



“SAP has provided a new dimension and approach to the entire Business Process Engineering **concept in EAPL. Operational efficiency has visibly improved and so has our confidence in SAP.** This was perhaps the right decision that we took at the right time for the positive future of our organization”

Madhav Kamat, Managing Director, EAPL.

## AT A GLANCE

### Company

Name : Electronic Automation Private Limited (EAPL)  
Location : Bangalore, India  
Industry : Industrial Instrumentation  
Products and Services : Timers, Tachometers, Counters, Temperature Controllers, Time Switches  
Revenue : USD 3mn  
Employees : 100  
Web Site : [www.eaplindia.com](http://www.eaplindia.com)  
Implementation Partner : SAP Channel Partner

### Challenges & Opportunities

Data redundancy and gaps in data flow  
Insufficient Management Information System (MIS)  
Absence of data integrity and security  
Duplicate data entry resulting in added effort  
System not scalable  
Finance and HR operations were not integrated

### Objectives

Automation of manual processes  
Integration of cross functional processes  
Data integration and security  
Development of a strong MIS  
Increased utilization of resources  
Increased productivity

### SAP® Solutions & Services

SAP® Business One

### Implementation Highlights

90% implementation completed within six months  
Process mapping done in a systematic way  
Minor but critical process re-engineering done  
Participation of personnel from all functions  
Strong management commitment  
Professionally conducted system study, data migration, and training  
Post implementation support provided

### Why SAP

Best suited to EAPL's need of an end-to-end application  
Reasonable total cost of ownership  
Highly robust system with good scalability and extensibility  
High degree of data integrity and security  
Simplicity of user interfaces

### Benefits

Reduction in document preparation and purchase cycle time  
Better integration of finance and HR departments with the organization  
Systematic MIS in place  
Improvement in Work In Progress (WIP) and inventory  
Strengthening of EAPL's ISO systems and procedures  
Overall business performance improvement

## Electronic Automation Private Limited

SAP realigns the IT system landscape at Electronic Automation Private Limited – focuses on SAP being able to streamline EAPL's IT environment

Getting new products into the market swiftly while simultaneously making operations more efficient is a challenge for companies in the industrial automation industry. Information Technology (IT) can be a valuable tool in this context, to help in running an efficient operation and in making the right market-relevant decisions. As one of the key players in the industrial instrumentation industry, EAPL recognized the value of process integration and real-time information flow in improving its competitive health.

A constantly changing business environment had made the task of upholding the market position and striving towards growth more challenging than ever. EAPL decided to counter this challenge using robust technology in the form of SAP Business One ERP solution.

Established in 1984, Electronic Automation Private Limited, popularly known as EAPL, is an industrial instrumentation company. EAPL was instrumental in popularizing industrial electronic timers in the country. EAPL has a broad product range with over 80 different products including timers, tachometers, counters, temperature controllers, time-switches, phase monitoring device, power supply modules and enunciators.

Today, EAPL enjoys nearly 40% market share in electronic timers segment, in India. EAPL is an SME with substantial potential to grow.

### **Need for a robust IT infrastructure**

EAPL's mission is to provide best in class products and lifelong service to its customers. To honor its mission and attain its ambitious growth plans, EAPL realized the need to performance and efficiency. And that relevant information technology was the right business enabler.

EAPL was using a homegrown system which had outlived its usefulness. The company was facing numerous challenges in the form of data redundancy and gaps in data flow. Data integrity and security issues were mounting. Owing to the lack of an efficient MIS, statutory report submission had to be done manually. Also, the lack of integration between HR and Finance functions hindered information flow.

An IT solution that had a proven track record and which could result in lean and cost-effective operations was the need of the hour. The company decided to evaluate a comprehensive ERP solution with industry and functional depth to address their unique business processes.

Economizing the existing manpower to enhance the efficiency of the information system had also become important.

### **Decision to implement SAP**

The EAPL board followed a meticulous vendor evaluation process. The vendors submitted commercial proposals supplemented by demonstration of their ERP applications. The board invested substantial effort in understanding the implementation process before making the final decision. The single most important factor in the selection process was the solution's ability to fulfil the overall organizational requirements.

SAP Business One scored over the other products for various reasons. Scalability, total cost of ownership and SAP's track record were among the most important factors in making the decision. The simplicity of user interfaces was also one of the influencing parameters.

**“SAP Business One was found to be the apt solution to meet our requirements and aid our growth,”**  
says Kamat.

EAPL was confident that SAP Business One had the ability to guide the company into a bright future.

All hardware and networking requirements were handled internally. Agni Software Solutions was chosen as the implementation partner based on their experience and technical expertise.

### **The Implementation**

The scope of implementation spanned a broad range of business processes including sales and marketing, production and quality control, purchase and stores, finance and HR. The implementation process was initiated with a system study and followed by a hardware audit. System mapping was conducted, which was followed by data validation and migration to the new master database. Some minor, but critical, process reengineering was also performed for better integration of the SAP solution.

Implementation was quick; the implementation partners were able to deploy 90% of the solution within the first six months. Post-implementation support in the form of fine-tuning, expanding and strengthening the potential of the application was provided. The support and cooperation from the management, the IT team and participation of the functional heads and their respective teams led to a successful implementation. In addition, EAPL being an ISO certified

organization was already process driven. This further helped expedite the implementation.

EAPL currently has about ten users spread across seven departments. The company is planning to increase the user base to leverage the full potential of SAP Business One.

### **SAP partners with EAPL in enhancing performance**

EAPL has reaped significant benefits from this implementation. A proper 'Management Information System' is now in place. The SAP enabled IT system is ably supporting the management in taking policy and strategic decisions on time. Operational efficiency has shown visible improvement.

**“Document generation and purchase cycle times have reduced by 60% and 50% respectively. The finance department is now well integrated, with timely and accurate data flows,”**

Continues Kamat.

There is a considerable decrease in time taken for process handling in the HR operations as well. Also, there has been measurable improvement in Work In Progress (WIP) and inventory management. Managers are now able to take informed and more accurate decisions owing to availability of accurate MIS reports.

The SAP implementation has also strengthened EAPL's ISO systems and procedures. Now, there is little scope for any data manipulation which complements EAPL's policy of total transparency. Sales-opportunity data capturing has also been addressed, which is an important step towards linking planning and achieving goals. Streamlining of the business processes also helped in economizing the manpower requirements in the organization. More work is now being done with fewer people.

Recently, EAPL has been awarded 'ELCINA - Dun & Bradstreet Award for Business Excellence'; the SAP implementation has a special mention in the award audit report.

The company has plans to expand the solution to its other group companies and subsequently integrate the various business units through SAP solution.

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