



Case Study

RSB Group (a Pune-based Engineering & Components Manufacturing in India)

RSB Group is an Indian MNC and an end-to-end supplier of systems & aggregates in Auto, Construction & Farm Equipments and Trailers both in domestic and international markets having an annual turnover of about US\$200M. The group is on the accelerated growth path through organic, inorganic acquisitions and JV's. In 2006, it acquired Miller Brothers Manufacturing at Michigan, USA, which is a supplier of precision machined components and assemblies. In India, the group has operations with seven manufacturing plants distributed across geography. The group has ambitious plan to achieve US\$3B turnover by 2013.

THE CIO Q?



Can your enterprise systems bear your growth needs– still keeping an eye on lower TCO?

“Ivitesse’s management team is actively involved in developing IT strategy for our group, which is properly aligned with our business goals. Their Program management skills are commendable, which has helped the company to stabilize the system (Oracle / JDE) within a short span of two years. They have demonstrated their capabilities by integrating the IT landscape of acquired companies with the group’s infrastructure within the stipulated time and budget.”

- N.SORNAM,
IT Head,
RSB Group.

Business Challenge

Prior to implementation of Oracle JDE Enterprise System, the Group’s IT landscape consisted of isolated information islands with various legacy systems including use of MS Office components.

Key requirements included:

It was challenged by lack of integrated view of operations including sales, inventory, creditors, debtors, cash-flow etc., while the business complexity was surmounting. Consolidation of accounts was very time consuming. There was a growing demand for varied information from their International business partners and investors.

Opportunity

Oracle JDE serves as the enterprise platform for RSB business. Ivitesse was required to gain customer’s process knowledge and adapt to the industry best practices- then apply intricate strategies using JDE modules, systems integration and database architecture and management. Ivitesse’s solid practice in the process industry domain combined with JDE implementation experience facilitated an augmented ROI for the Manufacturing major while supporting their growing business needs adequately.

Ivitesse provided a manufacturing ERP to ensure accurate and timely reporting for RSB’s business units to do profit- driving analysis.



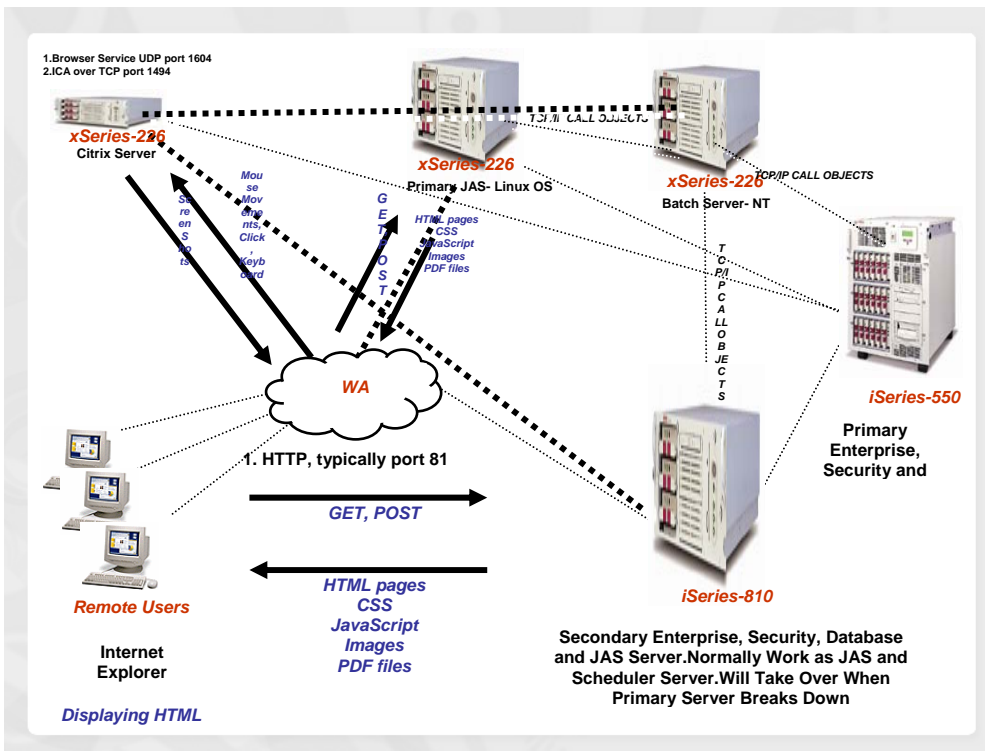
Solutions Approach:

- Complete program management by Ivitesse from process reengineering, Oracle/JDE solution implementation and subsequent infrastructure support
- Roll-out to new ventures thru' acquisitions, green field projects & JV's
- Functionality Enhancements

Result:

- About 4% reduction in raw material purchasing cost
- 12% reduction in inventories
- On-time deliveries more than 99%
- 15% improvement in plant capacity

Technical Architecture



Benefits of Ivitesse Outsourcing Center

Values Realized by Customer include:

- Comprehensive IT Solution under one umbrella.
- Program management services aligned with business strategies with clear identification of IT Road map, execution plan and ROI.