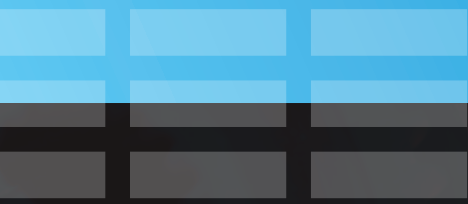
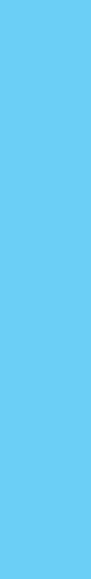


Manufacturing Solution





To design and produce winning products and harness overall business efficiencies, manufacturing firms seek the right specifications and streamlined production processes. Enterprises also look for the right pricing strategies by introducing cost-efficiencies, derived from controlling wastage and reducing time-to-market. This can be achieved by efficiently tracking the performance of multiple plants and numerous departments, processes, products and markets. Enterprises also look to streamline operations and business models to address the challenges of changing business dynamics, increasing competition and globalisation.

Towards this, we, at Tata Consultancy Services (TCS), offer the iON Manufacturing Solution. This specially-designed solution is based on industry R&D and caters to the needs of rapidly-growing manufacturing units. We offer the integrated solution as a service, thus enabling you to keep investments low while delivering benefits in terms of cost, processes and profitability.

"UB is very pleased to have iON providing infrastructure, applications and services for our businesses in India. It gives us great confidence to have an organisation like TCS provide us the support that we need as we grow our business. It has given us the flexibility we need to grow our business as and when we want to."

Clifford Burroughs

Group IS & Lean Director, United Biscuits



An overview of our Manufacturing Solution

Benefits

The iON Manufacturing Solution propels your business to new heights and brings you benefits of:

Streamlined procedures, achieved by:

- **Complying with regulations.** We offer India-specific functionalities to address legal and procedural requirements relating to taxation, pricing, excise, export and import.
- **Standardising procedures.** We introduce standardised procedures across your business, with the scope to implement customised, high-end processes.

Cost advantages, through:

- **Streamlining cash flows.** The solution is designed to shorten the financial close cycle. This includes procurements-to-pay on the purchase side and orders-to-cash on the sales side.
- **Reducing costs.** Our solution keeps a check on overtime labour through improved schedules. We also help reduce overhead and transaction costs.

Focused procurement strategy, facilitated by:

- **Streamlining procedures.** Our solution helps rate vendors and conduct purchase price variance and usage variance reviews to identify patterns in procurement and production consumption costs.
- **Reducing procurement costs.** Our solution helps you plan purchases to avoid peak pricing and small

orders. This ensures savings, reduced rush charges and lower shipping costs.

Informed decision-making, enabled by:

- **Integrating isolated systems.** By integrating isolated systems in geographically-dispersed branches, we help you monitor business processes in significant detail. As a result, you drill-down to factory-level details to quickly identify and solve problems.
- **Getting unified real-time views.** By providing access to a smooth flow of consolidated financial information that represents operations across multiple business centres, we enable product-wise tracking of costs and revenues.

Higher revenues, obtained by:

- **Cutting losses.** Our solution helps identify loss-making products and eliminate unprofitable inventories before losses increase. The solution also pin-points processes that need to be streamlined in order to reduce business cycles.
- **Satisfying customers.** Our solution helps ensure that you achieve greater efficiencies in customer support services, such as warranty tracking and after-sales services. This helps you gain new customers and retain old ones.



"Earlier we were using a large ERP application which had its own limitations & we were unable to access any information, instantly. TCS, on the other hand provides a web based application which is easily accessible from anywhere & at any time. The data can be captured online, in no time & this helps us to great extent in our day to day operations. Last but not least, we are happy with our decision to go with iON, amid fierce competition & it is worth the money paid without us incurring any Capex."

Rajesh KJ

Manager - Information Technology, Rialto

Production within and across facilities has one challenge – you are always at the quest to know the right cost. Right inventory, right quality, right capacity and right estimate of demand – all these contribute to the profitability of your business. And, the fact that these are inter-related makes your business even more complex to manage. Efficiency is lost within the communication gaps between departments and facilities.

Through the iON Manufacturing Solution, all the processes are made talk to one another all the time. And as those processes perform in sync, they contribute to one goal – increasing profits and reducing costs.

What do you get?

