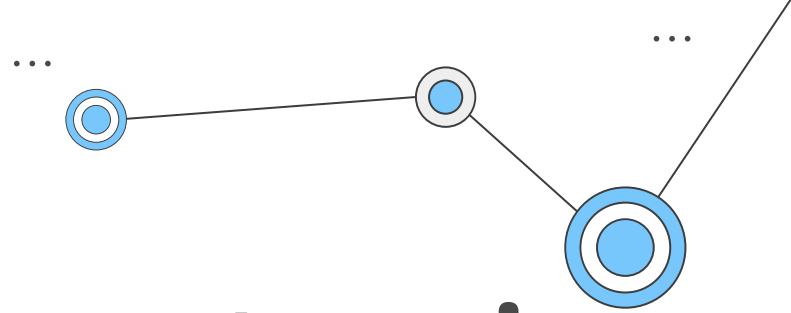
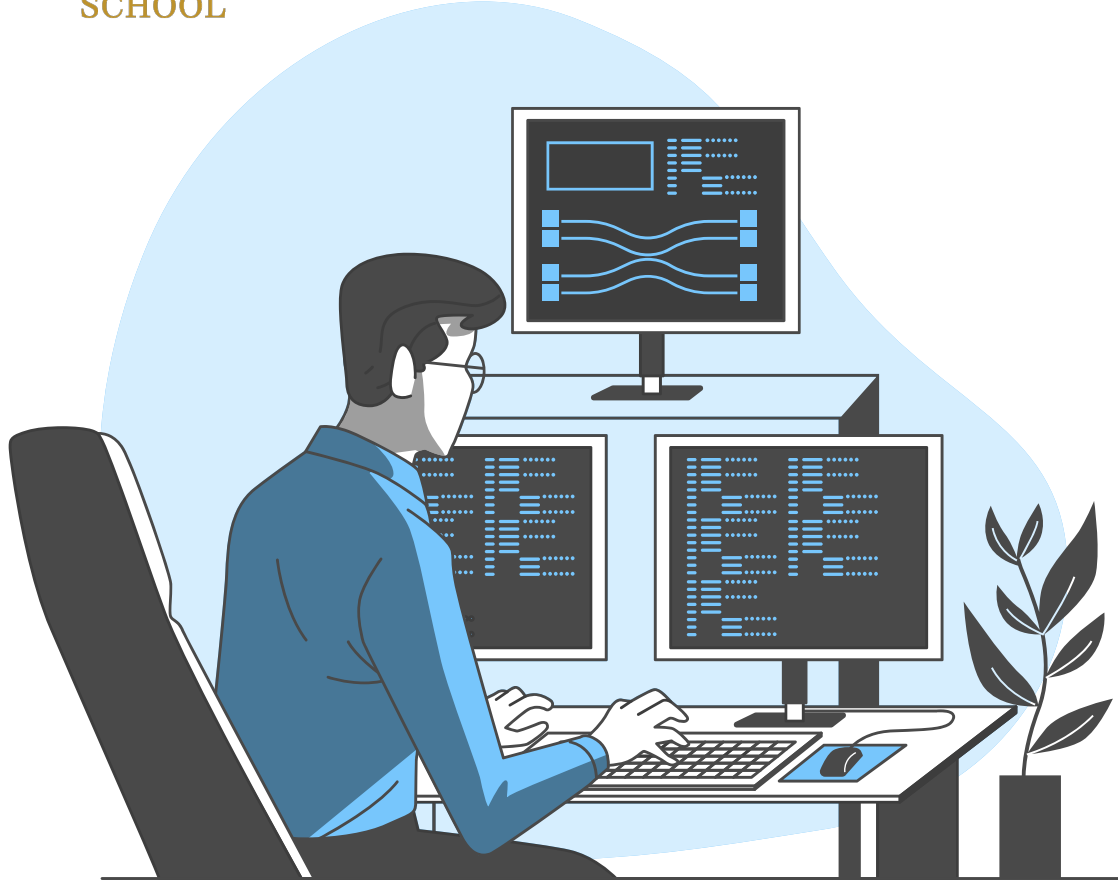




