

Case Study

IP Rings, India



Case Study

Customer Background

IP Rings manufactures a wide range of sophisticated piston rings, in technical collaboration with Nippon Piston Ring Company, Japan - a world leader in piston rings. It is a major OEM supplier, for the Indian automotive giants like Tata Motors, Maruti, Ashok Leyland, Hyundai, Eicher, Simpson, Enfield, Mahindra, HM, TVS, among others. The company has a fully integrated manufacturing facility in South India. It is the only company in India to have a wide-spectrum of surface engineering technologies and facilities which include chrome plating, moly flame spray, plasma spray, gas nitriding and nifflex cell.

IP Rings has been growing as a quality-conscious organization, obtaining QS-9000, ISO 9001, ISO 14001 and ISO TS 16949:2002 certifications.

IP Rings had Unix based legacy systems running at its corporate office and at the manufacturing facility.

Need for a Solution

The company realized that ERP had become the way of life for a growing organization of its size. Its in house software systems were not catering to the online information needs of the top management. The disparate systems across functions were not integrated leading to islands of information.

To begin with, the company looked at ERP as efficient Management Information Systems. "Online information was the most important business need for the management of our organization. We wanted to have the most recent information pertaining to each and every business process," says S K Sivakumar, Manager, Works Accounts.

Reports using the earlier system could be generated only on several batches. The accounts department, for instance, had to wait for a month to collect data from the other functional departments, consolidate them before preparing final reports for the top management.

Why Ramco?

IP Rings evaluated ERP products, from competing vendors before deciding on Ramco e.Applications™. Better product fitment, competitive offering and exceptional service levels were some of the key parameters that clinched the deal for Ramco Systems.

"We found Ramco e.Applications™, quite cost competitive. However, to us the most attractive aspect was the product's excellent features like Indian Extensions," says Mr. Sivakumar, Manager, Works Accounts.

Ramco Systems has its development base in Chennai. Hence, its proximity with IP Rings was also considered as an advantage for quick implementation and continual customer support.

Being an Indian player, Ramco is adept in enhancing its offerings to the customers in tune with the fast changing local conditions & government policies.

IP Rings formed an evaluation committee that visited some of Ramco's prestigious customers such as Carborundum Universal and Addison & Company Limited. The committee found that Ramco e.Applications™ met almost 80 percent of IP Rings' requirements, thus bringing down the need for customization to less than 20 percent.



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Benefits

- The application completely obviated the need for paper work in the stores
- Online availability of dynamic and user-friendly reports enabled faster decision-making
- Incremental enhancements made easy with productivity tools like Enterprise Development Kits (EDK); further minimizing the dependency on the IT department
- Improved response time and productivity of employees
- Better organizational planning and control
- Reduced operating and inventory carrying cost

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The solution

Ramco offered its complete Discrete Manufacturing suite along with Indian Extensions and other Tools and Utilities. The suite comprised of Financials, Logistics, Sales, Purchase, Production, Maintenance, Statistical Quality/Statistical Process Control and Human Resource & Payroll modules.

The implementation started off in November 2002 with the requirement study, business management restructuring report and product mapping. A core team comprising of six consultants from Ramco Systems and seven functional representatives from IP Rings, was formed to coordinate the activities related to the implementation. A trial run for the product was conducted for about a month and issues related to data conversion, usages were effectively addressed. A comprehensive enduser training program for 18 business users was also conducted.

By March 2003, establishing connectivity between IP Rings' corporate office and the manufacturing facility completed the implementation. A centralized server now provides enterprise wide connectivity and integration across modules. The entire project was successfully completed within a 5-month timeframe.

Implementation Highlights

One of the unique achievements during the implementation was Ramco's handling of the multi product pricing for different locations in India. In a month, the company built 10 EDKs, 10 Data Drill Down Cubes per module, codified 10,000 items, raised 1,000 purchase orders, generated 2,000 goods received notes & processed 25,000 records in payroll.

About Ramco

Ramco is a global provider of business consulting, enterprise solutions and outsourcing services that enhance business value through better business processes and agile global-class applications. Ramco Systems has offices in nine countries and over 450 customers in 1,000 locations worldwide. The company provides solutions to multiple verticals including banking, insurance, manufacturing, supply chain, aviation, transportation and logistics, healthcare, governance, retail and more. Ramco Systems has been certified for ISO 9001:2000 quality standards and assessed for SEI CMMi - SW Level 5. The company is part of the USD 800 million Ramco Group and is publicly held.

Ramco Systems | 64, Sardar Patel Road, Taramani | Chennai 600 113 | Tel: +91 44 2235 4510 | Email: info@rsi.ramco.com | www.ramco.com