

## Case Study

# Enterprise resource planning for an industrial equipment manufacturer

*How a renowned manufacturer improved its strategies and operations to enhance profitability*



### **Business Situation**

The customer, an industrial equipment manufacturer, was facing challenges in aligning its business strategies and operations due to lack of integrated/centralized information. Insight into the enterprise was needed to enable decision-making in effective business strategies. The integration within the units—such as Corporate, Finance, Operations and HR—was weak. An end-to-end ERP system was needed to centralize all data, streamline various business processes and enable decision-making.

### **Mahindra Satyam's Role**

Mahindra Satyam helped the customer in implementing SAP R/3 in phases - starting from blueprint, design, implementation, deployment and support. The manufacturer's business processes were mapped to SAP functionality during the blueprinting phase. During this phase, Mahindra Satyam also ensured that some of the best practices offered by SAP were incorporated as part of the overall Blueprint. Various modules such as Financials, Controlling, Materials Management, Sales & Distribution, Customer Service and Plant Maintenance were implemented.

### **Business Benefits**

- Improved alignment of strategies and operations
- Increased operational e-Efficiency
- Reduced IT maintenance costs
- Eliminated inter-system integrations
- Provided immediate access to enterprise information
- Improved financial management and corporate governance

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