**SUFFOLK  
UNIVERSITY**  
SAWYER BUSINESS  
SCHOOL



# Enterprise Resource Planning

Group 1

# Agenda

01

## Company & Background

Industry, Process

02

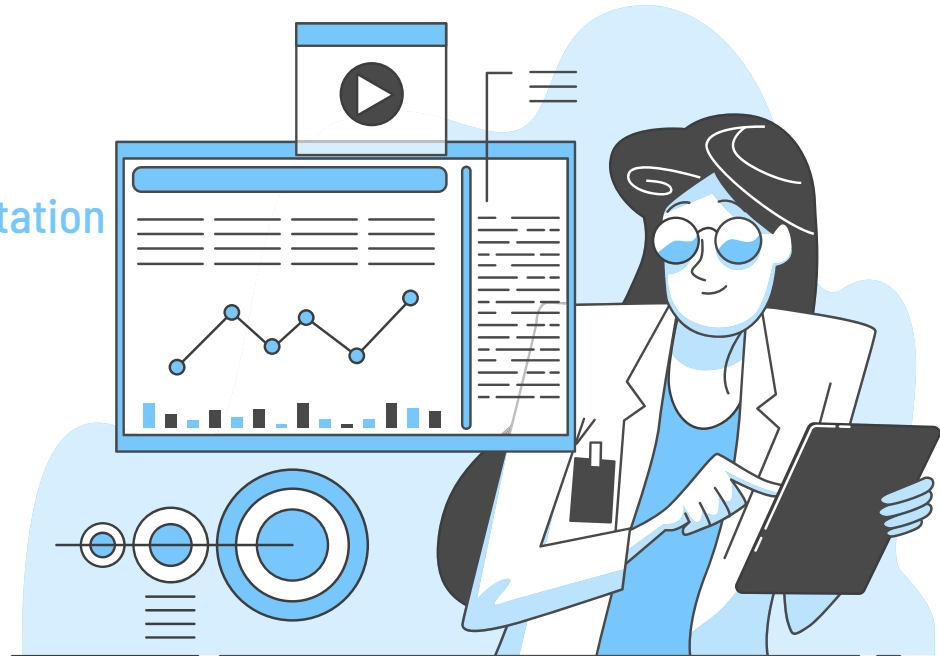
## ERP Adaptation & Implementation

Apps, Components used

03

## Reports

Dashboards, storyboards and analytics





# 01 Company





# ***PUSHPAK***

Pushpak Products India Pvt Ltd

...

