



# VISTAS

Samadhan Newsletter

April 2016

## Second Solution-Roundtable on Corrugation Samadhan ERP @ Dubai

Samadhan and Microsoft Gulf is organizing the second annual roundtable on 19th May 2016 at Microsoft Gulf FZ – LLC, Building no. 8, Dubai Internet City, Dubai from 10AM to 2PM. We are happy to share the brief agenda of the event with you.

### Improved features

Over the years the corrugation specific ERP developed by us has become better because of the continuous learning we have had from 6 customers who are using our solution so far. We will be showcasing the current version with many new useful features. Mobile interface, bar code integration, intelligent production planning features which is already working well for our customers.

### Availability of the solution on Microsoft Dynamics Nav 2016

Ease of deployment, ease of use through Universal App on any device and power full features for electronic document, posting preview, deferrals, positive pay to stop fraud, work flow for anything and everything, are some of the features which are available on Nav 2016. We will showcase these features to the invitees. Our new version of Corrugated Samadhan ERP on Nav 2016 will be available in June 2016.

### Drag and drop advanced production planning and scheduler—PlannerOne

Our customers now have an option to manage the production planning using PlannerOne, an add-on solution fully immersed in Nav 2016 and with Gant Chart view of the capacities as well as the production orders.

### Hosted Corrugated Samadhan ERP on Nav is extremely popular now

50% of our customers are using the hosted solution. No need to buy server, power them and manage them; no need to invest large sum to buy perpetual license. All that is needed is implementation services from us and payment of solution rentals. Low investment barriers, ease of management, elasticity of the solution and ease of adding locations to the same solution is extremely appealing to our customers who have a good internet availability in their company.

### Customer speak—some thing special to look forward to

Samadhan is always very happy to have our customer tell their stories to their peers in the industry. We are grateful for their support and feedback. Our real reward is when our solution works for our customers and they feel happy. Our day is made.

We welcome you to join our event at Dubai. [Please use this link to register.](#)

*"We have no option but to address our internal efficiencies. We need to do that for our survival and not for any other esoteric reasons.*

*We have our customers who demand price reduction year after year. They also demand better and better product and also with better services.*

*We have our suppliers who work in a cartel and give us no bargaining leverage. The prices and the credit terms are getting more and more adverse for us.*

*Sandwiched between two ends, all that we can and must do is to get our own act better. We have to reduce wastage, improve capacity utilization, reduce manpower, save interest costs and exercise controls in real time. The only way to do this is to first understand that internal efficiencies need to be addressed and for that a good ERP is not a choice but an absolute must.*

*We cannot keep changing the ERP every year and hence we need to choose very wisely. The decision on ERP must not be taken on the cost of implementing an ERP alone. Once we chose an ERP we need to stay with it for 10 years. It must be on robust platform, have a technology roadmap for next 10 years and it must have a large ecosystem.*

*We like Corrugated Samadhan on Microsoft Dynamics Nav as it fits our criteria of what an ERP should be for our industry."*

*Excerpts of our discussion with the CEO of one of the corrugation companies in India.*

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## ERP Solutions @ Samadhan

Corrugated Samadhan

Print Management Samadhan

Leather Samadhan

Pebblestone Fashion Samadhan

## Corrugated Samadhan ERP now available on Nav 2016

Corrugated Samadhan is now available on Nav 2016 is the latest version of Microsoft Dynamics.

## Nav 2016 comes natively integrated with Microsoft Dynamics CRM

The lead to cash cycle can now be addressed by your sales people in CRM and Microsoft Outlook which they are most familiar with, while the fulfilment and accounts are dealt with by the back end team who use Microsoft Dynamics Nav. However, both are seamlessly integrated with each other.

## Universal app allows you to access the solution from any device

Rich client is available on laptop and PC where the client software is installed, browser access from any browser, through apps on tablet and also on smartphones of all varieties; windows, iOS or android.

## Document management

Document can be sent and brought in as per schemas predefined. The solution can also reduce data entry by using the optical character recognition features.

