

Case Studies - Manufacturing

Elettromil India Private Limited in Bommasandra Industrial Area, Bangalore is a top player in the category of Transformer Manufacturers in the Bangalore. It is known to provide top service in Transformer Manufacturers, Electrical Transformer Manufacturers, Train Spare Part Manufacturers. The continuous investment in Research and Development, the constant involvement in cost reduction, the extremely high flexibility of the organization and the overall site activity addressed to the continuous quality improvement and to the customer satisfaction, are permitting to ensure quality products with high service level and with really competitive prices. From 1997 the Elettromil quality system is certified UNI EN ISO9001 for "Design, manufacturing and repair of transformer and reactors in low and medium voltage and small and medium carpentry."

Micro - Vertical: Electrical and Electronics Manufacturing

The scope of the work includes: TCS iON Digital Manufacturing Solutions- Business Suite and TCS iON GSP Solutions

Customer Chose TCS iON Digital Manufacturing Solutions because of the Integrated modules, On Site Support and cloud solution. We were in a Competition with MS Nav, Lighthouse and SAP B1. Customer decided to opt for our Solution as we take care of implementation and after sales support, and there is no involvement of any third party.

We won this deal because:

1. Remote implementation approach
2. Single Window Solution
3. Integrated and cloud based Platform
4. Constructive follow up by TCS iON Sales Team

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Incepted in the year 1997, **Pratipa Cashews** is one of the leading cashews manufacturers, suppliers, exporters, wholesalers, importers and trader in India. They are a registered member of the Cashew Export Promotion Council of India. The Ministry of commerce government of India has recognized Pratipa Cashews as star export house of Cashew Kernels.

Micro - Vertical: FMCG and Food Processing / Manufacturing

The scope of the work includes: TCS iON Digital Manufacturing Solutions- Business Suite.

Customer Chose TCS iON Digital Manufacturing Solutions - Business Suite over other custom-built solutions as they required world class ERP Solution which contain all the prominent features and functionalities to address their requirements and they found all of them in our Solution. Direct implementation done by TCS and other similar clients of their industry using our solution were other key contributors.

We won this deal because:

1. Constructive follow up and direct sales by TCS iON Sales Team
2. Direct Implementation by TCS
3. Being a cloud-based solution
4. Availability of all business functions in our solution.

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Arete Manufacturing services Pvt. Ltd. is an emerging player in electronics manufacturing services industry catering to global OEMs in electronics industry around the world. They provide the complete range of electronics manufacturing services from Printed Circuit Boards assembly to box build with high quality standards. They are ISO 9001-2015 company certified by TUV Nord having highly experienced team of professionals to take care of the project and fulfil all the requirements from designing, procurement, manufacturing and logistics.

Micro - Vertical: Electrical and Electronics Manufacturer

The scope of the work includes: TCS iON Digital Manufacturing Solutions- Business Suite.

Customer Chose TCS iON Digital Manufacturing Solutions - Business Suite over other custom-built solutions as we provide an integrated solution to manage all departments under one cloud platform. Rich in Features and functionality, we provide world-class ERP Solution to the users. Our Solution based on 'pay-as-you-use' model, is extremely cost effective with zero IT Infrastructure cost. Effective Communication and Constructive follow-up by our sales team were key contributors for sealing the deal with the Customer.

We won this deal because:

Constructive follow up by TCS iON Sales Team

Complete data security

One Stop Solution for all business needs.

Pay-as-you-Use Model

Quick implementation by TCS iON Enablement Team.

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The growth of Geo Seafoods as the doyen of the seafood industry stems back to the year 1970. Since the inception in 1970, Geo Seafoods have been involved in supply of fresh, frozen, cooked and processed IQF products. The flagship brand of Geo Seafoods is the IQF cooked Salad Shrimps and many more species including squid, cuttlefish and some exotic variety of sea species that act as healthy edible foods.

Micro - Vertical: FMCG and Food Processing

The scope of the work includes: TCS iON Digital Manufacturing Solutions- Business Suite and TCS iON GSP Solutions

Geo Seafoods chose TCS iON against MS Dynamics and other custom based ERPs because of the existing customer base in Seafood Processing that has chosen TCS iON. The direct engagement by TCS in Implementation and support played a large part in the win. Unique features specific to Seafood Micro vertical in our solution have met the requirements of this Customer.

