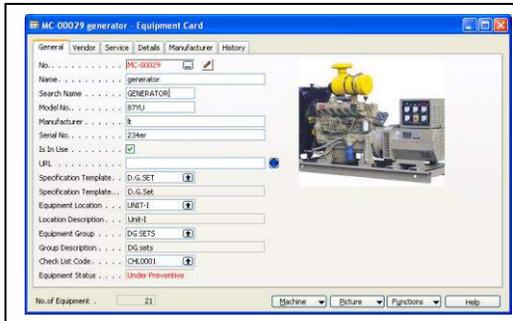
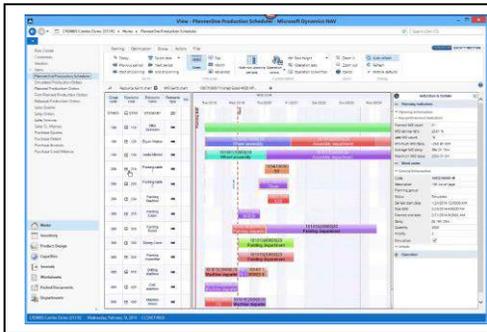
Working Capital Turnover	77.8
Fixed Asset Turnover	8.7
Total Asset Turnover	2.5

following aspects are considered:

- All the materials which are below the reorder level.

inspection based on the pre-defined sample size, does the recording of the test values and takes a decision on Accepted and Rejected

Advanced production planning and scheduling built in to the solution



quantities. On posting done by QA, the Accepted quantity increases the stock and the rejected quantity is accumulated on Rejected location for further course of action. The rejected material can be sent back to Vendor or it can be recycled/ repaired and used.

Production data tracking is simplified

There is facility to record production stage wise as per the possible recording points. The paper and other ingredients are used to manufacture corrugated sheets and this in turn is used further to create boxes, either manually or with the help of machines.

The backward flushing can be set up to automatically consume the material associated in BOM for a category of box, the ERP. Hence the stock available is automatically adjusted.

Production planner's console

The console has a view of all the production orders in one place. The newly created production orders, the in process production orders with the order quantity, remaining quantity etc. The planner us the console to:

- To halt some orders for the time being.
- Resume the halted ones.
- Cancel some order or short close them
- Re-schedule some orders with new start date
- Modify the quantity of the orders

Postdated cheques – handled securely

There are postdated cheques being received from customers and also issued to vendors. There is a provision to record the details of the postdated cheques so that cheques are presented to the bank on due dates. Such cheque amount are accounted for as Bills Receivable (Under Current Asset) and Bills Payable (Under Current Liability) till these are presented in the bank. A full tracking of the instruments is handled.

Corrugated Samadhan ERP on Nav 2013 R2

Nav 2013 R2 is the latest version of Microsoft Dynamics and comes with new features like 3 tier architecture, and web based user interface.

Hosted server availability

You may opt to have your server on the cloud to save on the hassle of buying and maintaining a server, giving it internet connection, uninterrupted power supply, backing it up and employing a person to look after it. Samadhan can assist you in getting a server on the cloud, easily and economically.

Business intelligence tool (JET Reports) multiplies the utility of data in ERP

While the business is being run on the ERP, Jet reports pulls out live data in Microsoft Excel and presented in graphical format to help you understand it easily and take immediate action.

Prod....	Prod Status	Line ...	Item No.	Description	Location ...	Quantity	Finished Qua...	Remaining Qu...	Scrap %	Due Date	Starting D...	Starting Ti...
101001	Halt	10000	LS-100	Loudspeaker 100W Oakwood...		15	0	15	0	26/12/2013	25/12/2013	8:00:00 AM
101003	In process	10000	LS-100	Loudspeaker 100W Oakw...		10	10,000	0	0	01/01/20...	31/12/20...	8:00:00 AM
101004	New	10000	70000	Side Panel		2,000	0	2,000	0	17/10/2014	16/10/2014	8:00:00 AM
101005	New	10000	1000	3 Ply B Flute Brown Top RSC ...		12	0	12	0	23/10/2014	21/10/2014	10:35:00 AM
101006	New	10000	FG00007	KEEPN BOX RECTANGLE 122 ...		20,000	0	20,000	0	05/11/2014	22/10/2014	8:00:00 AM
101007	New	10000	FG00007	KEEPN BOX RECTANGLE 122 ...		15,000	0	15,000	0	05/11/2014	24/10/2014	12:00:00 PM
1011003	In process	10000	1000	Bicycle		16	0	16	0	31/01/20...	28/01/20...	2:55:00 PM
1011004	In process	10000	1000	Bicycle	BLUE	100	20	80	0	29/01/20...	09/01/20...	2:10:00 PM