## Workflow for almost everything

This is now an all pervasive feature of the solution. Available for all activities including sales, purchase, payment, receipt, customer/vendor/item creation but not limited to them.

## Power BI (Business Intelligence)

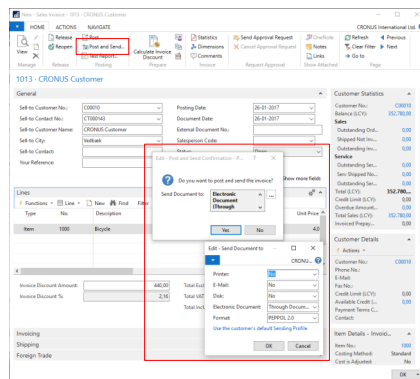
With this package, users can start using and exploring their own data using Power BI in just a few minutes. The dashboard gives users KPIs and charts on their sales and finance data.

Each report contains multiple charts for a given set of data. Users can modify, copy to new, or create new content on the pages to

get KPIs and charts from the data that fits their individual needs. Users can pin report elements to their existing dashboard or they can create a new dashboard.

## Electronic documents

You can send and receive electronic invoices and credit memos in the Pan-European Public Procurement (PEPPOL), B2G format, through the freemium document exchange service Tradeshift. Received electronic documents are integrated into the document management features, for example, they are stored in Incoming Documents, along with PDF or scanned paper invoices. From here, users can create pur-



chase invoices and purchase credit memos, or general journal lines. You can add workflows to automatically process any incoming electronic document.

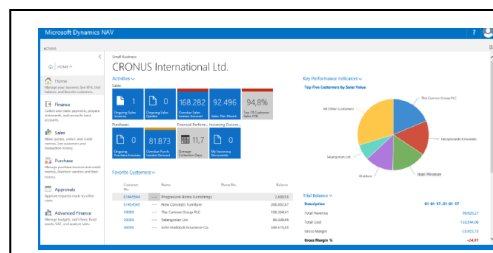
## Use positive pay to avoid fraud

Create a positive pay file with payment information to send to your bank. Default formats available for Citibank and Bank of America. Maintain positive pay history to view summary and detail for later reference.

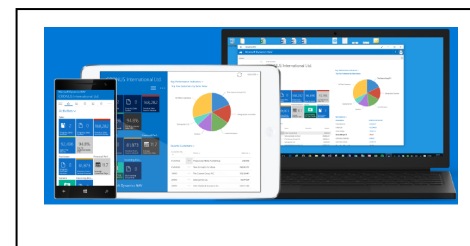
## Use deferral to post income and expense for future in one go.

Deferral functionality allows the user to automate the process of deferring revenues and expenses over a pre-defined schedule. This is available for Sales and Purchasing Documents and General Journals.

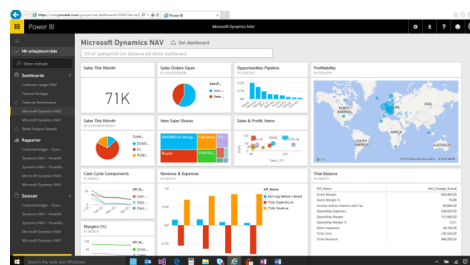
## Role tailored rich client user interface in Microsoft Dynamics Nav



## Uniform user experience across devices



## Power BI (Business Intelligence)



## Our platform partners



## Corrugated Samadhan ERP is vastly improved now

### Intelligent production planning

A corrugation plant will like to use the capacity of the installed machines to the full. The same can be done only when the paper reel and corrugation rolls changes

<b>WBF112</b>		<b>1650</b>	
U.ID -	R/16/00804	Wt. -	1517
GRV Date -	25/02/2016 V.-R. No. - 3350215515		
SUPPLIER	Ekman Pulp and Paper Limited		

HOME ACTIONS

View EIR New Calculate Schedule Manual Adjustment Post Generate OPS Data Schedule Close

Remove Un Selected Line Schedule Print Notes Links Refresh Clear Filter Go to Previous

S16/00024

Schedule Date: 12/02/2016 Status: Open Shift Code: GEN MyShift: 2000 Machine No.: PC0001 Machine Name: 3H CORRUGATION BOA MC Devide Size: 1,800.00 MC Ups: 4 MC Speed/Mph: 80 Total Linear: 163,200.00 Linear Cap/Marke... 29,999.17 Trim Calculato... Min Trim: 30.00 Max Trim: 50.00 Manual Ass...

