



Overview

Country or Region: India

Industry: Manufacturing

Customer Profile

As a powerful wing of prestigious CAG Group of companies, CAG Equipments Pvt. Ltd. caters to the needs of automobile industry. It operates as a self sufficient and independent unit with design and production capabilities.

Business Situation

CAG was using Microsoft Office 2003 and Tally. As business grew, it was unable maintain data effectively CAG wanted a new solution that would provide reliable information about raw material, production, inventory, as well as financial information.

Solution

ATNA Technologies, a Microsoft® Certified Partner deployed Microsoft® Dynamics™ NAV 4.0 to automate processes, increase efficiency and improve visibility.

Benefits

- Effective reporting
- Enhances business efficiency
- Increases visibility into the supply chain
- Improves communication and collaboration

Automotive Component Company Improves Processes, Increases Customer Satisfaction

“We have been able to reduce operational costs by saving employee time and money. This allows us to offer competitive prices.”

R.Rajan, Managing Director, CAG Equipments Pvt. Ltd.

Established in 1991 in Coimbatore, CAG Equipments forms a part of the 37 year old CAG Group of companies. CAG Equipments wanted to move from legacy applications that created pockets of information into an integrated solution. ATNA Technologies, a Microsoft Certified Partner, helped CAG Equipments deploy Microsoft® Dynamics™ NAV 4.0 This has led to improvement in processes, availability of real time, synchronised data and increasing the efficiency. The solution helped the company in better business planning, increase customer satisfaction and enhance efficiency.

“We couldn’t be happier with Microsoft Dynamics NAV implementation. We have access to all relevant areas of information which gives us timely insight in business.”

R.Rajagopal, General Manager, CAG Equipments Pvt. Ltd.

Situation

Founded in 1991, CAG Equipments, a part of CAG Group of companies, engaged in auto servicing, auto retailing, and hospitality.

CAG Equipments manufactures spare parts and automobile components such as water pump assemblies, oil pump assemblies, brake components etc. It also caters to customized requirements such as forgings; Aluminum die and gravity die parts, computer numerical control (CNC) precision machine parts, sheet metal stamped parts, plastic injection moulded parts amongst others.

The design and production capabilities are ideal with well equipped infrastructure that includes designing section, machine shop, tool room, research and development and quality control. Its OEM clientele includes Ashok Leyland, SAME Deutz Fahr India, Pricol, Caterpillar, Hindustan Power Plus, Bharat Heavy Electrical, Elgi Equipments and Renaissance Instruments.

CAG was using Microsoft Office 2003 for all their data capture. For accounts, it was using a locally available financial package called Tally. There was no database-based application to manage business processes.

A key issue was visibility into the supply chain, which led to discrepancies in information available with the management on available inventory, financial reports, sales pipeline etc.

Solution

There was an immediate need to deploy a customized, integrated business solution. CAG decided to deploy an ERP solution that would provide accurate information on inventory, integrate data flow between different departments and generate informative and accurate reports.

ATNA Technologies, a Microsoft Certified Partner, showcased Microsoft® Dynamics™ NAV 4.0, an integrated ERP solution to CAG Equipments. ATNA Technologies suggested a phased approach for the Dynamics NAV implementation.

The project was planned such that the first phase would be completed within two months by February 2008. In the two months planning, architecture and implementation was completed for the following modules:

- Sales
- Purchase
- Production Reporting
- Inventory Management

In the first phase, CAG Equipments is using the standard features and is in the process of identifying customization requirements which will be implemented in subsequent phases.

Benefits

With the implementation of Microsoft Dynamic NAV, the company has a complete view of the business including inventory, individual product cost, sales forecast, and financial management. Dynamics NAV 4.0 integrates and connects employees, customers, suppliers, and partners.

Effective Reporting

With Dynamics NAV all the information is integrated and available online. The reports generated are accurate and provides powerful and effective analysis. “Business Analytics is integrated with Microsoft Dynamic NAV, which allows us to view and analyze business information quickly,” comments R.Rajagopal, General Manager.

Enhances Business Efficiency

Microsoft Dynamics NAV has streamlined all business processes and improved operations across the organization. This has reduced unproductive and time consuming activities.

“We have been able to reducing operational costs by saving employee time and money. This allows us to offer competitive prices,” says M.Rajan, Managing Director. The employees can now use the time more efficiently to focus on the critical areas of the business.

Increases Visibility into the Supply Chain

CAG Equipments has access to accurate information about its raw material, stock and inventory along with orders in the pipeline. This visibility helps in controlling events and processes within the supply chain. CAG Equipments can adapt to new opportunities and changing business scenarios and respond effectively. “We couldn’t be happier with Microsoft Dynamics NAV implementation. We have access to all relevant areas of information which gives us timely insight in business,” says M.Rajan, Managing Director.

Improves Communication and Collaboration

With centrally administered data management, all employees across departments can view relevant information. There is no need to request for inventory or financial information by the management as it is available at the click of a button from anywhere. By automating processes the company saves time and energy to get and validate reports. Business processes are faster and more reliable. “Our processes are now automated and we have clear visibility of the complete supply chain. This has increased our productivity,” wraps up M.Rajan, Managing Director.

For More Information

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For more information about ATNA Technologies products and services, call (91) (80) 25254554, (91) (42) 22231010, or visit the Web site at: www.atnatechnologies.com

For more information about CAG Equipments products and services, call Tel No +91 422 2665486 Fax +91 422 2665462 or visit the Web site at: www.cagequipments.com

About ATNA Technologies

ATNA Technologies, a group company of Teknoturf, a premium software training organization. ATNA Technologies is a Microsoft Certified Partner that brings the best practices in Microsoft Dynamics by effective consulting and superior understanding of customer needs. Its solutions are tailored to meet the requirements of its customers. A unique combination of superior consulting and delivery skills ensures value for money and faster ROI for its customers.

Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success.

For more information about Microsoft Dynamics, go to: www.microsoft.com/dynamics

Software and Services

- Microsoft Dynamics
 - Microsoft Dynamics NAV 4.0
- Microsoft Server Product Portfolio
 - Microsoft SQL Server 2005
- Microsoft Office System

Hardware

- Intel Pentium 4 CPU, 3 GB hz, 2 GB ram

Partner

- ATNA Technologies India Pvt. Ltd.

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