

VISTAS

Samadhan Newsletter - India Corr Expo 2019 Edition

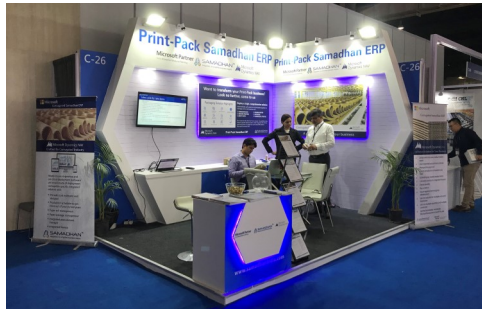
Sep 2019

We were happy to see you again in India Corr Expo 2019

We met industry members like you in 2016, 2017 and 2018 and this time again Samadhan has participated in the latest edition of India Corr Expo 2019 in India.

India Corr Expo 2019 is the India's leading tradeshow for the global corrugated manufacturing industry. The event features the latest, most innovative corrugated equipment and consumables on the market. A sourcing platform for manufacturers of corrugated boxes, honeycomb paper-board, paper stock models and paper pipes, India Corr Expo attracts manufacturers, buyers and end users alike. It is a must-attend event that sharpens participants' competitive edge by providing networking opportunities, technological updates and news of the latest industry developments.

We are very happy that we have been able to showcase a complete portfolio of Printing, Packaging and Paper solutions. This includes Corrugated Samadhan, Folding Carton Samadhan, Gravure Samadhan, Paper Bag Samadhan and Kraft Paper Samadhan.



ICCMA congress 2019 probably had one of its best sessions this year. By focusing on issues of commoditization, coexistence, compliance and culture, it sought to address the most pressing needs and dilemmas of the industry. Keynote speakers such as Mr. Kirit Modi, Mr. Devdutt Patanaik, Mr. Piramal, Merchant of S P Jain Institute, Mr. Amit Sanghvi of Centre of Excellence for SME at CII, Mr. Amitav Mukherji of ITC and Mr. Pankaj Shah had well-articulated talking point addressing the core theme.

At the India Corr 2019 our solutions received rave reviews from prospects and all our existing customers. Print Week ran an interview of one of our valued customers on their journey of selecting and implementing our solution.

"We use it for two of our manufacturing plants and five warehouses. All of them use a single solution. We have a two-way communication established with the ERP and our BHS line. We now use barcodes extensively in the solution for all items, including our spares. This has resulted in a faster turnaround for orders, for supplies, for inventories and for the working capital. Once we have this system, growing further will not strain us on account of information system. We just need to extend the same to the new business or outlets," Quotes our customer in Print Week." All this results in a faster turnaround. For orders, for supplies, for inventories and for the working capital. It is easier for us to manage the business. Wastages are in control. Once we have this system, growing further will not strain us on account of information system. We just need to extend the same to the new business or outlets.

In this Issue

- ICCMA proceedings and how Samadhan addresses or plans to address some concerns
- Agility driven by insight
- Customer focus like never before.
- Microsoft framework to configure the intervention and also to measure their impact
- Netronic's Visual Production Scheduler for agility at shop floor
- Features to manage FSC (forest steward council) compliance
- Supply chain integration with portal and Custom Build Mobile App integrated with Microsoft Dynamics
- New solutions launched
 - Folding Carton Samadhan ERP
 - Kraft Paper Samadhan, an industry solution for kraft paper manufacturing mills

Our platform partners



ICCMA congress proceedings and how Samadhan addresses or plans to address some concerns

Mr. Devdutt Pattanaik mentioned that goddess Laxmi is naturally attracted to Lord Vishnu because he is the deity who is the problem solver. To do so he does not mind coming down from Vainkuntha to bhooloka and transforming to address issues to install order and dharma. The packaging industry has to choose whether they will get worried stiff about the competition (like Indra in Heaven) or focus on new and innovative ways (by being at the shop floor of customers—the bhooloka) by transforming itself (new Awatars) to address unique and specific needs of its customers and hence create a niche.

Mr. Pankaj Shah said, businesses need to understand that disruptions by Porter's five forces (industry rivalry, threat of entry, threat of substitution, bargaining power of suppliers and buyers) are natural to all businesses. Not understating it and wanting to maintain status quo will force the units to commoditization and hence a pressure on margin will keep on increasing. In order to reorient ourselves, we should focus on our customer's needs and delve deeper into what the market requires. That would help us to find niches for ourselves and allow us to differentiate each unit with its fellow units.