Cor: Schedule All Job

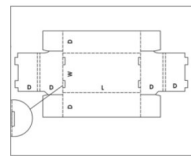
No. of Ply	Plate	GPM Ident...	Customer Name	Item Code	Item Description	Prod. Order No.	Prod. Order Quantity	RPO Finished Quantity	RPO Remaining Quantity	Quantity In Other Schedules	Quantity To Schedule	Avail Quantity
3	B	119ALB12...	SUPER GLAF PURE WATER CO.	BOARD00...	BOARD 3-PLY BROWN SUPER GLAF...	432	25,000.00	0.00	25,000.00	0.00	25,000.00	25,000.00
3	B	129ALB12...	CONFIDENTIAL PACKAGING CARTO...	BOARD00...	BOARD 3-PLY WHITE 301 0014 - L...	412	26,000.00	0.00	26,000.00	0.00	26,000.00	26,000.00
3	C		STANDARD CARPET INDUSTRIES LLC	BOARD00...	BOARD 3-PLY BROWN MELLEMLP...	273	2,500.00	0.00	2,500.00	0.00	2,500.00	2,500.00
3	C		STANDARD CARPET INDUSTRIES LLC	BOARD00...	BOARD 3-PLY BROWN CORRUGAT...	338	5,000.00	0.00	5,000.00	0.00	5,000.00	5,000.00
3	C	135ALB15...	STARS PLASTICS INDUSTRIES LLC	BOARD00...	BOARD 3-PLY BROWN CTM0021 - ...	161	4,000.00	0.00	4,000.00	0.00	4,000.00	4,000.00

are minimized. However, all this has to be done in line with stock availability, customer delivery time line and the heating system in use at the plant. Our solution presents data in the way you require to make intelligent databased decisions.

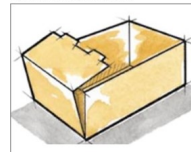
### Paper reel labels are now bar code enabled

This gives ease of tracking reels, identifying them and using them. Butt reels are handled in the same manner.

### Visuals now a part of item master, design, production planning and job card



Right-click the image for options.



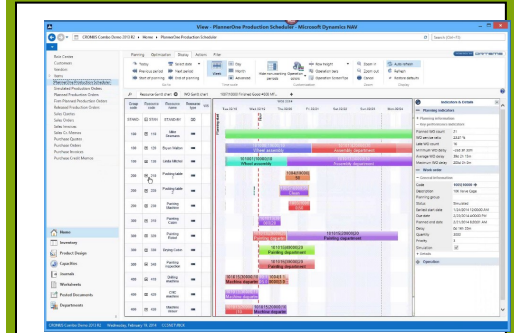
## Customer add @ Dubai

Our most recent customer add at Dubai Industrial City happened this month. The customer liked two things. Our immense understanding of the corrugated business and very cool features of Microsoft Dynamics Nav. The vast ecosystem of Microsoft Dynamics Nav also gave a sense of comfort to them.

They are also involved in BOPP, paper adhesive tapes, duct and aluminum foils. We will be mapping these products on the same solution, thereby giving one uniform and integrated framework to manage the entire business.

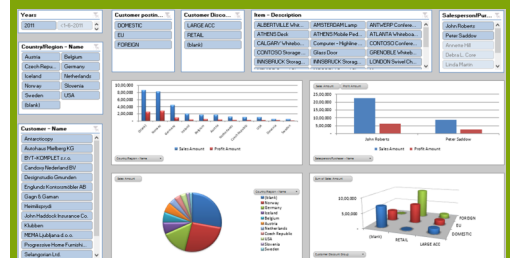
We plan to go live in 2 months and so does the customer.

