



Chemicals Manufacturing and FMCG Sales & Distribution

THE CLIENT

The Client is a pioneer in the Perfumery Industry in India with a remarkable presence in Middle-east, Africa, Sri Lanka, Malaysian markets apart from the Indian Market. They are popular in these markets with their own brands.

SANDS was chosen as the Consultant for implementing SAP B1 for two of their group Companies one which is a 100% EOU (Export Oriented Unit) and the other a Company engaged in Domestic distribution and selling.

OUR ENGAGEMENT

- Business Process Study and Mapping
- Business Process Realignment
- SAP B1 Implementation
- Rollout for the domestic marketing entity – FMCG Sales & Distribution
- Production Support & Handholding

ENGAGEMENT HIGHLIGHTS

- Customization to accommodate specific requirements of Chemicals and Formulation industry
- Created a 'Batch Management' Add-on
- Managed to create buy-in of a team which was very complacent with the legacy application

THE SANDS VALUE-ADD

- Tangible improvements in order lead time
- Improved inventory visibility
- Effective Change Management

REPEAT ORDERS

- Rollout for domestic marketing entity
- Onsite Intensive Support
- Help Desk Support
- CRM Portal Development

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