# About the Organization



Founded in **1992**



Located in **Bangalore, India**



Employee Strength around **110**



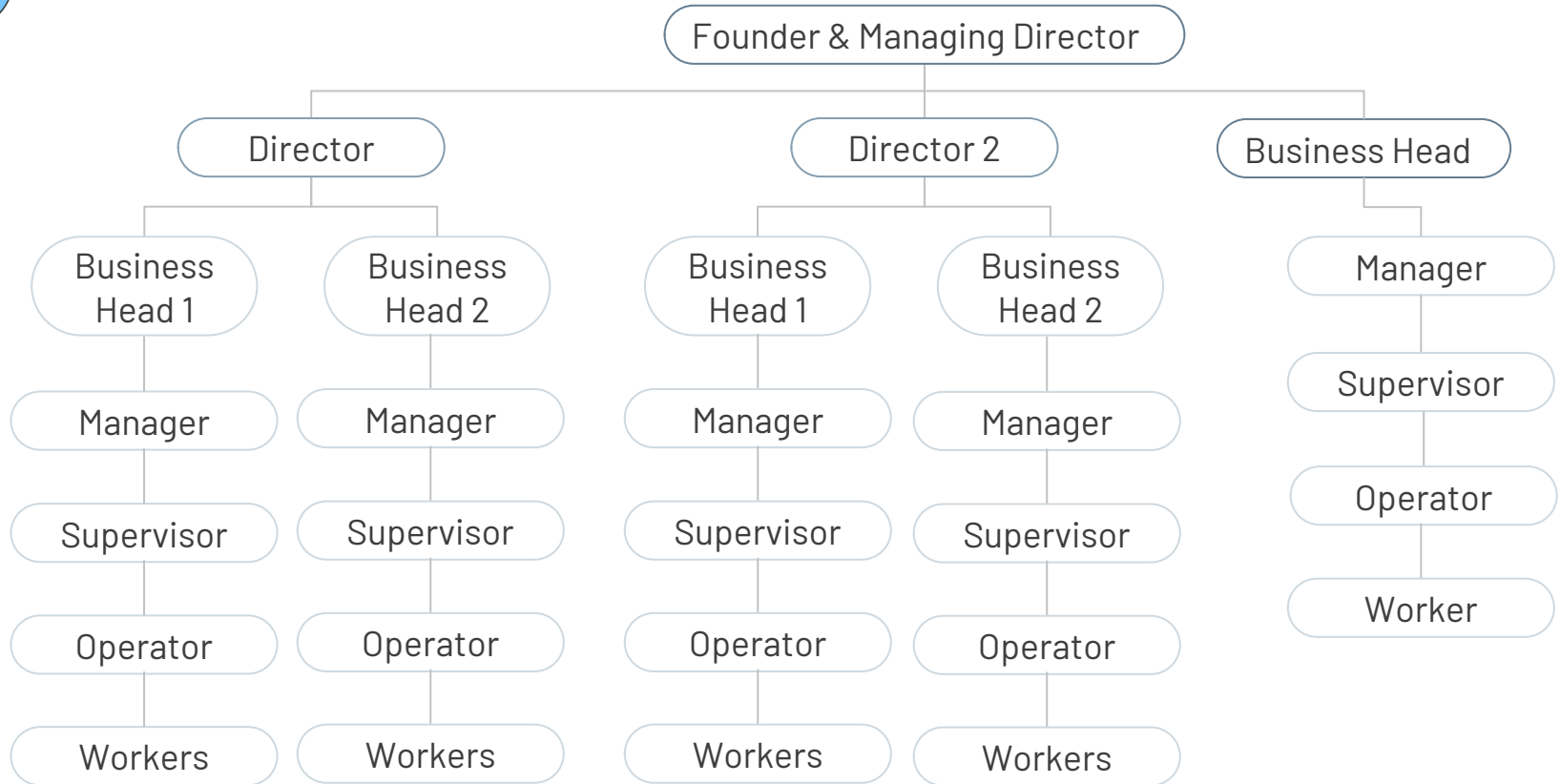
**4** major verticals of the company



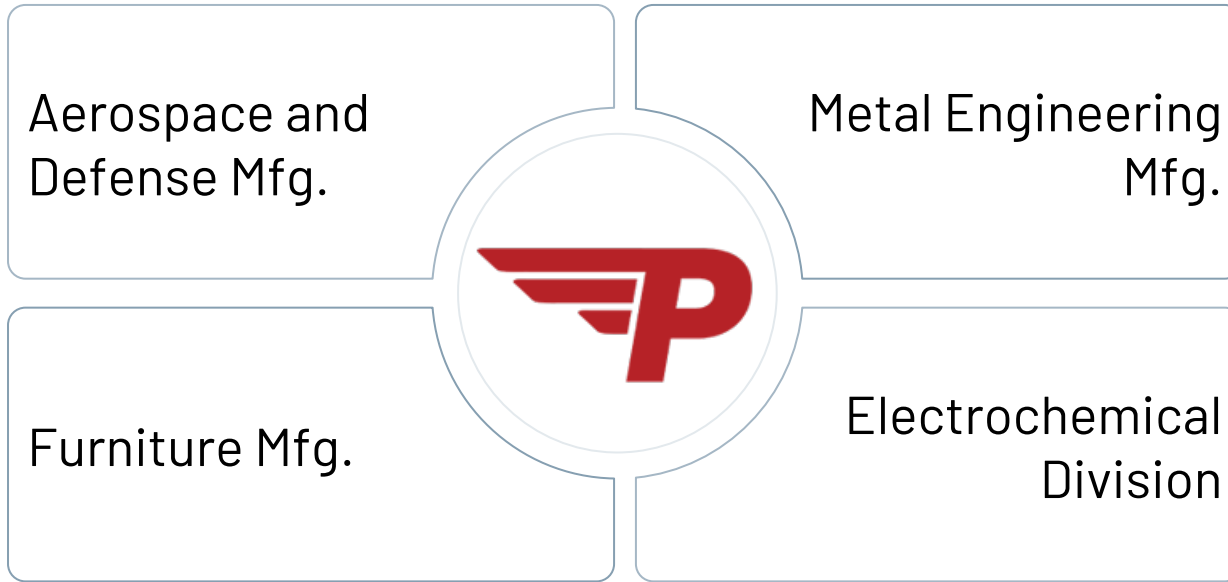
ERP Users – **20+**

...

# Organization Chart



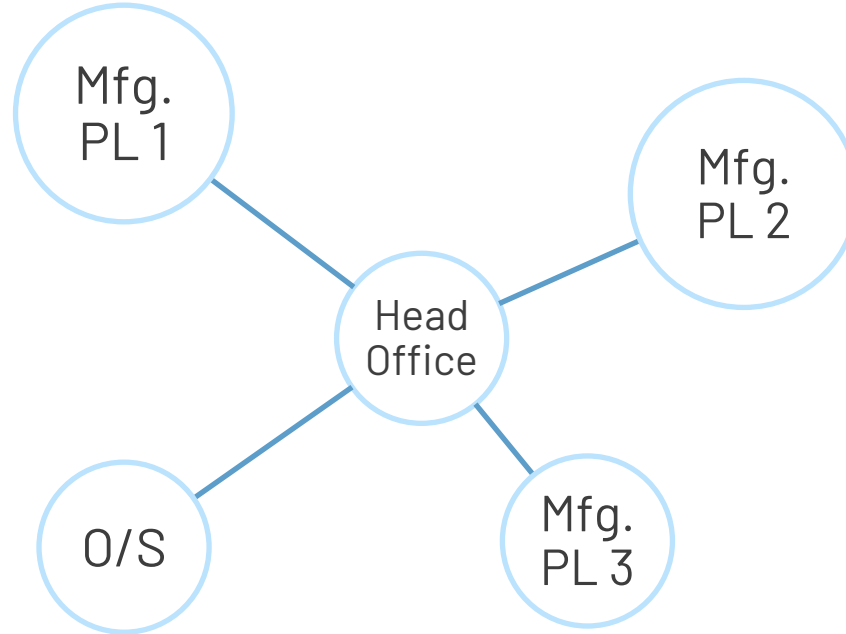
# Organization Structure



# Plant Setup

## Outsourcing (O/S)

- Operation not available in-house
- High volume, low-capacity parts
- Technology availability



