

Customer Case study



Syscon Cronus - ERP implementation - For a German Compressor manufacturer on E2E Networks (Cloud).

About the Client:

 <p>GEA Refrigerations</p>	 <p>Bock Compressors</p>	 <p>Danfoss</p>
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The client is part of a EURO 4.9 billion German compressor manufacturing company. The customer was using Large ERP, Inventory system and Accounting software. Added to this, they were also using about 15 XL sheets in the Production and Planning functions for their day-to-day transactions.

The Client has their manufacturing unit in Bangalore, Karnataka and the Trading & Accounting process happening from Vadodara, Gujarat.

Challenge:

Due to these disconnected systems and operation for different locations, the client had many interdepartmental transaction integration gaps. As a result, their monthly closing and global reporting process used to take 5 to 6 days of time every month. During this period their inventory and Sales were put on hold.

They also had a challenge to get qualified people to work on the large ERP system. As their India operation was not very large. They were struggling with a large ERP system.

Also they were on the verge of being taken over by another group company and the condition was to have a fully functional ERP system in place, certified by their auditor Deloitte consulting.

Selection of ERP:

The client's team kept their requirement document with all use cases and budget ready. They have evaluated close to 15 ERP systems. They wanted a fully integrated ERP system covering:

- Sales, Job work & distribution - Domestic and Exports, Hi Seas Sale
- Purchase, Inventory & Sub contract - Domestic and Imports
- Planning & Production
- Quality Control
- Financial Accounting with GST compliance.
- COGM / COGS based accounting
- US GAAP reporting (for global reporting compliance)
- Global reporting

Syscon Cronus - ERP system was meeting all the requirements except for the US GAAP accounting and global reporting. To validate this, syscon has set up a 14 days to trial for the client team. All the users have entered their required transactions and verified the reports. They found the standard product meeting almost 95% of their transactional requirements.

Based on the solution readiness, ease of configuration and implementation and cost advantage, Syscon Cronus was awarded the contract. They also agreed to adopt the solution with no modification. This has helped them to go-live quickly.

Cloud model deployed at E2E networks:



Syscon offers the deployment both on cloud and on-premise models. The client has chosen for the cloud model and have chosen a cost effective Tire II Data center, [E2E Networks](#). Syscon team is taking care of the server management, along with the Fortigate Firewall.

Datanyx BI



To take care of the MIS dashboard, work level, control and Global Reporting, we have implemented the [Datanyx BI tool](#).

Deloitte consulting monitoring the Implementation.

To meet the requirements of US GAAP accounting, Syscon has developed an auto JV for all inventory transactions to post the real-time value into the financial accounting module. Syscon also did the integration with the Datanyx BI system to take care of the additional control reports of the client as well as the global reporting.

Online Implementation and support

This order was received during April 2020, during which time the COVID-19 was at its peak across India. So the client has insisted on a 100% on-line implementation. Since we at Syscon have been doing this from 2015, it has become easy for us to manage the implementation efficiently across various locations.

Syscon has successfully completed this project and the client is under maintenance support now.

The benefits

- One single ERP system replacing 3 software and 15 odd Excel sheets of transactions. So, the monthly closing has been reduced from 6 days to 1 day.
- The client has evaluated large ERP systems and the cost with customisation was 10 times more than Syscon.
- Landed cost calculation of the imported material has made the users life a lot easier. Earlier the Supply chain users used to create XL sheets for every GRN and pass on the same to the Finance team. Now it is 100% system driven.
- All inventory entries are passed into the financial accounting through Auto JVs, helping the management team to view the P&L and Balance sheet at any time.
- Since all the users are working on one unified system there is no issue on the geo location from which the users are operating.
- Real-time product costing.
- COGM (Cost of goods manufactured) COGS (Cost of Goods Sold) JV along with every Invoice helps the management to see the profitability of each Invoice.
- Also the Finance and Management team can see an accurate operational P&L and Balance sheet at any day, without the need and support of any finance person.
- Global reporting with a BI tool along with US GAAP accounting reports.
- **Post successful ERP Implementation of GEA with audit confirmation by Deloitte, this division was taken over by BOCK compressors and now working as a joint venture with Danfoss.**
- **The new Partner Danfoss has also given a new order for their global reporting.**