

SigmaTec Solutions

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“Implementing an ERP solution is a massive job. It is not enough to just buy a solution that caters to your functional needs. What is needed is a successful implementation and that in itself is a massively complex job. SigmaTec provided us with complete implementation and post-implementation support ensuring that our users successfully adopted and adapted to this solution. That, for us, was critical.”

Naveed Ehtisham, CFO Zulfeqar Industries Ltd.



Powering up Zulfeqar Industries with SigmaTec Unify

Best-Fit Solutions for your Enterprise

- Seamless view and total control of operations
- Catering to multiple industries across the country
- Enabling complete business integration
- Optimizing functions and workflow coordination

“The credibility of the company and the group matters for any organization, and SigmaTec had a background that was credible enough for us to consider them”

Naveed Ehtisham

For over 50 years Zulfeqar Industries Ltd (ZIL) has been one of the leading manufacturers of personal and household products in Pakistan. To maintain its position as the leading market player, ZIL has always focused on acquiring state-of-the-art technologies to improve the quality of its products.

ZIL’s concerns

With its evolving IT and business needs, ZIL required a solution that would bring about workflow automation, process consistency and organizational transparency.

Having a seamless view of their supply chain was an immediate concern for ZIL. Also, quicker means of accessing accurate data and speedy communication were a prerequisite for obtaining and maintaining operational efficiency.

Un-integrated systems

ZIL already had a few information systems deployed at their production and quality control level but the efficiency rate was low due to non integration of the systems. The management was especially concerned about the yield reports. With the information system they currently had, a uniform access was not possible. And ensuring quality and accuracy of production data was proving to be a futile effort in the absence of end-to-end information systems.

Further, ZIL needed to find a way to monitor the sales and claims of their nation-wide distributors whose numbers ranged around 400.

The ERP search

In 2004, the search was on for an ERP

solution that would automate and streamline the critical business processes for ZIL.

The first option was to consider foreign solutions being provided by companies like SAP and Oracle. Though the foreign solutions catered to many large industries, but the high cost and culture misfit were a cause for concern. It was important that the chosen solution should align with the specific business requirements of the local industry. And, ZIL was wary of being trapped by a large scale, high-cost and complex enterprise software implementation.

“We needed an up to date and flexible solution that would allow us to streamline our processes keeping cost in mind.”, says CFO Naveed Ehtisham.

Furthermore, the local ERP manufacturers needed to be credible enough for an organization like ZIL to consider.

SigmaTec Unify

In mid 2004, ZIL invited SigmaTec for a presentation of their enterprise solution, *SigmaTec Unify*.

SigmaTec Unify offered a comprehensive, affordable, adoptable and adaptable solution which catered to the exclusive business and regulatory requirements of the local players in great detail.

SigmaTec Unify automated and integrated different functions, departments and locations to provide an up-to-date, accurate and complete view of all operations. It offered an end-to-end integrated solution for supply chain and financial management. Above all, SigmaTec Unify catered specifically to

“This is what we wanted. When we looked at the benefits being provided by SigmaTec Unify, its in-depth functionality and the cost at which we were obtaining all this, we felt convinced that we were not going to find an option better than SigmaTec Unify”

Naveed Ehtisham

the business functionality of the FMCG industry and addressed their core business issues.

The Decision

SigmaTec Unify was evaluated both technically and functionally by ZIL’s auditing firms before proceeding with the implementation process. The auditors evaluated the product depth and cost. They ascertained that the business logic implemented in the solution conformed to the current standards and regulatory policies of business implemented in the country. Also the financial backing and reputation of the Sigma Group in the market lent credibility to the SigmaTec team’s commitment to deliver.

In end 2004, ZIL initially decided to deploy three modules of SigmaTec Unify SCM consisting of General Ledger, Sales and Inventory Management, and Cash Management.

“The feature that attracted us the most was the online processing of documents. We needed updated information on hand on a daily basis. SigmaTec’s enterprise solutions provided online reports for management and this made it stand out”, says Naveed.

The Implementation

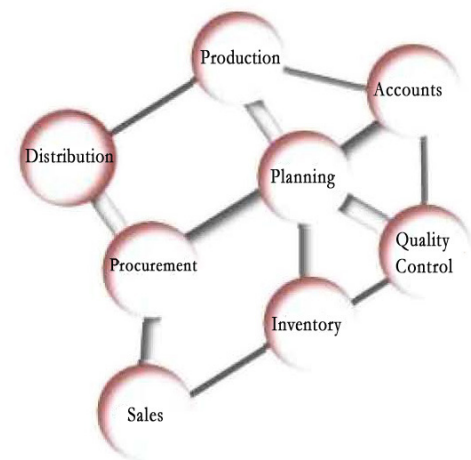
The implementation process started immediately and the SigmaTec team started working on providing additional customization required by ZIL, the necessary development and deployment.

In mid-2005, ZIL extended its workflow automation by acquiring SigmaTec Unify’s Purchase & Imports, Quality control, Inventory and Expense Management modules as well.

Services

Apart from the deployment services and technical support SigmaTec is also looking after the initial data entry, reports customization and business process reengineering requirements. Consultation is also provided as required regarding the effective usage and the business benefit of modules. SigmaTec also helped in optimizing reports for ZIL and provided the management with a set of standardized reports.

The Result



Integrating business processes

Today the whole organization is on a single data set. The result is a complete elimination of inter-departmental conflicts, data confusion and time wastage in reporting.

Using SigmaTec Unify’s planning, monitoring, transactional and analytic tools ZIL has achieved faster communication and greater coordination amongst its supply chain

participants; the result is improved sales and service effectiveness.

The quality that SigmaTec Unify provided and the cost at which it was provided, is unmatched in the local industry. Through SigmaTec Unify, ZIL incurred the lowest possible cost while generating a high ROI.

Expanding Horizons

ZIL has now acquired the complete SCM solution for streamlining its operations. It is now also implementing SigmaTec Unify’s Fixed Asset Management solution as well as the Payroll & HR Management modules.

“SigmaTec Unify provided us with an affordable solution to our requirements. It addressed key features related not only to our production, inventory and sales processes but also to our regulatory framework.”

Naveed Ehtisham