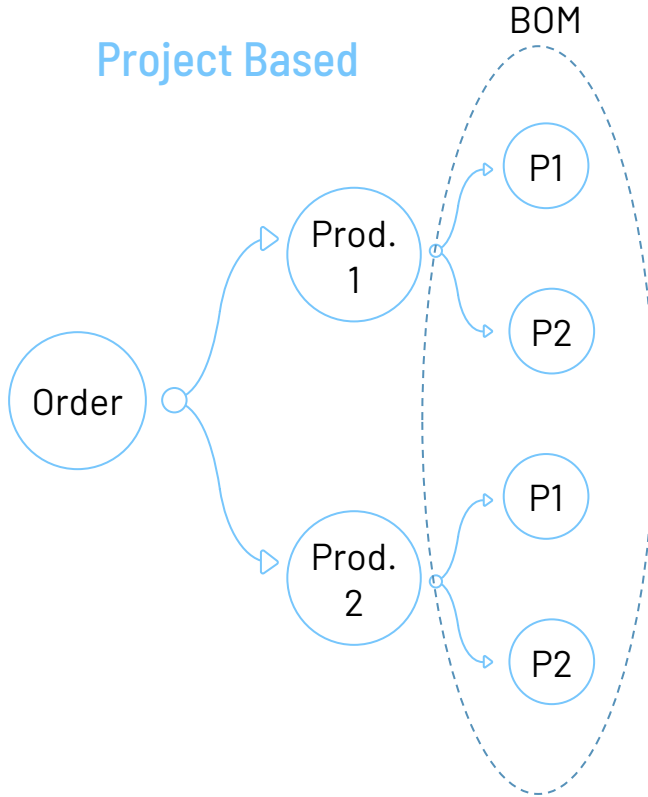
## Manufacturing Plats

- Diverged based on verticals of company
- Dedicated & specialized work-center setup
- Distance & size

