



expedien

A case-study on Cable & Wire Industry

About the Organization

This company have been associated with marketing and manufacturing of electric cables over a period of 4 decades now. Over the years it has developed a wide range of specialized cables to address the specific requirements of industries involving modern process technologies, instrumentation and communication, demanding the highest standards and precision and reliability with assured quality and safety.

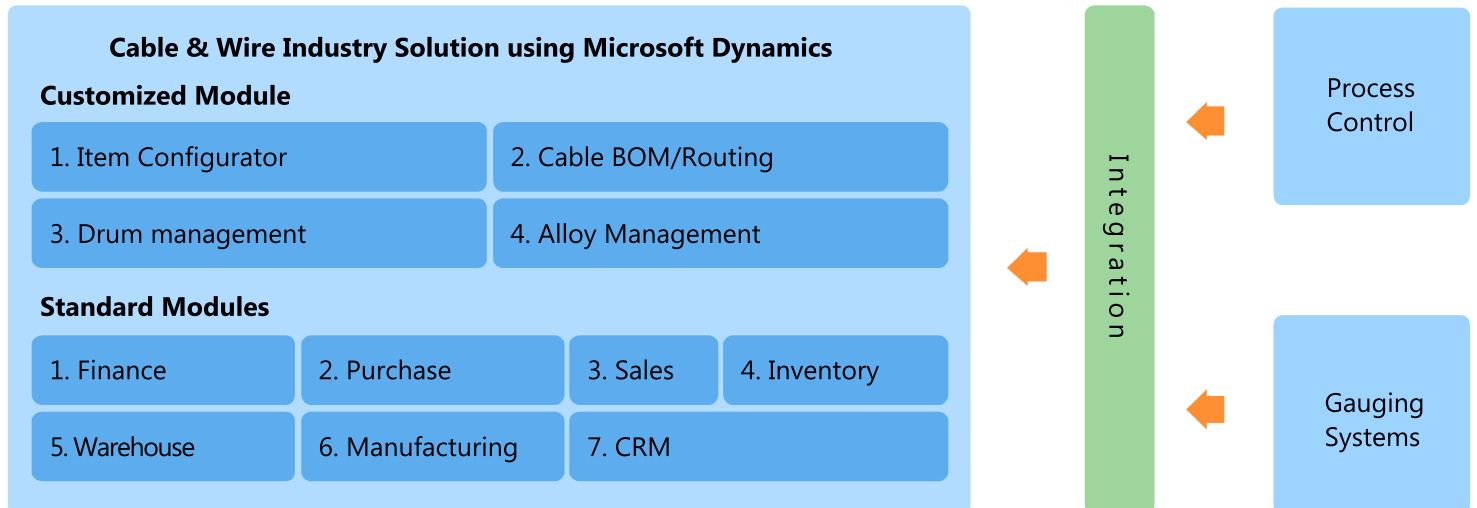
They have created a pool of resources to provide quality products and services and executed large volume and value orders in a shortest period at their manufacturing plant at Rajasthan and Delhi. This company has been growing during the last 5 years at a consistent growth rate of above 80% and is expected to grow further in the coming years by increasing its capabilities.

Challenges

- **Cyclical Market-** After facing a major decline in the demand for cables around the turn of the century, company began to see resurgence in demand in the recent years driven by growth in the telecoms and energy industries especially in emerging economies.
- **Conversion industry and working capital-** Material costs determines a large part of the costs of the end product, typically over 60%. As a result, company needed to strive for perfection in the transformation processes. That' s where the profits are made. Also, a close eye needed to be kept on the working capital. The expensive raw materials and work-in-progress (WIP) consumed excessive amounts of the financial resources of a company.
- **Power shifts in the supply chain-** Company often found themselves dealing with large suppliers of raw materials on one side and large consolidated customers (e.g. wholesalers, telecom and energy operators) on the other side. Further, they have direct interaction with end customers, giving them relatively little power in the supply chain.
- **De-regulation lowers barriers of entry-** Deregulation has increased customers incentives to bargain more aggressively with cable manufacturers. In addition, transportation costs are at less than 5% of production costs. As a result, over 20% of the total Western European consumption is imported while about 30% of total production is exported.

Our Dynamics Solution

Standard Microsoft Dynamics ERP Functionality



About Us

Expedien eSolutions Limited is a leading Software Development and Consulting Company and a trusted Microsoft Partner. Our expertise lies in enabling organizations to realize their business goals, attain customer satisfaction and maximize ROI. We broke new ground in the Higher Education sector by introducing E-governance solution.

Our expertise in business functional areas and in-depth Microsoft applications knowledge enables us to develop scalable solutions for complex business problems by deploying these applications rapidly. We provide 360-degree ERP consulting services so you get benefit from our hands-on implementation and organizational change experience, resulting in a more informed and pragmatic decision.