Mr. Kirit Modi sought to share his love for acronyms with us. He argued that businesses were currently plagued with VUCA- volatility, uncertainty, complexity and ambiguity. The economy is on a downward slide; a 5% GDP growth rate is not at all conducive to a business environment. Demand and supply chains have started to contort. What we need, therefore, is a VICA attitude- vision, innovation, collaboration/coexistence and agility.

On another train of thought, Mr. Amit Agarwal and Mr. Amitav Mukherjee talked about the upcoming compliance regulations and the need to introduce a culture of compliance in our companies. Compliance regulations are going to get tougher and more stringent in the future. The costs of complying and not complying are going to mount high. Mr. Mukherjee also made a point about how to build a culture of compliance. In his words, "Culture and brand are two sides of the same coin,".

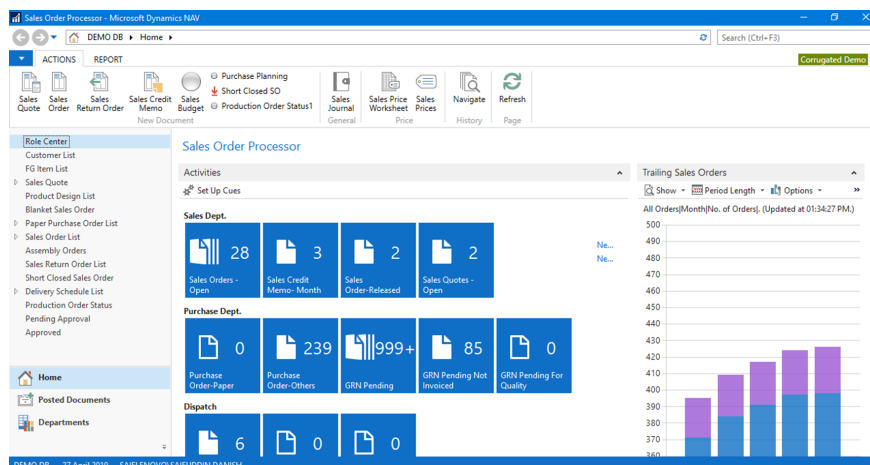
Corrugated Samadhan assists you in the current times in many ways.

Insights drive your agility.

Integrated data in your business, presented in an actionable manner helps you use it.

Benefits of Netronic's Visual Production Scheduler (VPS)

- Visualize, schedule and optimize production orders & capacities
- Gantt chart shows production schedule
- Capacity load chart shows utilization of resources or resource groups
- Drag & drop production orders and production order operations
- Resolve scheduling conflicts via a left or right movement adjusting the demand date of a production order
- Manage resource & resource group loads via capacity load charts



Actionable Cues on your login helps you act on parameters you decide to monitor.

Our platform partners

Focusing on customer needs starts from capturing every minute details about his requirement at pre-order stage and using it while delivering. Customer complain module keeps you tuned into the feedback from customer end.

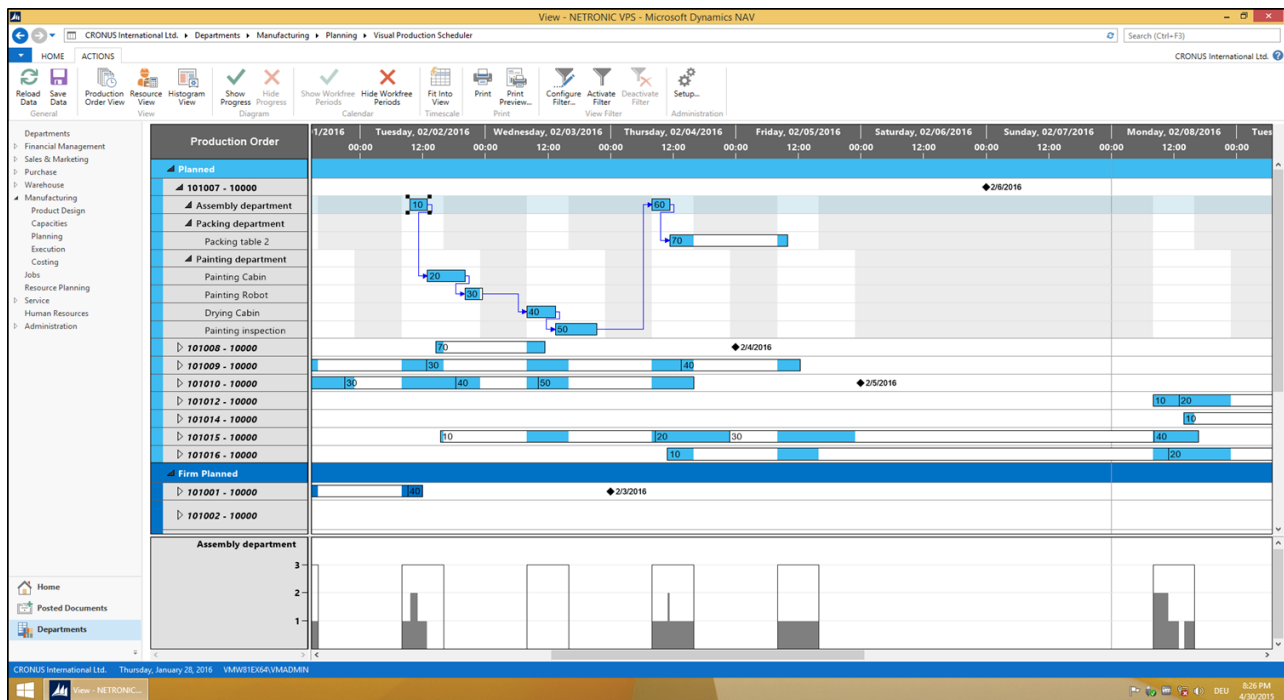
Framework helps systemize intervention and also measure their effect in ongoing basis