We won this deal because:

Constructive follow up by TCS iON Sales Team

Direct implementation by TCS iON team.

- Availability of all business functions in our solution.
- Unique features specific to Seafood Micro vertical in our solution

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Sarna Chemicals Private Limited, established in the Year 1989, is the leading manufacturer of chemical products. The Company offers products such as meta chloro aniline, amino diphenyl sulfone, nitro dimethyl terephthalate, para anisidine, dimethyl pyrazole, dimethoxy aniline, methyl palmitate, nitrobenzoic acid, and diamino urea. The company is in manufacturing of specialized products which are synthesized by focusing on the customer's requirements with respect to quality parameters and critical impurity profiles.

Micro - Vertical: Chemical Manufacturing

The scope of the work includes: TCS iON Digital Manufacturing Solutions and TCS iON GSP Solutions

Sarna Chemicals have chosen TCS iON Digital Manufacturing Solutions-business suite because we provide an integrated solution to manage all departments under one cloud platform. Excellent Presales support was provided by the sales team and the commercials were aligned to their requirements. All the Technical Support, Activation, Training, Post-sales support is managed by TCS iON without any third party. Customer had trust on value offerings of Tata brand.

We won this deal because:

1. Excellent Pre-Sales by Sales Team.
 2. Technical support during the presales.
 3. Activation, Training, Support by TCS iON.
 4. Integrated system along with GST features.
 5. Adherence to all compliances.
 6. Very attractive Commercials.
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Tata Business Hub is a digital organization set up by TATA Group to holistically address the needs of emerging businesses.

TATA Business Hub focuses on creating exponential value for these businesses by bringing together cutting-edge digital technologies delivered as platforms, products, solutions and services, all in one place. They value the pivotal role of emerging businesses in our Nation's economic growth and prosperity, and believe in empowering them to be deeply aware, widely connected and digitally integrated. Offering a host of economical and highly relevant business capabilities, Tata Business Hub aims to be the catalyst, propelling emerging businesses into new frontiers of growth and performance.

Micro - Vertical: e-commerce

The scope of the work includes core modules: TCS iON Digital Manufacturing Solutions and TCS iON GSP Solutions

Tata Business Hub is part of TATA group. They preferred our Solutions because of credibility and reliability of Tata Brand. All the Technical Support, Activation, Training, Post-sales support is managed by TCS iON without any third party. Excellent Presales support was provided by the TCS team and the commercials were aligned to their requirements.

We won this deal because:

1. Excellent Pre-Sales by Sales Team.
 2. Technical support during the presales.
 3. Activation, Training, Support by TCS iON.
 4. Integrated system along with GST features.
 5. Adherence to all compliances.
 6. Very attractive Commercials.
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Innovative Automation Pvt Ltd. carries impeccable reputation in India, for offering end to end Solution in Combustion Engineering for past 20 years. The Pune based Organization is one of the leading manufacturers of Gas Regulators, Metering Stations, Gas Trains and many more product. They are sole selling Distributors for MADAS a Company based out of Europe.

Micro - Vertical: Machine Manufacturing

The scope of the work includes: TCS iON Digital Manufacturing Solutions and TCS iON GSP Solutions

Customer had evaluated the SAP B1, but they chose iON over SAP B1 because we are offering integrated solution with all compliance requirements. Secondly, customer was impressed with Presales and that the activation will be taken by TCS and not third party.

We won this deal because:

1. Excellent Presales.
2. Integrated solution Offering.
3. Activation and Training by TCS iON.
4. Good feedback from the market about the solution and support.
5. Trust on Tata Brand.
6. We could demonstrate them mapping of their critical business requirement in Imports.

Helios Pharmaceuticals was incorporated in 1985 and is a subsidiary of a 90 year old privately held company P.K.T.P. Private Limited. Helios is based at Ahmedabad, Gujarat, India and currently has marketing and sales operations throughout India with a diverse product portfolio. Their manufacturing facility at Baddi, Himachal Pradesh located 40 km from Chandigarh. This new plant is equipped to manufacture tablets, capsules, and topicals such as ointments, creams, gels, and lotions.

