Umasons: Integrating Planning, Sales, Production, Inventory, and Financials with SAP® ERP

Drivers of two- and three-wheel vehicles can count on the safety and durability of tubular parts and surface treatments made by Umasons Auto Compo. Growing customer demand in recent years has required Umasons to better align materials planning and sales forecasting to give customers what they want while controlling quality and costs and avoiding waste. To do this, the company needed to integrate business processes and improve visibility.

Working with Expert Global Solutions to deploy the SAP® ERP application, Umasons can integrate finance, materials, production, and sales activities. Fast point-in-time reporting across all lines of business allows for transparent process documentation. The result is faster business decisions that save time, improve quality, and enhance service. That is good news for Umasons – and for its customers.
Streamlining and automating business processes

**Company**
Umasons Auto Compo Pvt. Ltd.

**Headquarters**
Aurangabad, Maharashtra, India

**Industry**
Automotive – components

**Products and Services**
Tubular fabricated parts with various surface treatments for two- and three-wheelers

**Employees**
350

**Revenue**
Rs 1.3 billion (US$20.3 million)

**Web Site**
www.umasons.com

**Partner**
Expert Global Solutions Pvt. Ltd.
www.expertgs.com

**Objectives**
- Material planning that is based on sales forecasting
- Control over raw materials, subcontractor inventory, and finished goods inventory to reduce waste
- Monitoring of transportation and costs per trip
- Point-in-time profit and loss statements
- Automated business processes and fulfillment of statutory requirements

**Why SAP**
- Ability to integrate finance, materials, production, and sales activities with the SAP® ERP application
- Detailed reporting on production, sales, orders pending, inventory, dispatch, statements outstanding, costs, profits and losses, and financials

**Resolution**
- Defined uniform processes across the business
- Enabled point-in-time visibility into inventory for production and sales
- Made reports readily available for finance, materials, production, and sales operations

**Benefits**
- Smoother business processes
- Faster reporting
- Transparent business processes documentation
- Faster, more-informed decision making

“SAP ERP has helped us integrate and better monitor all business functions, inventory, and dispatches. We can make decisions faster, thanks to reliable and integrated data.”

Mr. Kedar Deshpande, Managing Director, Umasons Auto Compo Pvt. Ltd.

- **55%**
  Reduction in overall inventory

- **99%**
  Faster inventory and dispatch reporting (from 48 hours to 30 minutes)

- **75%**
  Faster decision making with online reporting

- **40%**
  Faster administrative dispatch by integrating multiple production processes