‹transzeta›
an RCS enterprise

Business Process Transformation
Management Methodology (BTM2)

Case Studies

‹transzeta› **is a registed brand of Ranadive Consultancy Services Pvt. Ltd.**

an **RCS** enterprise

What

Our Business Transformation Services (BTS) has created a methodology for successful implementation of transformation projects: the Business Transformation Management Methodology (BTM2)
BTM2 Comprising four phases:ENVISION, ENGAGE, TRANSFORM and OPTIMIZE.

Re-engineering Ancillary Material Purchase Process at Bhilosa Industries

Challenge:
Re-engineering Bhilosa Industries' INR 950 Cr annual ancillary purchase process.

Solution:
Transzeta delivered strategic optimizations, yielding a remarkable INR 80 Cr annual cost savings.

Impact:

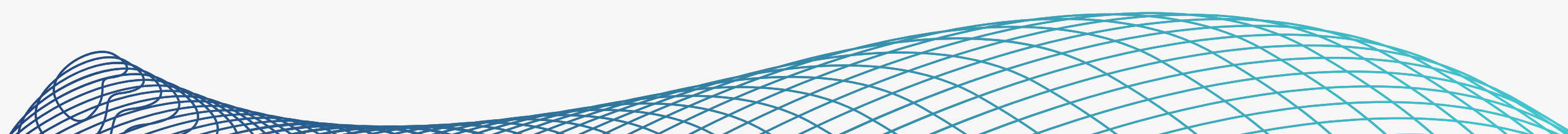**Cost Savings**: INR 80 Cr annually
Efficiency Gains: Streamlined procurement workflows
Enhanced Process: Improved effectiveness

Next Steps:
Ongoing collaboration for sustained efficiency gains and continuous process improvements.

Streamlining Warehouse Management at Harsha Engineers

Challenge:
Harsha Engineers faced warehouse management complexities due to high-volume inventory, product variants, and customized packaging demands.

Solution:
In collaboration with Harsha Engineers, we implemented the SAP Extended Warehouse Management (EWM) application integrated with our BTM2 solution.
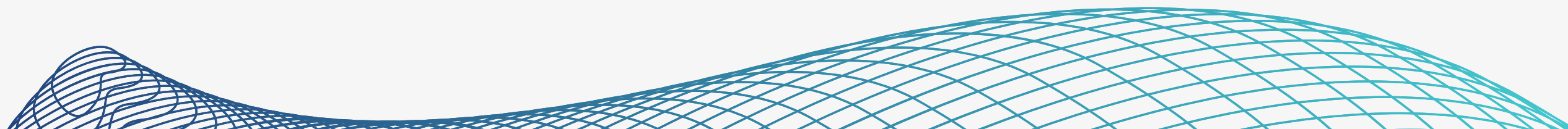
Impact:
1. **Inventory Optimization**: Efficient handling of high-volume inventory.
2. **Product Variants**: Managed seamlessly within the SAP EWM system.
3. **Customized Packaging**: Met customer requirements with tailored solutions.

Results:
Successful implementation led to streamlined warehouse operations, resolving complexities and enhancing overall efficiency.

Next Steps:
Ongoing collaboration for continued optimization and potential expansion of system capabilities.

Transforming Subcontracted Fettling Job Payments at Menon & Menon

Challenge:

Menon & Menon faced irregular bill submissions from subcontractors for fettling jobs, impacting cashflow planning.

Solution:

In collaboration with Menon & Menon, we re-engineered the Goods Receipt Note (GRN) and bill booking process for subcontracted fettling jobs.
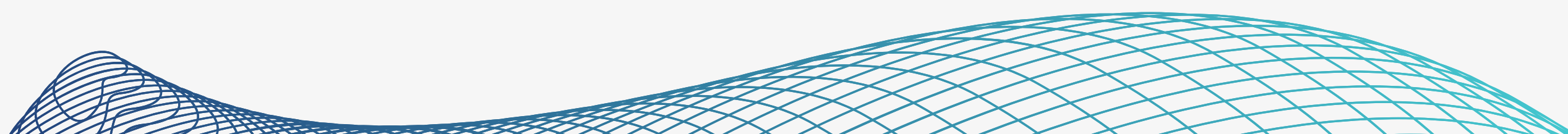
Impact:

1. **Cashflow Optimization**: Addressed irregular bill submissions.
2. **Efficiency Gains**: Automated GRN and Bill booking system.
3. **Timely Payments**: Resolved cashflow planning challenges.

Results:

Streamlined processes ensured regular bill submissions, preventing bulk invoicing issues.

Next Steps:

Continued partnership for sustained efficiency gains and potential process enhancements.

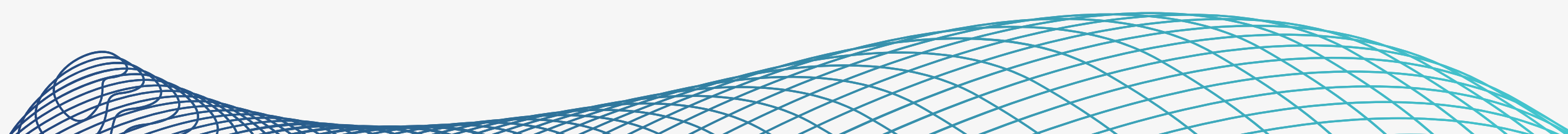# Technocube India Pvt. Ltd. (TIPL) ERP Implementation

Initial Situation: Technocube India Pvt. Ltd. (TIPL) was a growing business with a turnover of ₹9 crore. They were venturing into their first ERP implementation to streamline operations and achieve better control over their processes.