Built in Excel based business intelligence



Visa and passport renewal dashboard and alerts for overseas employees

Employee ...	Type	Type Of Visa	Action	Action Code	Select	Action Status	T...
E-0108	Employee	Work Permit	Application for Work P...	WP_APP	<input checked="" type="checkbox"/>		
E-0108	Employee	Work Permit	Medical test	MED_TEST	<input type="checkbox"/>	Accepted	
E-0108	Employee	Work Permit	Finger Print	FP_TEST	<input type="checkbox"/>	Rejected	
E-0108	Employee	Work Permit	Qatar ID		<input type="checkbox"/>		

The Microsoft Dynamics Nav edge

Microsoft Dynamics NAV features a built-in development environment in addition to a flexible architecture, facilitating an easy customization and extension of core capabilities. It delivers value by increasing process efficiency, enhancing workforce productivity, cutting operating costs, boosting employee and customer satisfaction and enabling better and faster decisions.

Benefits - general

- Enhanced capacity to handle higher volumes and more diverse activities
- Budget/estimate control
- All activities are reported and the results of the activity is available for scrutiny
- Manage the finance better
- All locations part of the same information system
- Software is not person dependent
- Have a software which is “ stable format”
 - No holiday
 - No mistake
 - Dependable
 - Not dependent on key persons
- Role based ‘User Level Security’ in Software
- Controlled & restricted visibility of related data
- Delegated working as against hands on management with requisite control on business
- Achieve fast growth and sustain it
- Manage all business interfaces with ease

Profitability addressed squarely

A transparent information system helps in arriving at order wise, customer wise, item wise profit/ loss. The actual costs against

estimation done at the planning can be seen on the click of a mouse.

Dramatic reduction in the need for direct supervision

This helps the promoters is delegating with comfort. They can now employ their entrepreneurial resources where it is used in the best manner rather than using them on running the mundane aspects of business.

Traceability

With increasing concern on quality, backward and forward item traceability is provided for in Corrugated Samadhan ERP.

Statutory reports

Compliance is easy as all reports are automatically created as the transactions are held in the organization.

Provides Seamless Integration

"Corrugated Samadhan ERP on Microsoft® Dynamics™ NAV provides with total integration on almost every aspect of your business.

It is stable, fast, and if necessary, can be customized quickly and easily even by your IT staff. As a fully integrated solution, Corrugated Samadhan ERP on Dynamics NAV can help you control all business processes through one application. This can eliminate redundant processes and dramatically reduce the company’s paper trail.

Enhances Stability and Security

The sophistication and scalability of the with the company’s growth plans and industry norms and standards. The secure, integrated business solution provides reliable information to make critical business decisions.

Increases Productivity

Productivity levels increase due to automated processes and streamlined operations. With

For More Information

For more information about Microsoft products and services, go to: www.microsoft.com

Software and Services

- Microsoft Dynamics – NAV 2013
- Microsoft Windows Server 2008
- Microsoft SQL server 2008

Hardware

- IBM compatible servers

Partner

- Samadhan



Registered office:

806, Mahabir Tower, Main Road, Ranchi India 834001

Phone: + 91 92040 66516

www.samadhanindia.com

Email:

info@samadhanindia.com

Microsoft Partner

Silver Enterprise Resource Planning

relevant information available to employees, you see increased efficiency, effectiveness, and responsiveness within 2 months of going live on the solution. It is estimated that you can easily save 3 to 4 man years as employees are able to collaborate more effectively and contribute efficiently towards their job due to access to the right information at the right time.

Improves Speed and Access to Information

Corrugated Samadhan ERP on Microsoft® Dynamics™ NAV improves the speed of obtaining information. The biggest benefit is that Microsoft® Dynamics™ NAV provides consistent, accurate information you can analyze.

There is no need to consolidate data from various systems in order to obtain the required report. Access to up-to-the minute data ensures accurate planning and decision making.

Enhances Business Decision Making

Corrugated Samadhan ERP provides realtors with better visibility of its business. They can now extract the right information at the right time to make informed business decisions. Knowing the data is consistent and accurate manage the business more effectively.

Remote connectivity

The software can be accessed from anywhere using internet. This means that all the sites can use internet to update work progress daily and the travelling executives and sales persons have a ready access to the data needed by them to conduct the business effectively.

And the solution is still customizable

Though Corrugated Samadhan ERP is a very comprehensive and integrated solution, it has capacity to be enhanced and customized to

meet the specific needs of the particular customer.

About Samadhan

Samadhan is a Microsoft Partner with Silver competency in ERP, specializing in ERP implementation, and has expertise in providing state-of-the-art and innovative InfoTech solutions for manufacturing, leather and garment exports, auto ancillaries, sales and distributions, retail, printing presses and similar industries.

An Information Technology Consulting Company set-up in 1989 in India, it is a leading solution provider in Eastern India on Microsoft Dynamics, SAP and Jet Reports.

Microsoft 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 familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success.

For more information about Microsoft Dynamics, go to:

www.microsoft.com/dynamics