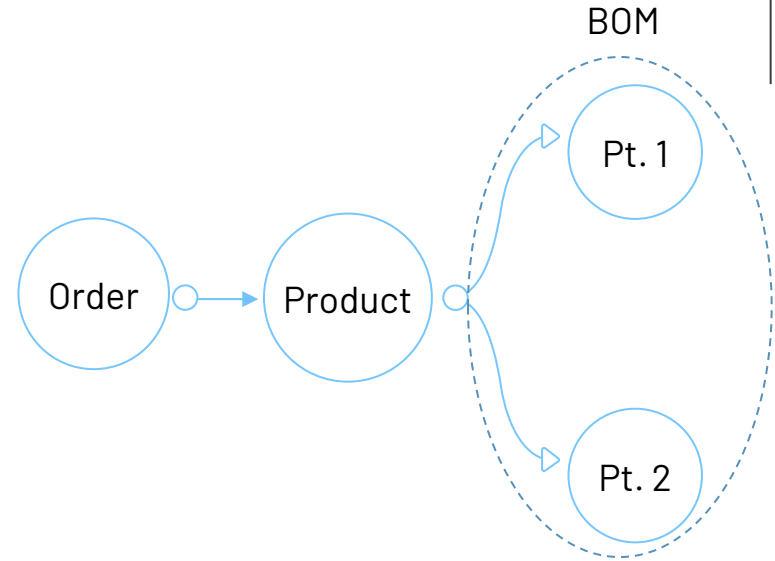


# Types of Order received

## Project Based



## Product Based



# Company's ERP System

odoo

# Desktop Software & Web Version available

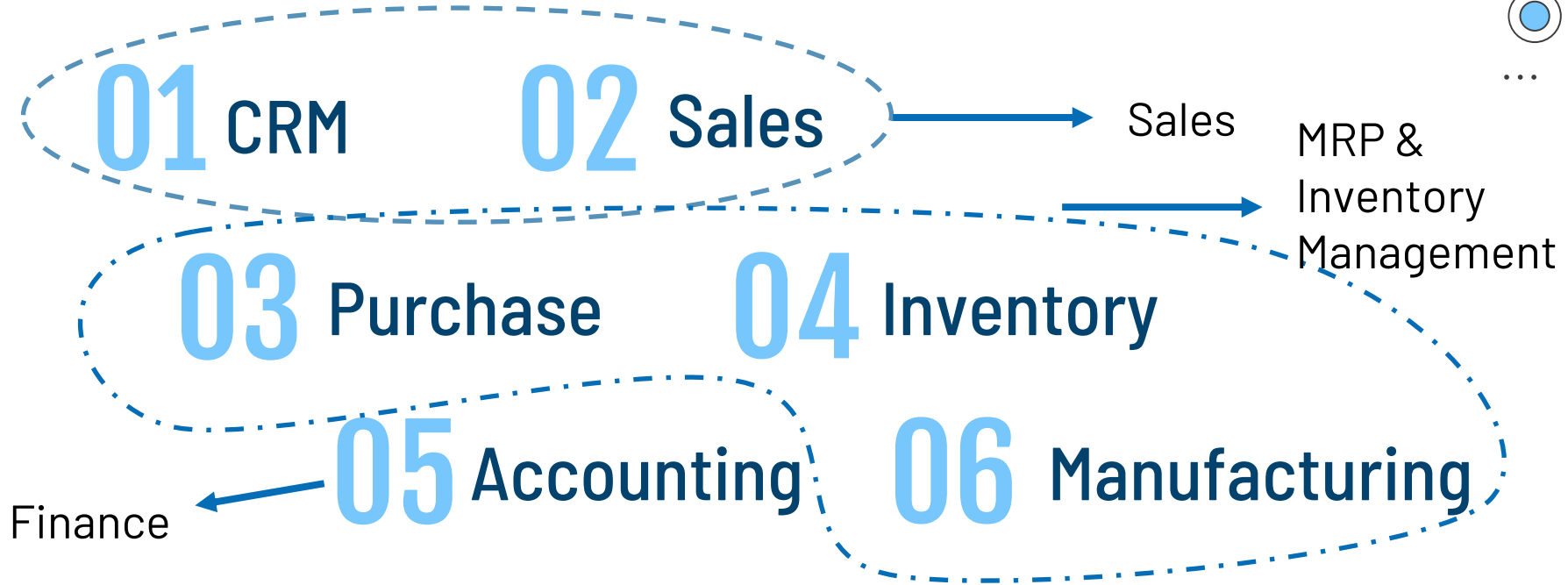




02

# Enterprise Resource Planning

# ERP Processes & Components



# Main Competitors

CRM	Sales	Purchase	Inventory	Manufacturing	Accounting
Stages of opportunity	Converting Lead to Enquiry	Design to BOM	Receive Material	Receive Manufacturing Order	A/C Payables
Tracking	Enquiry to Quotation	BOM to Purchase Requisition	Enter to the system	Assign work centers	A/C Receivables
Customer Data & Lead Generation	Quotation to Sale Order	PR to PO Vendor selection	Stock created	Send to production	Expenses tracking
Inputs for forecasting	SO to Design	Order Materials	Release for production	Produce & Deliver	G/L Tracking

# Before ERP Implementation

Excel

## Drawbacks



Manual analysis



No Email Integration of data



No correlation & synergy b/w departments



Realtime tracking and forecasting  
was time consuming



# Need for ERP Adaptation



## Data analysis

Business needs a systematic way of analyzing data after existing in the industry

## Preserving data

Need for data to forecast the future business is huge which creates historic data

## Decision making

Data helps in the process of decision making by bringing in facts

## Business cycle integration

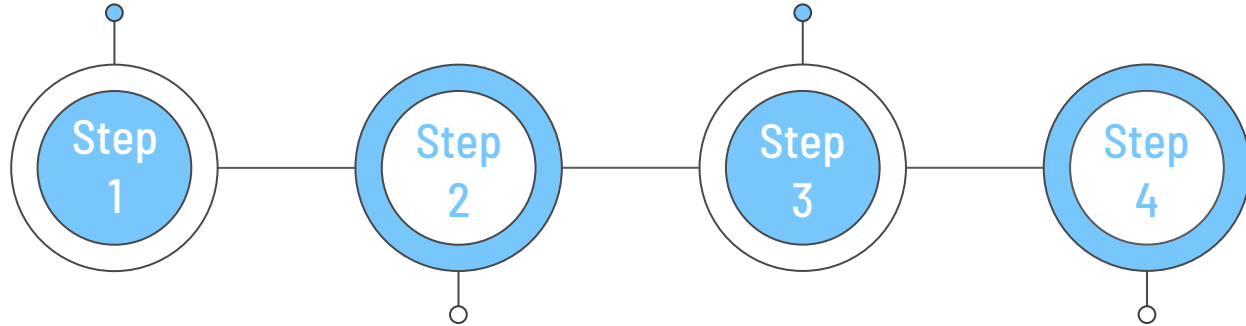
Cross functional teams in the organization needs to understand the data in the same way and have to present in common formats



# Implementation Stages

Selected software &  
Modules Required

Test Run the model  
regularly & kept updating  
data continuously



Established & defined  
processes and Allocated  
resources based on  
operations

Gradually added one  
module after another



# Team & Approach



Complete process handled by ONE person

After process establishing the team was given to test the process with data

Staged approach was used to successfully implement the ERP

# Data Conversion & Integration



Analyzed the requirement



Data entered to the ERP system



Tested data on the software



Modified the fields as required



Linked with the reporting system



# Factors for Success

## Handled by SME

Even the implementation was managed by one person, he was the subject matter expert for the business

## No pressure from Management

Since there was no short timeline for the completion of the project, It was implemented with ease

## Small team

Helped to understand and reframe the process faster

# Challenges for implementation

01

## Data Entry

Entering the data from historical data was challenging

- i) No continuity in data
- ii) Systematic database not available

02

## Iteration of staff

People leave after getting trained in the software.

Have to train multiple people on the same tasks multiple times.



# Data Management & Governance Challenges



Tax system changes according to country of software origin Vs  
Country of implementation



