



# CASE STUDY



Presented to

**Picson Construction Equipments Pvt. Ltd.**



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# WHO WE ARE



**Established in 2011**



**40+**



**500+ Implementation**



**15000+ Users**

## BACKGROUND



We are one of India's leading ERP software providing company to the Engineering Corporates. SolutionOne ERP software ensures smooth functioning of the Industry. It has all the comprehensive features that are required for easier and simple administration operations. It helps to completely automate the process from start to finish. We have never compromised on the quality and the services provided to the customer and believe in keeping the customers happy and providing them with products at a very competent price.



# WHO THEY ARE

 **Picson Construction Equipments Pvt. Ltd.**



**They are a leading global engineering and manufacturing company engaged in supplying cutting-edge crushing and screening equipment for applications in mining, quarrying, and infrastructure projects, Construction and Demolition and waste recycling. They have more than three decades of experience in supplying a robust range of crushing, screening and washing equipment, including varying sizes of stationary and mobile jaw, cone and impact crushers; heavy duty screens and mobile plants for recycling construction and demolition waste.**

# CHALLENGES

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**Picson Construction Equipment Company, a leading construction equipment manufacturer, faced challenges in managing complex production processes, supply chain coordination, Asset Maintenance, Financial operation and maintaining optimal inventory levels. They have implemented two different ERPs in their previous journey so far. But not any ERP software has solved their core pain area. Also, the legacy system resulted lack of consistent data, difficulty availability of real time data for forecasting of raw materials which subsequently resulted in loss of production and eventually hurting the revenues. Also, the legacy systems were expensive to operate and difficult to maintain and develop. In 2017 we have visited their company and following are some challenges and problems we have found as they are facing with current their ERP.**

77%

Of daily time spent in  
manual data entry works.

60%

Monthly revenue lost

38%

Customer Lost

- **Disparate Systems:**

Multiple disconnected systems resulted in data silos, making it challenging to coordinate account, production, procurement, sales and distribution departments.

- **Improper Inventory Management:**

Inefficient inventory management led to overstocking of certain components and shortages of critical parts, affecting production schedules and deliveries. Also, company is using majorly sheet-plate and pipe/beam raw material at a time of production. Due to limited system functionality they can't manage the which size of sheet were used in production, and not track which size of sheet portion was unused with their size and with weight and how much scrap was generated in the process time.

- **In-accurate Data of Finance:**

Company was maintaining the financial transaction manually and not keep record accurately, and that led the financial data in negative figure and at some level sudden profit/loss in balance sheet that even not matched with the billing and costing amount.

- **Lack of Supply Chain Coordination:**







Lack of real-time visibility led to delays in procuring raw materials and impacting production timelines.

- **Manual Quality Checking Process:**

Manual tracking of quality control processes increased the risk of errors and inconsistencies in product quality.

# SOME OTHER CHALLENGES

Due to lack of purchase and sales order tracking functionality occurs getting delayed in receiving materials and delivering the orders. Legacy system does not have the MRP feature, due to this they are not able to identify the necessary materials, estimates quantities, determines when materials will be required to meet the production schedule, and manages delivery timing and not able to prioritize the work order as per planning schedule change.

-  Thier Work center and other assets data are not mapped with legacy system and hence not able to identifying about which assets are consider into maintenance activity and what depreciation is applied and etc.
-  Company has multiple locations but they do not possess a centralized system.
-  Not having mobile access to information slows down work and decision
-  Work in progress was often transferred between sites and could not be tracked accurately.
-  Not define the group wise and sub group wise material category and maintaining without item code.
-  Not having the mobile access for approval of transaction as well as unavailability of Business Intelligence leads to slows down work and accurate decisions.

# IMPLEMENTATION APPROACH

**01**

**Project Preparation – What, When, Who, Where and How?**

**02**

**Implementation Milestone Definition**

**03**

**Install / Setup Database**

**04**

**Document Numbering Logic & Finalization**

**05**

**Prepare / Migrate Masters SOP & Format**

**06**

**User Training Setting Up Their Roles & Access**

**07**

**Implementation Completion Sign-Off  
And Go-Live Process**



# Solutions

We at SolutionOne ERP company gave them the detail demonstration as per their Bill of Material, and we touched all the core problems and pin area they are facing currently and we commit to provide the actual solution that can help to operate their business operation streamline. With a commitment to improving operational efficiency and staying competitive, Picson Construction Equipment Company decided to implement SolutionOne ERP system.

Save daily extra man-hours  
and operations process  
time

97%

Increase Monthly  
revenue

90%

Customer  
Retention

98%

## 1 Demand Planning:

In our ERP software, we have developed the forecasting tool that help to optimize inventory levels, reducing overstock, preventing shortages, also giving the data of finance needs to purchase the materials needed.

## 2 Streamlined Operations:

After the define Bill of material, they are able to enter the work order punching properly as per the define masters(i.e. Process card, Work center, User linking, Process time), reducing lead times by 45% and improving overall operational efficiency.

