

# Client Experience

Manik Industries Ltd.

## Manik Industries can help make datacenters, without having one

### The Business

**Profile:** Specialized in sophisticated storage and interior design systems

**Product range:** Civil and HVAC racks, closets, lockers

**Operations:** Operating in Mumbai

### Situation

#### Business issues

- **Engineering focus:** Focus on engineering and aim to reduce non-core activities
- **Growing business:** Information system getting complex with large turnkey contracts

#### IT roots

- No intention to keep internal IT staff
- Leverage IT but outsource IT maintenance

### The IT as a Service way

#### Need for integrated ERP

Manik Industries is anticipating rapid growth in business. They needed an IT that would grow with their operations with increasing production sites and branches.

With growing high-end offices in India, demand for engineering sophistication in interior design picked up. Manik Industries has been operating since 1970, felt the need to digitize its sourcing and assembly processes into an ERP. However, it had a plan to use ERP software without keeping an IT staff internally.

#### How did the iON Manufacturing solution help?

Manik Industries is a manufacturer as well as a distributor. Some of its products are also sourced under foreign partnership with a couple of globally known brands. They take orders for standard products and also undertake turnkey projects. Hence, their processes included both planned and custom assemblies, with sophisticated procurement.

Our Manufacturing solution became useful by way of:

- Keeping standard Bills of Material for regular products
- Defining separate production plan and new Bills of Material for turnkeys
- Managing import of ready-made products through the Purchase and Tax Management modules

In fact, Manik Industries implemented all this without keeping any servers in house. That way IT as a Service proved “future-proof” for it.

### To summarize

- Growing business pressed upon the need for ERP
- Focus on consulting with an intent to keep lightweight internal IT
- Flexible production process was achieved to suite turnkey orders

### Relevant part of the software

#### Manufacturing solution

- Order to cash
- Procure to pay
- Procurement plan
- Production Plan
- Plant Management
- Distribution management

#### Finance & Accounting

- Multi-site chart of accounts
- Financial statements
- Approval workflows
- Taxation

*Bottom line: Automated processes without holding any in-house software*

*"TCS low cost web-based solution, iON is similar to the Tata NANO concept. It significantly reduces IT costs & maintenance viz. no software to install, no hardware to purchase & maintain, no upgradation!*

*Invariably, such decisions involving huge investments remain at the planning stage. TCS has made this technology affordable & easily available. Businesses, organizations of all sizes are being attracted by the many advantages and economies that TCS web-based ERP solution has to offer.*

*The icing on the cake is the trusted name TATA CONSULTANCY SERVICES - the WEB-BASED Service Provider."*

**Kishin C Malik**  
Managing Director,  
Manik Industries Limited



**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](http://www.tcsion.com)

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#### **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.

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