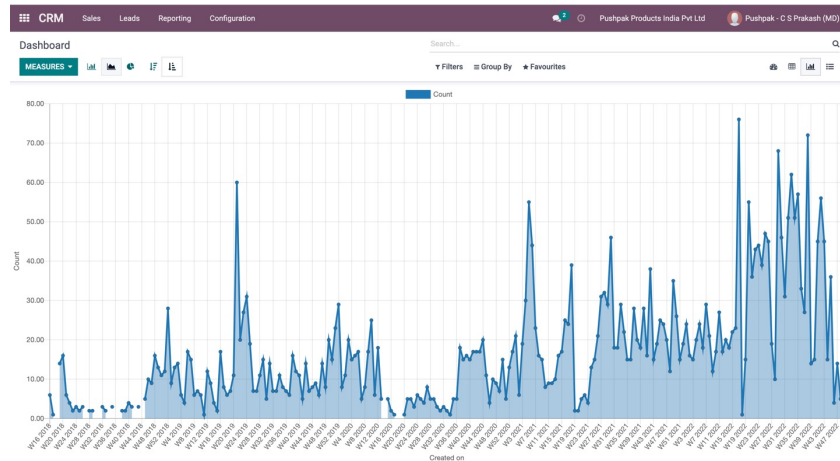
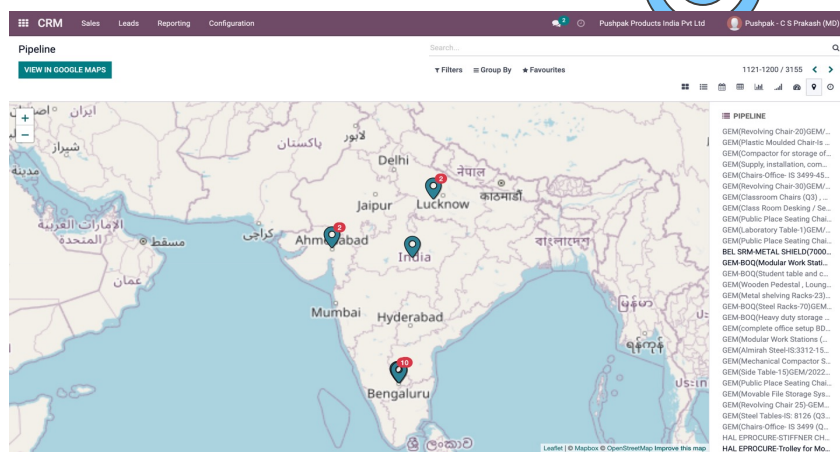
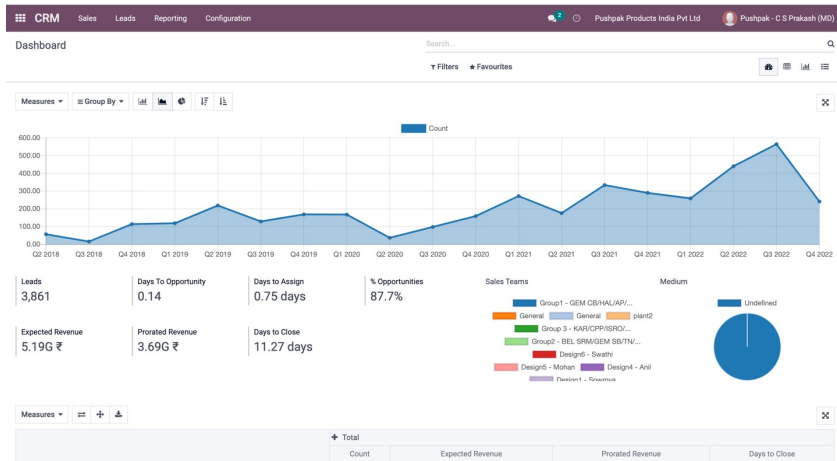
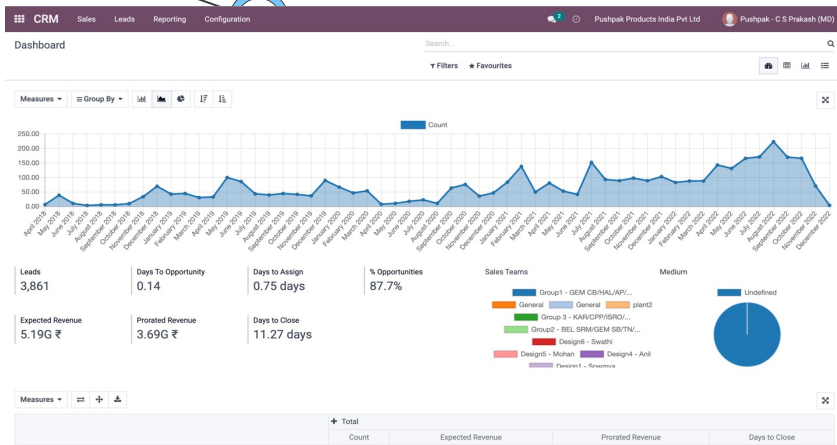
Following regulations with proper documents generation for  
goods delivery



03

Reports

# CRM Reports





# Sales Report

The figure displays three screenshots of a sales report dashboard, illustrating data visualization for sales performance.