Micro - Vertical: Pharmaceutical

The scope of the work includes: TCS iON Digital Manufacturing Solutions and TCS iON GSP Solutions

Customer chose TCS iON Digital Manufacturing Solutions because of the Integrated modules, remote support, solution fitment and cloud solution. Our TCS iON Sales team was able to understand the exact requirements of the customer and resolved all their queries satisfactorily. Excellent demonstration capabilities and Constructive follow up by TCS iON sales team helped in getting the deal.

We won this deal because:

1. Better management of inventory, and integrated solution to manage all departments on one cloud platform.
2. Constructive follow up and excellent demonstration capabilities by TCS iON Sales Team
3. Solution fitment with client business process
4. Pay-as-you-Use Model

Safe Harvest is one of the fastest growing Food Processing companies in the country. The primary objective of Safe Harvest is a healthier way of living by procuring pesticide-free grains directly from Farmers and deliver to the Kitchens. The company has recently gained nation-wide attention for its objective and efforts for a healthier living.

Micro - Vertical: FMCG and Food Processing

The scope of the work includes: Manufacturing, Finance and Accounting, HRMS, GST and E-way Bill

The primary competition was SAP B1 and other locally made customized software systems. Safe Harvest chose TCS iON because of its robustness and the direct implementation by TCS. Commendable efforts by TCS iON Sales team for the excellent solution demonstration and query resolution during the demonstration helped in closing the deal.

We won this deal because:

1. TCS iON Manufacturing solution capabilities
2. Single window solution and integrated platform
3. Trust over Tata brand name
4. Being a cloud based solution
5. Solution fitment with client business process

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Vikson Springs have emerged as one of the leaders & largest manufacturer of precision springs. They constantly strive to achieve maximum accuracy, consistency, flexibility and productivity at high volumes. They became Green Channel Supplier/Direct Online Supplier for all our major MNCs and Nationalized companies because of their Quality Reliability

Micro - Vertical: General manufacturing

The scope of the work includes: TCS iON Digital Manufacturing Solutions

Customer Choose TCS iON Digital manufacturing Solution over SAP B1 because of Excellent Presales and TCS Support. Integrated modules, remote support and cloud solution were the deciding factor for Customer. Customer has trust on value offerings of Tata brand.

We won this deal because:

1. Excellent Presales.
2. Integrated solution Offering.
3. Activation and Training by TCS iON.
4. Good feedback from the market about the solution and support.
5. Trust on Tata Brand.

Kanchana Automobiles Pvt. Ltd are the authorized dealers for Hyundai Motor India Limited for coastal Karnataka. Over the last 10 years Kanchana Hyundai has gained a trusted position in the automobile industry in the state. They operate with a wide network of Sales and Service outlets for Hyundai Passenger cars at Udupi, Mangalore, Karwar, Puttur and Sirsi. Their state-of-the-art showrooms boast a friendly multi-purpose reception for servicing, parts, body-shop and accounts all in one area.

Micro - Vertical: Automobile

The scope of the work includes: TCS iON Digital Manufacturing Solutions – Business suite.

Customer chose TCS iON Digital Manufacturing Solutions against Real Soft Auto Dealer ERP because of the Incentive Calculation & Interest Calculation features of our Solution. Integrated modules, remote support, product fitment and cloud solution were the other deciding factors for Customer. Excellent Solution demonstration and query resolution provided by our TCS iON Sales team.

We won this deal because:

1. Direct implementation by TCS iON Enablement Team.
2. Pay-as-you-Use Model
3. Constructive follow up by TCS iON Sales Team.
4. Trust over Tata brand name
5. Being a cloud-based solution
6. Features and functionality rich mature solution as compared to competition

Speedex Overseas Pvt. Ltd. was incorporated in the year 1990 as a Manufacturer, Exporter and Wholesaler of household goods. Over the years, after gaining more than a decade of experience and expertise in manufacturing, the company has limited its activity to manufacturing of household goods and has entered the retail market and launched its brand, "OLIVEWARE". The company's product range includes, Lunch boxes, Food Containers, serving trays, Fruit and Soup Bowls, Coffee and Beverage Sippers, Teacups and Picnic Sets etc.