Our Manufacturing Solution offers feature-rich modules to streamline every aspect of your business

Inventory

You Manage

- Inventory management
- Receipt of goods
- Material consumption and transfers
- Jobs
- Stock adjustments
- Movement of scrap
- Finished goods batches

Decision Support

- Batch costing
- Inventory valuation
- MIN-MAX inventory planning

Production

You Manage

- Bill of materials
- Job orders and feedback
- Routing operations
- Production plans
- Subcontracting
- Back flush (auto-assembly)
- Scrap and loss generation

Decision Support

- Production costing
- Assembly efficiency
- Production inventory planning
- Demand

Procurement

You Manage

- Purchase requisitions
- Purchase quotations
- Purchase order
- Returns to vendor

Decision Support

- Vendor rating analysis
- Purchase performance
- MRP driven procurement

MRP

You Manage

- Job planning for order
- Vendor selection for order
- Planned purchase order
- Master plan scheduling

Decision Support

- Inventory levels
 - Procurement shortfall
-

Sales

You Manage

- Sales enquiries, quotations and orders
- Schedule recurring sales order
- Shipments and sales invoice
- Pricing, customer wise
- Tax configuration
- Sales returns

Decision support

- Sales forecasts
- Sales targets
- Sales performance.
- Accounts receivables plan

Quality

You Manage

- User defined specifications
- GIN level specification
- Finished goods specification
- WIP specifications
- QC on Goods inwards note
- QC on Finished goods and WIP issues

Decision support

- Compliance
- Vendor rating
- Reason and comment tracking
- Discretions on outliers

Import/ export

You Manage

- License maintenance
- Export obligations tracking
- Delisting of advance license
- Customs duty calculations
- Duty taxation

Decision Support

- Compliance

Add-on

Plant maintenance

You Manage

- Preventive maintenance schedules
- Request for maintenance
- Request for product change over
- Request for commissioning and installation
- History card for machine
- Planned preventive maintenance
- Action against requests and schedules

Decision Support

- Maintenance alerts
- Compliance
- Reasons and discretions

Tools management

You Manage

- Tools purchase/ receipt
- Tools inventory
- Tools scrap valuation
- Tools issue/ receipt
- Tool maintenance

Decision Support

- Maintenance alerts
- Compliance
- Reasons and discretions

Service/ support management

You Manage

- Item master for spare parts
- Spares order for warranty/ spare stock/ after warranty
- Spare shipment/ invoice
- Spare stock purchase/ receipt
- Spare part inventory

Decision Support

- Spare stocks and replenishment
- Spare issue on orders
- Demand



Why iON

iON provides comprehensive solutions that address varied IT requirements. From network to ERP, iON is offered as a single service, in a pay-per-use model, allowing you to leverage the solution's true potential. iON ensures integration of all processes along with ease of use.

iON promises:

- **High performance in normal broadband;**
- **Stringent security and data privacy ;**
- **Guaranteed availability (99 per cent uptime);**
- **Disaster recovery;**
- **Reduced need for IT staff.**

iON, therefore, manages your processes while you use the software. You gain from:

Integrated solutions

We ensure that all your solutions are connected. For example, if you are using a CRM along with an ERP, and have a document management system to organise your files, we ensure that these solutions are connected and work as one. So for you, it is simply IT and not applications.

Increased agility

We bring in the agility to keep pace with changing processes or a new line of business. We help you configure the processes to work differently or simply choose new practices recommended by the software. Our activation system flags on best practices while the system is running. As you pick and choose, we give you more options to choose from.

A pay-as-you-use model

This model eliminates capital investment as we provide the IT infrastructure and software on rent. You pay as you use and only for the number of users who actually use the software. The rent is charged monthly. Typically, the cumulative rental for three years is equal to the capital cost of acquiring similar or lesser software with one-time payment. Usually, the ROI exceeds rental within three months, when best practices are well followed. The rental includes maintenance and training, with no hidden costs.

Personalised solutions

Although this is a cloud service, the software is configurable to each business. You will always get the flavour of your own business by picking and choosing what processes you would need.

Automatic upgrades

We continuously invest in our solutions to ensure best practices. We enrich the software based on user feedback and business and statutory changes. We ensure the upgrade without disrupting the user.



TATA CONSULTANCY SERVICES

Hardware + Network + Software + Services

About iON

iON is Tata Consultancy Services' strategic unit for Small and Medium Business. iON provides end-to-end business solutions to the SMB segment, the growth engine of the economy. iON caters to the needs of multiple industry segments with best practices gained through TCS' global experience, domestic market reach, skills, know-how and delivery capabilities.

For more information, visit us at www.tcsion.com

Contact

To know more about the iON Manufacturing Solution

Toll Free Number 1800 209 6030

Email ion.salessupport@tcs.com

About Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services is an IT services, consulting and business solutions organization that delivers real results to global business, ensuring a level of certainty no other firm can match. TCS offers a consulting-led, integrated portfolio of IT and IT-enabled infrastructure, engineering and assurance services. This is delivered through its unique Global Network Delivery Model™, recognized as the benchmark of excellence in software development. A part of the Tata Group, India's largest industrial conglomerate, TCS has a global footprint and is listed on the National Stock Exchange and Bombay Stock Exchange in India.

For more information, visit us at www.tcs.com

IT Services
Business Solutions
Outsourcing

All content / information present here is the exclusive property of Tata Consultancy Services Limited (TCS). The content / information contained here is correct at the time of publishing. No material from here may be copied, modified, reproduced, republished, uploaded, transmitted, posted or distributed in any form without prior written permission from TCS. Unauthorized use of the content / information appearing here may violate copyright, trademark and other applicable laws, and could result in criminal or civil penalties.

Copyright © 2011 Tata Consultancy Services Limited