Most importantly business transformation which is the need of the hour, needs a flexible and configurable and ever evolving platform like Microsoft Dynamics NAV, where you can actuate it and see the response of transformation to navigate on the face of the headwinds in the environment.

Corrugated Samadhan gives you all this, ready and deployable, actually a great gift to the industry.

Response to changing customer requirement made easy by GANT chart view, job-wise, machine wise and material wise

We are proud to announce the release of NETRONIC-Visual production scheduler add-in that allows you to see how your operations are proceeding on a single page. This ingenious piece of technology allows you to see production orders, production order lines, capacities, capacity utilization, bottlenecks and delivery times at a single glance. With a simple drag and drop movement, you can resolve conflicts, re-plan, reorganize your production process and improve your resource utilization.



FSC Compliance—the recent feature of Corrugated Samadhan makes you ready much before this compliance becomes mandatory

In the attempt to have a futuristic outlook, we have integrated compliance cost measures into our solution as per the FSC (forest steward council) guidelines. Companies can now view what steps they should be taking to adhere to the regulations and costs of compliance/or of non-compliance.

Supply chain integration boosted by the customer vendor portal and mobile app which seamlessly integrates them to your ERP
Samadhan has also rolled out mobile app development solutions which has the ability to simplify the entire transaction process immensely. It also makes the whole system transparent, easily accessible and streamlined for both the customers and the vendors. Agility now gets the multiplier effect of by combined agility of you and your supply chain.

Our platform partners

New product launches

Kraft Paper Samadhan

We are also happy to announce the release of ERP system solutions for the Kraft paper industry. Our solution seeks to solve a number of production, delivery and performance related issues that will help manufacturers to augment their production levels and profits. Our solution will enable you to produce according to the customer's demand rather than the other way around thereby preventing issues of lower delivery compliance to your customers, and higher trim loss or production of odd-size reel, which you cannot sell easily. Solution comes ready with deckle optimizer and mobile app based integration with customers, agents and distributors.

Edit - Deckle Opt Schedule - DECKOPT/000052, GSM-120 BF-18, Shade-NATURAL

HOME NAVIGATE

View Edit New Delete Get Sales Orders Generate Set SetDetails Usage Publish De-Select All Select All Print Job Card Report OneNote Notes Links Refresh Clear Filter Go to Previous Next

DECKOPT/000052 Get Sales Orders e-NATURAL

Document Date: 7/17/2019 Maxm Wastage Allowed: 250.00 Max Jumbo Roll Weight (kg): 10,250.00 Total No. of Reels: 138

Machine No.: PM-02 Del. Date From: No. of Set: 0.00 No of Reels: 138

Jumbo Item No.: MPL/ROLL/0002 Del. Date To: Per Set Weight (KG): 0.00 GSM Tolerance Required: 0.00

