

Growing Without Pains

Client Profile

Client: Leading food processor in India

Background:

- Leading manufacturer of Prawn and Fish Feeds and Shrimp Processor and Exporter from India.
- Listed in Bombay Stock Exchange
- Turnover: Rs. 3000Cr. (2018)
- Locations: 9 Manufacturing Plants and 2 Head Offices
- Total Employees: 1000+
- PlumERP Users: 200+
- No of years used: Since 2008

"We didn't know we needed it until we had it, such was the extent of utility PlumERP has for our business today.

Having successfully implemented PlumERP in our organization and our associate concerns, we would further like to spread the ERP in our Quality Control and Production centers. Further, we like to extend the ERP services to our New Company as well."

DGM-Finance

Business Challenge

Client has been experiencing tremendous growth since 2009. They actually grew from Rs. 102 Cr. to Rs. 3000 Cr. (CAGR of more than 100%) from 2009 to 2018. Senior management was quick to realize that to sustain and manage high growth they have to leverage technology to streamline business processes and have accurate data to make informed decisions. However, having been part of several ERP implementations in the past, company's CFO felt strongly that traditional ERP systems were rigid, inflexible, outdated, expensive, and they usually demanded rather long implementation cycles.

Solution:

After evaluating several leading ERP solutions, client chooses to implement PlumERP, a cloud solution. Client implemented PlumERP's Finance, Sales, Procurement, Human Resources, Payroll, production for feed division & process division, costing, Fixed assets and Quality Control modules. Few key reasons for choosing PlumERP.

- Comprehensive functionality covering all aspects of their business
- Flexibility to tailor to their unique business processes
- Anytime, anywhere access to support their distributed and 24x7 operations
- Minimal IT overheads - no in house team needed
- Ability to bring new facilities onboard on an on-demand basis as the company grows

Results:

Fully customized PlumERP was implemented in less than 4 months. Since PlumERP was rolled out, it became integral part of company's growth.

- PlumERP was at the core of company's growth, from Rs. 102 Cr. To Rs. 3000 Cr in less than 8 years, by streamlining end-to-end business process.
- Since implementing PlumERP in 2009, client successfully added a new manufacturing plant, a head office branch and merged a sister concern by extending PlumERP to these new facilities seamlessly without any additional overheads.
- User adoption was painless as the system mimicked their existing business processes and additional controls were added gradually as they got used to the system.
- Provided management team with 360 degree view of their operations and enabled smart decision making with real-time information aggregated across modules.
- Company did not invest in any IT infrastructure or human resources to support the enterprise solution.

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