SAP Business All-in-One

Picture Credit | Bajajsons Limited, Ludhiana, Punjab, India. Used with permission.

BAJAJSONS LTD.

Bajajsons: Shifting into Top Gear for Better Business Performance with SAP® Business All-in-One

What's the fastest way for a pioneering manufacturer of precision-engineered auto components to **gear up for rapid growth** and adopt industry best practices for its production and financial operations? For Bajajsons Limited, it's the low-risk and low-cost deployment of the SAP® Business All-in-One for Automotive solution.

Partner

vCentric
Outcome driven solutions.

Executive overview

Company
Bajajsons Limited

Headquarters
Ludhiana, Punjab, India

Industry
Automotive – automotive components

Products and Services
Manufacturer of precision-engineered automotive machine components for two-wheelers and four-wheelers

Employees
2,500

Revenue
Rs 250 crore (US$48.5 million)

Web Site
www.bajajsons.com

Partner
vCentric Technologies Pvt Ltd

BUSINESS TRANSFORMATION

The company's top objectives:
- Speed turnaround time
- Gain operational visibility
- Reduce cost and effort by eliminating redundancies
- Support rapid business growth

The resolution:
- Deploy the SAP® Business All-in-One for Automotive solution to support integration, visibility, and automation
- Employ best-practice functionality to standardize production and back-office operations
- Team with experienced partner to help ensure rapid four-month deployment

The key benefits:
- Better decisions via access to reliable, real-time information
- More visibility and control of production, inventory, logistics, and suppliers
- Improved efficiency and productivity
- Higher responsiveness to customer needs and new opportunities
- Enhanced performance metrics and reporting

Read more

"We get a complete and accurate picture of our materials flow. SAP Business All-in-One for Automotive tells us where everything is in inventory, production, and order fulfillment."

B. K. Singh, VP Operations and Plant Head, Bajajsons Limited

TOP BENEFITS ACHIEVED

60%
Faster billing and purchasing cycles

40%
Improved productivity of the sales department

45%
Faster materials planning for production

See more metrics

Executive overview

Company objectives

Resolution

Business transformation

Future plans

Building the quality components that run quality vehicles

Bajajsons started in 1985 making precision-engineered and machined automotive components used primarily in two-wheelers. Over the years, the company has achieved an impeccable reputation for reliability and quality. Today, its 2,500 employees are building precision components for all major automotive companies in both the two-wheeler and four-wheeler markets.

A key aspect of Bajajsons' success is its strict adherence to the production schedules of its automotive partners. But to ensure that it could continue to meet the demanding requirements of its customers and its rapid growth trajectory, Bajajsons needed to gain even higher levels of operational efficiency and information transparency. This required the company to better integrate and streamline processes across its enterprise, from sourcing and production to delivery and billing.

Bajajsons also needed to provide its employees with fast access to accurate information and avoid highly manual and redundant data validation tasks. This would allow materials planners to end reliance on manual and cumbersome planning processes and respond quickly to the latest changes in customer orders or delivery schedules. It would also give finance managers the latest budget and operations data to speed financial reconciliation and reporting.

To meet these and other ambitious operational and growth objectives, Bajajsons selected the SAP Business All-in-One for Automotive solution.

> "Our vision is to achieve unparalleled excellence in the value-based manufacturing of auto components, and SAP Business All-in-One for Automotive is the right vehicle to get us there."
>
> Kuljeet Sethi, CIO, Bajajsons Limited

Executive overview

Company objectives

Resolution

Business transformation

Future plans

Unleashing powerful ERP functionality in just four months

Bajajsons evaluated several enterprise resource planning (ERP) applications before selecting its SAP Business All-in-One solution. "We were looking for a single, integrated solution that could replace our disparate legacy systems," says B.K. Singh, VP of operations and production plant head at Bajajsons. "Our SAP Business All-in-One solution gives us the ERP functionality we need to help keep track of our materials and production status. It also enables us to standardize all of our processes and provides a common financial platform."

Singh and his team found that the solution was not only affordable but could be quickly tailored to Bajajsons' specific manufacturing needs – making its complex business processes highly visible and highly efficient. The project team worked collaboratively with implementation partner vCentric Technologies, who used the SAP Best Practices for Discrete Manufacturing package to configure this SAP Business All-in-One solution in accordance with industry and local requirements.

The project team also adhered to stringent timelines, thoroughly testing critical solution functionality like finance, controlling, sales and distribution, production planning, plant maintenance, and quality management. The team's dedication, coupled with vCentric's technical and training expertise, paid off quickly with the successful deployment of SAP Business All-in-One for Automotive in only four months.

> "SAP Business All-in-One for Automotive drastically improves our operational efficiency. It gives us better control over our business processes and puts us on a firm foundation for rapid growth."
>
> Kuljeet Sethi, CIO, Bajajsons Limited

Executive overview

Company objectives

Resolution

Business transformation

Future plans

Gaining new traction for operational efficiency and savings

With its SAP Business All-in-One solution enabling integrated production units and business operations, Bajajsons has a clear and unified view of all aspects of its business. Employees no longer need to track down information in different databases and spreadsheets. Finance managers can see total revenues and expenditures in a single mouse click.

For the first time, materials planners can view work-in-process stock calculation reports on a single screen. And with one click, they can see real-time stock availability at any location and know when to order raw materials based on current sales and consumption data. "Our SAP Business All-in-One solution has completely eliminated manual effort in our materials resource planning," says Singh. "It instantly recalculates our materials requirements whenever customer delivery schedules or requirements change, so we can plan with tremendous precision and significantly lower our costs."

KEY BENEFITS

60%
Faster billing and purchasing cycles

40%
Improved productivity of the sales department

45%
Faster materials planning for production

65%
Less time required for compliance reporting

100%
Up-to-date physical asset information

Executive overview

Company objectives

Resolution

Business transformation

Future plans

Installing the right components for growth and excellence

Its SAP Business All-in-One solution has already exceeded Bajajsons' expectations for achieving manufacturing excellence, and the company plans to realize even more performance and cost benefits by expanding its current SAP software footprint. It is planning deployments of the SAP ERP Human Capital Management solution and the SAP Supply Chain Management application. In addition, Bajajsons wants to arm employees across the organization with self-service access to reliable and timely business insight using SAP BusinessObjects™ business intelligence solutions.

For Sumeet Bajaj, joint managing director at Bajajsons, it's all part of a strategy to be the best. "There is no doubt that we are a better-run business running SAP software," he says. "Not only are we fully equipped to meet customer delivery schedules, but we now have the technology platform to constantly grow, improve, and achieve 100% defect-free manufacturing."

Picture Credit | Bajajsons Limited, Ludhiana, Punjab, India. Used with permission.