GSM: 120 Dia Size Code: Max. no. of Cut: 0.00 Optimization UOM: MM

Deckle Size: 4,013.20

Deckle Opt Schedule Line

p-to-Customer Name	Cust. Ord. No.	Distributor Name	Width	Description	Select for ...	No. of Reels (Ord Outst)	No. of Reels (to plan)	No. of Reels (Pland)	No. of Reels (Sch Outst)	Sales Order No.	Reel Width (Ord)	Reel Width UOM
ZION PACKS PVT.LTD.,RUDRA...	1920000133	HORIZON PACKS PVT LTD ,RUDR...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	35	35	0	0	0 MPL/SO-D/...	220 CM	
INDIA PACKAGING PVT LTD, ...	1920000236	OJI INDIA PACKAGING PVT LTD ...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	6	6	0	0	0 MPL/SO-D/...	2,200 MM	
IC PAPERS	189	BHARAT TRADING & MFG CO, F...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	30	30	0	0	0 MPL/SO-D/...	220 CM	
IC PAPERS	177	BHARAT TRADING & MFG CO, F...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	8	8	0	0	0 MPL/SO-D/...	220 CM	
INDIA PACKAGING PVT LTD, ...	1920000236	OJI INDIA PACKAGING PVT LTD ...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	5	5	0	0	0 MPL/SO-D/...	2,200 MM	
IC PAPERS	189	BHARAT TRADING & MFG CO, F...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	6	6	0	0	0 MPL/SO-D/...	220 CM	
ZION PACKS PVT.LTD.,RUDRA...	1920000133	HORIZON PACKS PVT LTD ,RUDR...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	44	44	0	0	0 MPL/SO-D/...	220 CM	
ZION PACKS PVT.LTD.,RUDRA... NA	1920000133	HORIZON PACKS PVT LTD	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	33	33	0	0	0 MPL/SO-D/...	220 CM	
IC PAPERS	177	BHARAT TRADING & MFG CO, F...	2,200.00	Kraft Paper 188F-Natural-120GSM	<input checked="" type="checkbox"/>	11	11	0	0	0 MPL/SO-D/...	220 CM	

Folding Carton Samadhan

The solution with very deep adaptation to include gang jobs, pre sales costing and enhance logistics module has been successfully deployed and become very popular in the industry. It includes a visual schedule planner as well which automatically presents your data in an organized and readily accessible format to manage in-house operations and also delight customers.

View Edit Operation Details Calculate Details Special Description FC-Product Design Report Approval Re-Open Cancel Image OneNote Notes Links Refresh Clear Filter Go to Previous Next

LUX COZI ACTIVO VEST 10PC OUTER · OFFSET CORRUGATED CARTON

Item Category: OFFSET CORRUGATED CARTON Customer's Name: J.M.HOSIERY & COMPANY LTD.,(FORMERLY TODI HOSIERY)

Item Description: LUX COZI ACTIVO VEST 10PC OUTER PDI No.: FC-PDI/000021

Model

Model No: SLB/CLB-A-MU Back Online Coating Type:

Process Template Code: ROUT0016 FC - Planned Quantity: 10000

Print Operation Name: PRINT UV BOARD TEXTURE Cost Per Unit: 14.04

Front Online Coating Type: UV TEXTURE Sales Price (Per Unit): 14.55

Parameters

FC - SLB/CLB-A-MU Model

Box Length	Box Width	Box Height	Tucking Flap	Pasting Flap	Bottom	OverLap	Side Lay	No. of Ups Inter-Lock	No. of Ups Open	Total No. of Ups	Die Length	Die Width	Short Grain	Long Grain	Adjust. Length...	Adjust. Width...	Final Die Length	Final Die Width
218.00	155.00	250.00	30.00	17.00	97.50	20.00	30.00	1	1	2	910.00	763.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0.00	0.00	910.00	763.00

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 wastage of paper otherwise attributed to age.

Dramatic reduction in the need for direct supervision

The solution helps us delegate effectively. Hence the entrepreneurial resources is 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 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 can 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 75+ ERP implementations, we not only know NAV in and out, we are also aware of the nuances of a number industries. The consulting as well the product knowledge is immense and will be very useful.

Horizontal and vertical integration gives more muscles in the market place

Our expertise of consulting in wide range of businesses like manufacturing, project management, fashion and retail helps us add more businesses on one single platform called Microsoft Dynamics NAV.

The best time to implement Print-Pack Samadhan ERP in your company is NOW !

- Our solution is ready and cruising
- Available on hosted model for a low entry level investment
- Works on desktop, laptop, tablet, mobile devices with iOS, Window and Android OS.
- It is available on the most recent version of Microsoft Dynamics NAV 2016 / 2018
- GST & VAT compliant

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