Solution: Transzeta implemented Odoo ERP, providing real-time control over accounting and finances. This allowed TIPL to gain better visibility and management of their production planning.

Outcome: With enhanced operational efficiency and informed decision-making, TIPL experienced rapid growth, achieving a turnover of ₹24 crore within just 1.5 years.

Key Benefits:

- Real-time financial control
- Improved production planning
- Significant business growth

technocube

complex parts excellency

From Local to Global Efficiency: How Odoo ERP Revitalized Technomet Enterprise
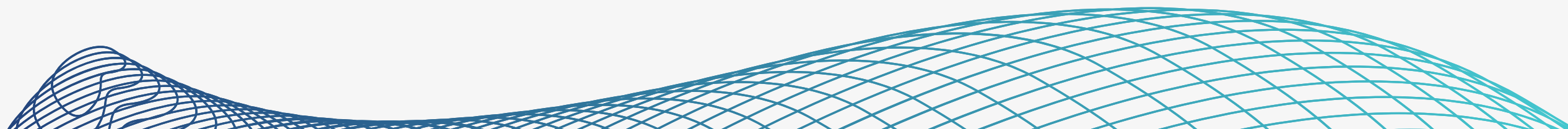
Initial Situation:

Technomet Enterprises, a trading company, was struggling with limited visibility and control using a local ERP system. Their challenges included inefficient inventory management and unclear profitability tracking.

Solution: Transzeta facilitated the migration from their local ERP to Odoo ERP, enabling them to have enhanced visibility of inventory movement, including added landed costs.

Outcome: With improved inventory management and profitability insights, Technomet Enterprises was able to make informed decisions, leading to better cost control and overall operational efficiency.

Key Benefits:

- Enhanced inventory visibility
- Accurate landed cost tracking
- Improved profitability insights

Varun Group of Companies - Streamlining Operations and Reducing Costs with Odoo ERP

Initial Situation: Varun Group of Companies operates in the casting and machining industry, with multiple companies under its umbrella.

Before implementing Odoo ERP, Varun Group faced several challenges:

- Lack of real-time visibility into production orders across their companies.
- Inefficient sales order processing, leading to delays in meeting customer demands.
- Decentralized purchasing across different companies, which made it difficult to consolidate and leverage economies of scale.
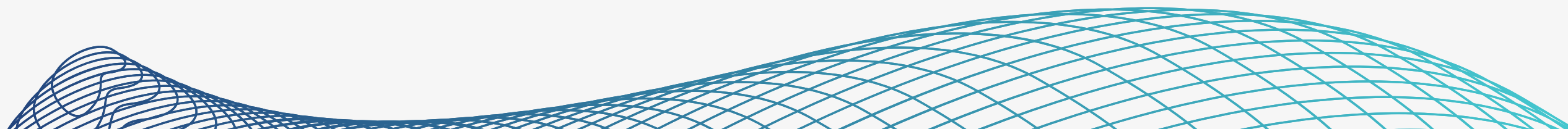
Solution:

- Production Visibility: By implementing a unified ERP system, we provided Varun with real-time visibility of production orders, enabling better resource allocation, reduced lead times, and improved production planning.
- Streamlined Sales Order Processing: The Odoo ERP system helped automate the sales order process, significantly reducing delays, ensuring timely delivery, and enhancing customer satisfaction.
- Centralized Purchasing: The most impactful outcome was the implementation of a centralized purchasing system. This allowed Varun Group to consolidate purchases across all its companies, negotiate better terms with suppliers, and reduce overall procurement costs.

Key Benefits:

- Improved Efficiency
- Enhanced Sales Process
- Cost Reduction

Versatile Equipments - Empowering Global Dealer Management with Odoo CRM and ERP

Initial Situation:

Versatile Equipments Pvt. Ltd. is a leading manufacturer of sand testing equipment with a global dealer network. As their business expanded internationally, they needed a robust system to manage dealer relationships, streamline production, and improve lead analysis across different regions.

Versatile Equipments faced multiple challenges as they scaled:

- Difficulty in managing a global dealer network with no centralized system for tracking leads or dealer performance.
- Lack of visibility into the sales funnel and lead analytics, making it hard to forecast demand and plan production.
- Inefficient coordination between sales and production teams, leading to delayed responses and missed sales opportunities.

Solution: Transzeta implemented Odoo ERP with an additional Dealer Management System using Odoo CRM to tackle these challenges:

- Global Dealer Management: We set up a centralized dealer management system within Odoo CRM, enabling Versatile Equipments to easily track dealer performance, manage leads, and improve coordination with distributors globally.
- Lead Funnel Analysis: Odoo CRM provided detailed lead funnel analysis, offering insights into the sales pipeline and enabling the company to make data-driven decisions on production planning.
- Sales & Production Sync: By integrating the CRM system with the ERP, Versatile Equipments was able to streamline communication between sales and production, improving response times and enabling better production planning based on incoming demand.

Key Benefits:

- Efficient Dealer Management
- Data-Driven Production Planning
- Improved Global Reach

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