



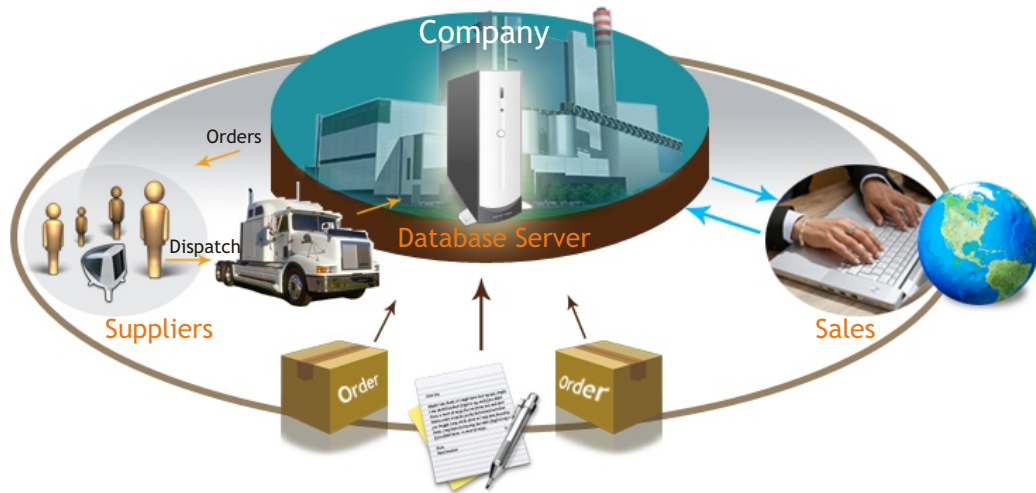
xPointers Consulting Private Limited



A step towards perfect plant

xPointers solutions for this project.....

I A step towards perfect plant



Case

A major packaging company in Nashik, supplies wooden packing boxes and pallets to the major manufacturing companies in Maharashtra. The wood required for this packing boxes and pallets comes from different parts of the country. With increasing sales there was a major problem in operations planning. This resulted in late deliveries, increasing overheads, quality problems and losing the orders from customers. It was time to improve the operations management and supply chain.

The approach

The xPointers team had to build a system to cater to supplier management, customer relationship management and operations management.

The idea was to link all the three pieces together.

The first step was to build a communication channel between the company and the supplier. The client was also able to see the orders in the pipeline and could plan the shipping of the wood accordingly. The idea was to allow the supplier look into the future and prepare his inventory accordingly.

The second step was to handle the operations at the company. This was a huge task due to the variations in the products manufactured at the company. Whenever an order was placed, the system could calculate the feasibility of production. In case it was not feasible the system would provide a feature to treat the order as rush order and create a new schedule for all the lines. The sales force was also able to see in the factory virtually helping them to make decisions to commit a particular date to the client.

The third step was to understand the customers buying pattern and based on that predicting the future load.

Business Benefits

- Better visibility in the manufacturing plant to the production planner, sales force and the supplier
- Improved inventory level at the plant, saving more than 50,000 USD per year
- Understand the customer buying pattern and anticipate the orders in advance
- Overhead costs of procuring the material on urgent note reduced by 25,000 USD
- Proper scheduling of the orders helps in maintaining the quality of the product

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