Micro - Vertical: Moulding

The scope of the work includes core modules: TCS iON Manufacturing, Finance and Accounting, HRMS, Payroll, SIMS, GSP Solution, e-Way Bill

Customer chose TCS iON Digital Manufacturing Solutions for the Integrated Modules, On Site Support, and Cloud Solution. We were in a Competition with MS Nav, Lighthouse and SAP B1 Solutions. Key USPs that won us the deal are implementation approach, Single Window Solution and Integrated Platform. Excellent Presales Support provided by TCS iON Sales team.

We won this deal because:

1. Excellent Pre-Sales by Sales Team.
2. Technical support during the presales.
3. Activation, Training, Support by TCS iON.
4. Integrated system along with GST features.

Making available a wide range of two-wheelers, Kanchana Motors Three at Padil, Mangalore is popular dealer of bikes. The dealer's association with the automobile brand dates to 2008. The dealer believes in the brand's approach of establishing long-lasting relationships with its clients and it is this commitment that has led to their success.

Micro - Vertical: Automobile

The scope of the work includes: TCS iON Digital Manufacturing Solutions – Business suite.

Customer chose TCS iON Digital Manufacturing Solutions against Real Soft Auto Dealer ERP because of the Incentive Calculation & Interest Calculation features of our Solution. Integrated modules, remote support, product fitment and cloud solution were the other deciding factors for Customer. Excellent Solution demonstration and query resolution provided by our TCS iON Sales team.

We won this deal because:

1. Direct implementation by TCS iON Enablement Team.
 2. Pay-as-you-Use Model
 3. Constructive follow up by TCS iON Sales Team.
 4. Trust over Tata brand name
 5. Being a cloud-based solution
 6. Features and functionality rich mature solution as compared to competition
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Established in the year 2008 at Ahmedabad (Gujarat, India), Maruti Bitumen is a Manufacturer and supplier of Modified Bitumen, Bitumen Emulsion, Various Grades of Bitumen & all types of Construction Chemicals. In addition, Maruti Bitumen is also involved in importing and distributing of Bitumen. Their Plant is located at Chhatral, Gujarat.

Micro - Vertical: Chemical manufacturing

The scope of the work includes: TCS iON Digital Manufacturing Solutions and TCS iON GSP Solutions

Customer chose TCS iON Digital Manufacturing Solutions over SAP B1 due to high quality service, robust solution and user friendliness. Excellent Presales done by Sales Team. Attractive commercials were offered as compared to competition. The direct engagement by TCS in Implementation and support helped in getting the deal.

We won this deal because:

1. Excellent Presales done by Sales Team.
 2. End to End integrated solution with GSP and e-Invoicing features.
 3. Activation and support by TCS iON.
 4. Attractive commercials offered compared to competition.
 5. Brand name of TATA.
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Saini Hyundai, a unit of Finex Merchants Pvt. Ltd., is an authorized dealer of Hyundai Cars in West Bengal. It is also engaged in purchase and sales of all types of H Promise(Used Cars), & its spare parts and services. It has two main units one G plus three storied beautiful showroom at New Alipore situated at the main road well equipped with modern facilities and amenities having sufficient area for keeping all types of Cars which attract people coming across that area. It also has two RSO's at Rampur Maheshtala & Joka Khariberia Kolkata. It has a vast workshop at Braun Feld Row at Mominpore area & including workshop at both the RSO's which are well equipped with modern machineries, efficient service engineers and experienced mechanics for servicing the Hyundai cars in stipulated time.

Micro - Vertical: Automobile

The scope of the work includes: TCS iON Digital Manufacturing Solutions – Business suite.

Customer chose TCS iON Digital Manufacturing Solutions against Tally because of the Incentive Calculation & Interest Calculation features of our Solution. Integrated modules, remote support, product fitment and cloud solution were the other deciding factors for Customer. Excellent Solution demonstration and query resolution provided by our TCS iON Sales team. All the Technical Support, Activation, Training, Post-sales support is managed by TCS iON without any third party.

We won this deal because:

1. Constructive follow up by TCS iON Sales Team.
 2. Adherence to all compliances.
 3. Very attractive Commercials.
 4. Direct implementation by TCS iON Enablement Team.
 5. Pay-as-you-Use Model
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