**Top Left Screenshot: Sales by Salesperson**

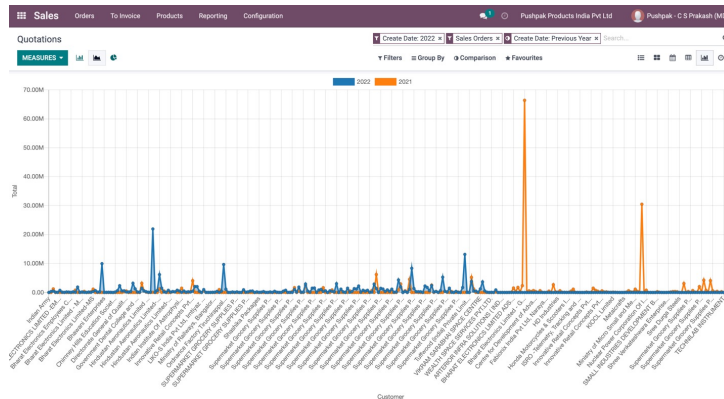
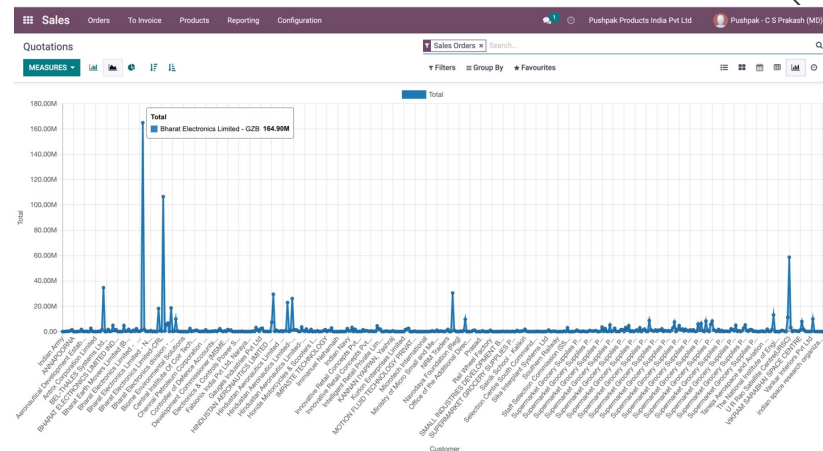
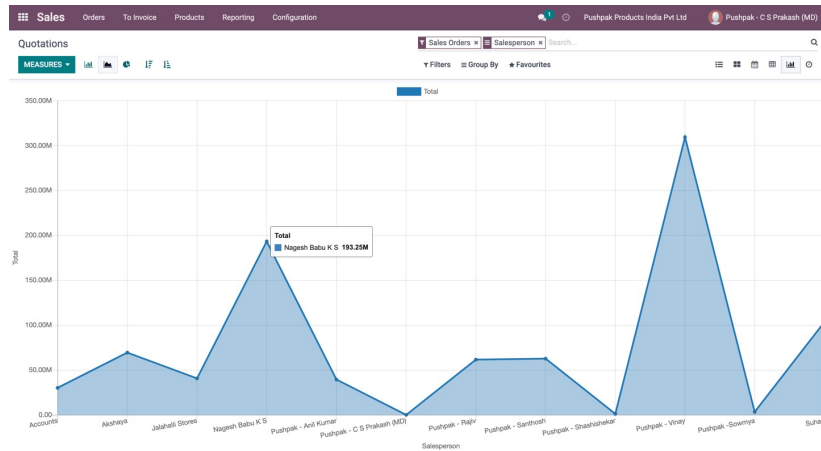
- Navigation:** Sales, Orders, To Invoice, Products, Reporting, Configuration.
- Filters:** Sales Orders, Salesperson.
- Chart:** Area chart showing Total sales by Salesperson. The Y-axis represents Total sales (0.00 to 350.00M). The X-axis lists Salespersons: Ashish, Jashraj Store, Nagesh Babu K S, Putpak - Ash Kumar, Putpak - C S Prakash (MO), Putpak - Harj, Putpak - Sarabesh, Putpak - Shaishesh, Putpak - Viney, Putpak - Somesh, and Suhas.
- Key Data Point:** Nagesh Babu K S has a total sales of 193.25M.

**Top Right Screenshot: Sales by Customer**

- Navigation:** Sales, Orders, To Invoice, Products, Reporting, Configuration.
- Filters:** Sales Orders, Search.
- Chart:** Area chart showing Total sales by Customer. The Y-axis represents Total sales (0.00 to 180.00M). The X-axis lists Customers, including Bharat Electronics Limited - Q2B with a total sales of 164.90M.

**Bottom Screenshot: Sales by Year**

- Navigation:** Sales, Orders, To Invoice, Products, Reporting, Configuration.
- Filters:** Create Date 2022, Sales Orders, Create Date Previous Year.
- Chart:** Area chart comparing Total sales for 2022 (blue) and 2021 (orange) by Customer. The Y-axis represents Total sales (0.00 to 70.00M). The X-axis lists Customers, showing a significant peak in 2021 for Bharat Electronics Limited - Q2B.