## Advanced production planning and scheduling built in to the solution (optional)



The visual drag and drop feature of PlannerOne brings all constraints on the desktop and assists the planner in addressing scheduling effectively. The delivery timelines are met and the capacity utilization is also improved.

## Jet reports, in Microsoft Excel and linked to ERP



KEY PERFORMANCE METRICS			
4/10/2012_10/20/2012			
Profitability Indicators	Target	Balance Sheet	4,102.00
Net Income	347	Fixed Assets	5,100.00
Gross Margin	19%	Current Assets	4,217.00
Profit Margin	8.5%	Total Assets	9,317.00
Liability Indicators	-4.42	Current Liabilities	-6,015.00
Current Ratio	-4.97	Long Term Liabilities	6,317.00
		Equity	6,015.00
Equity Indicators	1.1	Total Liabilities	4,217.00
Debt Ratio	-4%	Capital Employed	4,898.00
Capitalization Ratio	8%	Working Capital	3,176.00
Operating Performance Ratios		Activity	
Inventory Capital Turnover	6.2	Days Sales Outstanding (DSO)	104 Days
Fixed Asset Turnover	6.2	Accounts Payable Days	227 Days
Total Asset Turnover	6.2	Inventory Days	1108 Days
		Tax Management	
		Effective Tax Rate	8.0%

## Our platform partners



## Our customers are counting the benefits, so can you.

### **Payback in less than a year**

The solution has helped us produce more from the same plant with all overheads same. The contributions from additional production can pay back the total investment in ERP in less than a year. The extra cash can then remain with the business year after year.

### **Debtors turnaround impacted favorably**

"It is not that we did not know who owed us how much and when, we did and were working on it aggressively. But after the ERP came in we found a number of pleasant surprises in this area. Our disputed invoices reduced because we were complying with all requirements of the customer as a design now. The mistakes in invoices were completely eliminated and we were able to link all related aspects of the transactions with ease and enter into any discussion with our customer very confidently. Net to net our number of days of outstanding came down." Quipped one customer of Samadhan

### **The inventory turnover is increased**

The system helps us identify the age of the paper when we choose the paper. By continuously using the age as a parameter we are not only improving the inventory turnover but also reducing waste age of paper otherwise attributed to age.

### **Dramatic reduction in the need for direct supervision**

The solution helps us delegate effectively. Hence the entrepreneurial resources are used at appropriate place rather than getting used in running after the mundane aspects of business.

### **With ERP in place we will now add more units**

One of our customers now feels confident to add more corrugation units in the same or different geography.

### **Remote connectivity improves work turnaround**

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.

### **The enormous experience of Samadhan is a great help**

Samadhan is one of the most experienced Microsoft Dynamics Nav partners in India. With over 50 ERP implementations, (6 of them in the corrugation industry itself) they not only know Nav in and out, they are also aware of the nuances of a number of industries. The consulting as well as the product knowledge is immense and very useful for us.

### **Do note additional benefits**

#### **Allied business can also be mapped to Microsoft Dynamics Nav**

We have so far mapped Thermocol and bubble packing to the corrugation solution. We are working with one customer to map their adhesive business also on the same solution.

Print Management Samadhan is another specialized solution available with us with three customers already using the solution in India. Hence printing as part of corrugation or as a standalone business can be very well addressed by us.

#### **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 further to meet the specific needs of the particular customer.

## The best time to implement Corrugated Samadhan in your company is NOW !

- Our solution is ready and cruising
- Work just as well for automated as well as the semi automated units
- Available on hosted model for a low entry level investment
- Works on any device
- It is available on the most recent version of Microsoft Dynamics Nav 2016
- If you decide to go for on-premise solution we have attractive price for license valid till 15th June 2016

## Contact Us

Give us a call for more information

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## Our platform partners

