

# Case Study

## PMT Machines Ltd. (Leading Manufacturer)

PMT is a manufacturer of Machine tools that include CNC Automats, Turning / Machining Centers and Grinding Machines. The manufacturing operations are setup for Assemble-To - Order (ATO) and Made-to-stock (MTS) supply chain modes. The plant executes over 1500 orders per year catering to customers in both domestic and export markets.

### The 'C' Level Q?



Are your  
Enterprise Systems  
delivering on their  
promised ROI?

"I use the Real Time Operational Scoreboard-RTOS at least 10 times a day; each of my plant supervisors use them at least twice a day. This is an ultimate toolset that helps in sharing the same information across our organization effectively"

COO  
PMT Machines Ltd.

### Business Challenge

PMT needed a real time operational system to provide a comprehensive supply chain visibility and provisions for decision support in order to maximize opportunities for the manufacturer while fulfilling Orders. PMT was challenged for achieving profitability supporting its Dynamic Assemble-To-Order (DATO) programs.

### Opportunity

SAP serves as the enterprise platform for PMT's business. Ivitesse was required to gain customer's process knowledge and adapt to the industry best practices, then apply intricate strategies using SAP modules, systems integration and database architecture and management. Ivitesse deep experience in the Manufacturing domain combined with SAP implementation experience facilitated an augmented ROI for the Manufacturer while supporting their growing business needs adequately. Ivitesse demonstrated its capabilities while implementing SAP modules by creating real time operational, business-wide dashboard functionality for the Manufacturer.

**Ivitesse delivered a multitude of standard reports available within SAP, the personalized dashboards Ivitesse created for users single view that was tailored for monitoring and measuring individual department KPIs - Key Performance Indicators**

## Solutions Approach & Results

Successful implementation of SAP R/3 system with this Real Time Operational Scoreboard (RTOS) feature helped Manufacturer achieve their annual revenue target with improved customer service-levels.

Using features available integral to the SAP modules, Ivitesse helped customer implement an improved decision making environment. Overall, higher efficiencies were achieved while bringing down their operational costs.

## Benefits

- 15% increase in sales and order fulfillment leading to additional profits to the tune of \$25M
- Seamless operational data flow leading to improved operational efficiencies lowering 1% - 2% costs per month
- Higher service levels resulting out of improved predictability with Available To Promise mode

## Customer Quotes

- “It was a monumental task to create a single screen of real time view of the operational data extracted from 80 odd SAP tables through RTOS. However Ivitesse team did an excellent job in designing and delivering the solution”
- The new system is more user friendly with rich drill down features.
- New System supports reports with graphics and has better management acceptability

**Project Manager**  
PMT