# Purchase & Inventory Reports

**Purchase** Orders Products Purchase Reporting Configuration Pushpak Products India Pvt Ltd Pushpak - C S Prakash (MG)

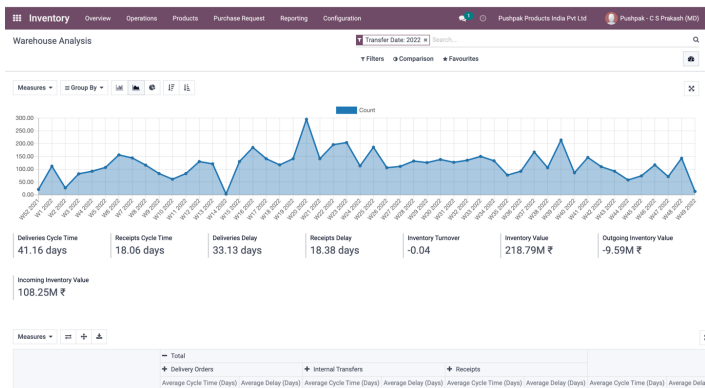
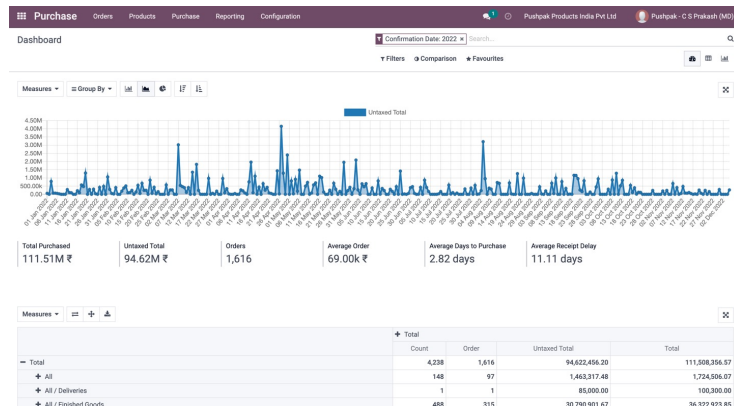
Requests for Quotation

CREATE

Filters: Group By Favours 1:80 / 5628

RFQs: All RFQs To Send 10 Waiting 0 Late 19 Avg Order Value (₹) 122,619.87 ₹ Purchased Last 7 Days (₹) 656,580.08 ₹ Lead Time to Purchase 2.36 Days RFQs Sent Last 7 Days 0

Reference	Supplier	Company	Purchase Representative	Order Date	Next Activity	Source Document	Total	Status
6153	Heera International	Pushpak Products India Pvt Ltd		Today		TE07325	0.00 ₹	RFQ
6152	Manulife Fabrication	Pushpak Products India Pvt Ltd		Today		TE07324	63,720.00 ₹	RFQ
6151	Bindwan Plywood	Pushpak Products India Pvt Ltd		Today		TE07323	0.00 ₹	RFQ
6150	Dawn Trading Co.	Pushpak Products India Pvt Ltd		Today		TE07322	0.00 ₹	RFQ
6149	Heera International	Pushpak Products India Pvt Ltd		Today		TE07321	153,400.00 ₹	To Approve
6148	Thattawamai Kitchen Equipments	Pushpak Products India Pvt Ltd		Today		TE07320	30,680.00 ₹	To Approve
6147	Tuffwood (India) Private Limited,	Pushpak Products India Pvt Ltd		Today		TE07319	15,016.68 ₹	To Approve
6146	Babu Ram Prem Chand,	Pushpak Products India Pvt Ltd		Yesterday		TE07318	753,506.12 ₹	To Approve
6145	Hypotech hydraulics Pvt.Ltd	Pushpak Products India Pvt Ltd		Today		TE07317	6,848.72 ₹	Locked
6144	Blossom solutions	Pushpak Products India Pvt Ltd		Today		TE07316	32,568.00 ₹	Locked
6143	Eagle Tooling System	Pushpak Products India Pvt Ltd		Today		TE07315	12,744.00 ₹	Locked
6142	LAMEE HARDWARE & ELECTRICALS	Pushpak Products India Pvt Ltd		Today		TE07314	625.88 ₹	Purchase Order
6141	UMA INDUSTRIES	Pushpak Products India Pvt Ltd		Yesterday		TE07313	1,020.70 ₹	To Approve
6140	Mohan Indane NDNE Retailers	Pushpak Products India Pvt Ltd		Today		TE07312	9,075.02 ₹	Locked
6139	Dawn Trading Co.	Pushpak Products India Pvt Ltd		Today		TE07311	4,016.72 ₹	Purchase Order



...

# Manufacturing Report Based on Work Center

## Work Centers Overview

Search...



Filters Group By Favourites

1-24 / 24

<div>Turret Punch</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>98</div>	<div>Bending</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>45</div>	<div>Bandsaw</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>11</div>
<div>Iron Worker</div> <div>PLAN ORDERS</div> <div></div> <div></div>	<div>Beam Saw</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>11</div>	<div>Edge Banding</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>11</div>
<div>Routing</div> <div>PLAN ORDERS</div> <div></div> <div></div>	<div>Manual Boring</div> <div>PLAN ORDERS</div> <div></div> <div></div>	<div>Manual Edge Banding</div> <div>PLAN ORDERS</div> <div></div> <div></div>
<div>Welding 1</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>12</div>	<div>Welding 2</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>12</div>	<div>Welding 3</div> <div>WORK ORDERS</div> <div>To Launch Late</div> <div>12</div>
<div>Welding 4</div> <div></div> <div></div> <div>1</div>	<div>Assembly 1</div> <div></div> <div>To Launch</div> <div>0</div>	<div>Assembly 2</div> <div></div> <div></div> <div>2</div>



# Thank you!

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