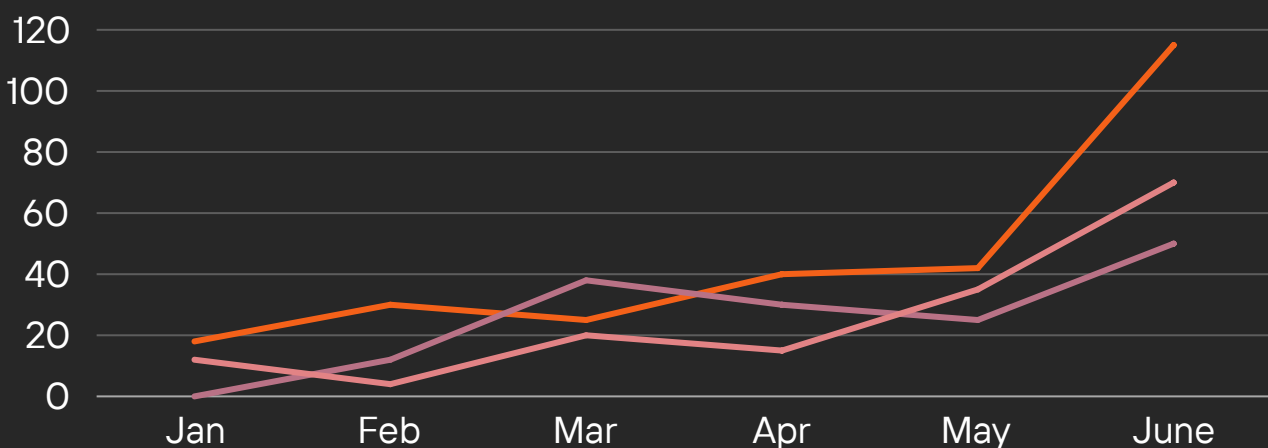
### 3 In-built Finance Module

Enables a company to provide transparent financial information to suppliers, customers, financial partners and authorities. It has also Speeds up a company's financial processes and provides audit-proof management of income and expenditure.

### 4 Improved Supply Chain Visibility:

Software has manage company's entire procurement process centrally, from evaluating and approving suppliers to managing supplier bids and tracking orders and get a clear view of what's been ordered and when it will arrive. More importantly, it helps create a transparent supplier relationship, leading to better negotiation outcomes.

## SIX MONTHS PROGRESS



### 5 Document Magaement System

Our in-built DMS has eliminated the need for costly office space, file cabinets, boxes, storage bins, and oversized desks. DMS security features include addition and deletions tracking, role-based user permissions, and accessing and are sorted according to specific variables that make searching for and retrieving them exceptionally convenient.

### 6 Quick Access to Actionable Dashboards

Our BI tool such as Management dashboard and User activity tracking dashboard provides a company's sales performance, payment ageing analysis, multi-location inventory real time stock, job-work and project activity tracking and notifies the upcoming and pending work activity on dashboard.

# MAJOR OUTPUT COMES



Systems running efficiently at client side and facilitate them with data back-up.



All the necessarily reports and data they needed getting from our in-build dashboard and document builder tools.



Established in-built multi-unit and currency functionality, accelerating transactions.



ERP has improved the collaboration between departments and reduced the challenges.



Providing greater control over inventory and notified the item below or minimum level on mobile, dashboards and emails .



Monitoring the performance of workforce, automates ESIC, PF, salary, leave & canteen management, payroll activities for smoother operations.



Raw Material size wise Serial No. wise/ Batch No. wise stock management.



Regularly managing their routine works with our in-built task management system.



Sales executive and Customer wise target analysis with auto generated reports.



Sales invoice vs. actual costing analysis against each and every order.



Accurate tracking of when production process started to completion with all define parameters & delivery monitoring.



communicate more easily with customers since a centralized data repository gathers all required information about sales & clients .

# MAJOR OUTPUT COMES

## Conclusion

The successful implementation of the ERP system transformed Picson Construction company's manufacturing operations, making them more agile, efficient, and competitive in the construction equipment manufacturing industry. The integrated approach to manufacturing, supply chain management, and quality control enhanced the company's ability to meet customer demands while maintaining high product standards. The ERP system became a cornerstone in Picson Construction company's journey toward sustained growth and innovation.

## Customer Feedback

I HAVE NEVER SEEN ANOTHER ERP IMPLEMENTATION WITH SUCH A SHORT IMPLEMENTATION TIME FRAME. THE PROJECT WENT OFF WITHOUT ANY GLITCHES, EVEN WITH THE QUICK PACE. IT WAS THE SMOOTHEST, SHORTEST IMPLEMENTATION I'VE EVER SEEN. IF YOU WANT A MODERN FORWARD-THINKING ERP THAT'S EASY TO IMPLEMENT, FLEXIBLE, AND A JOY TO USE, PUT ACUMATICA ON YOUR EVALUATION SHORTLIST.

**VIDYA NAIR, DIRECTOR - PICSON CONSTRUCTION  
EQUIPMENTS**



# THANK YOU!



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