



# Case Study

## Manufacturing



## Learn how a leading solar energy designer and manufacturer maximized its profits while expanding its market presence in a fast growing dynamic industry using SAP.

### Client Overview

World's Top 5 manufacturer of Photovoltaic modules (Solar Panels) world-wide and a provider of PV power plants was looking for an application that can meet their triple digit growth model. The entire growth model requires a scalable infrastructure, a common business platform to achieve goals, to enable future acquisitions and partnerships, provide end-to-end integrated processes and leverage best practices to enable better operating efficiencies.

### Solution

The implementation covered logistics, manufacturing, supply chain management (SRM), advance planning and optimization (APO) and financial accounting and controlling for each country and subsequent steady state support

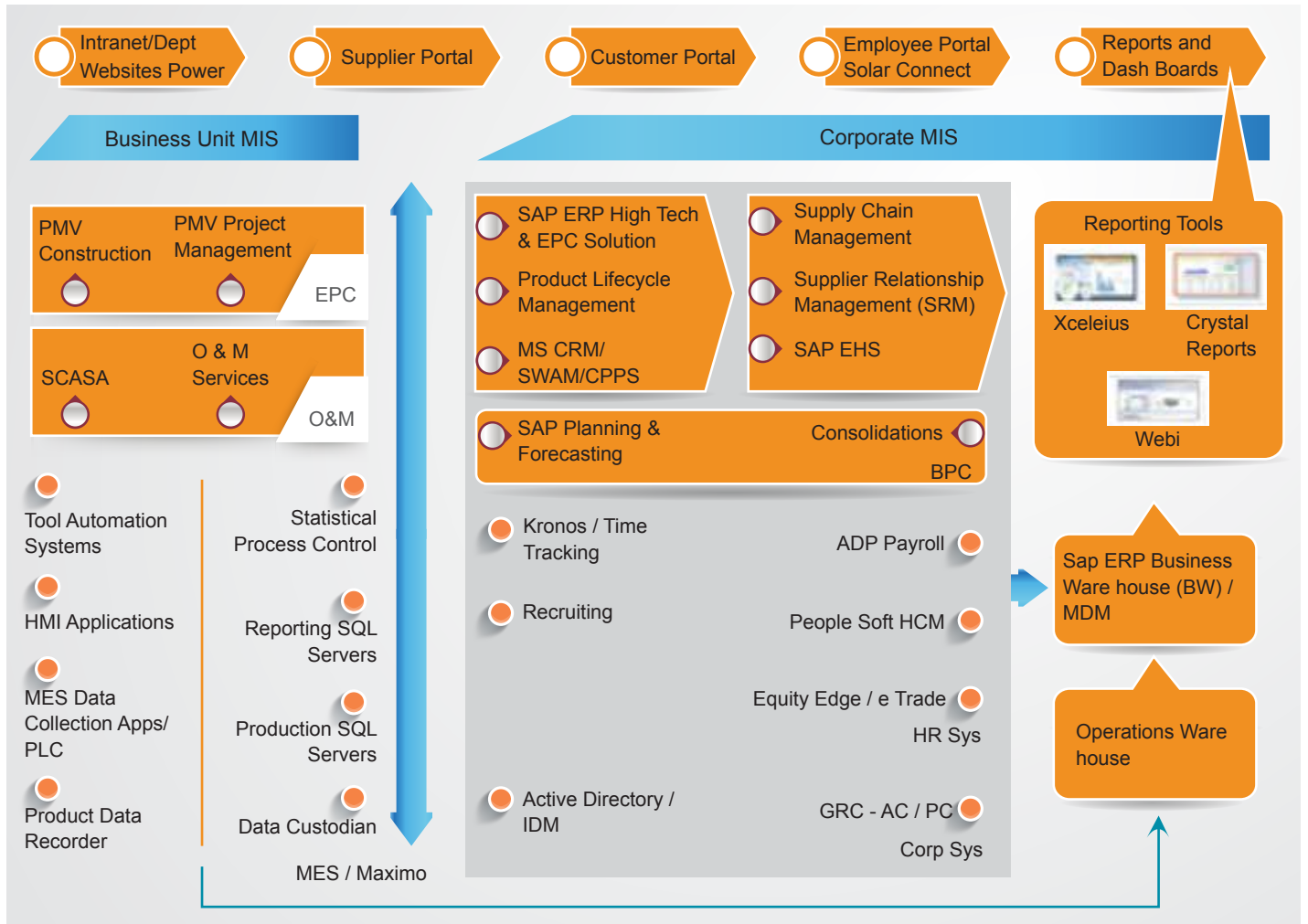
- Source to Pay includes processes to procure materials, inventory materials and make payment to suppliers
- Plan to produce includes all processes that pertain to the planning and execution of manufacturing processes
- Record to Report includes all the processes that pertain to financial and management accounting processes of the company
- Order to Cash includes all company processes that pertain to the administration and execution of sales, distribution, and billing processes
- Engineer to Release includes management design drawings, enterprise wide changes to drawing documents, products, processes, materials and also incoming materia quality.
- Project Setup to Close: includes integration of project processes to support the modules and EPC businesses.
- Supplier Relationship Management (SRM) integration with vendors
- Advanced Planning and Optimization Implementing of Supply Network Planning (SNP) and Demand Planning (DP)
- Environment Health and Safety (EHS)

### Value Proposition

Enabled the client to meet their growth model with business values:

- A cost reduction of c50% in Supply Chain by reducing transportation cost, warehouse costs & Inventory carrying cost
- Sales & Marketing were improved by c20%% per annum due to increase in margin from contract e-allocation, FTE efficiencies (orders, allocations, contracts, compliance), Reduced warranty & other contractual obligations
- Improved Governance, Risk & Compliance and thereby cost reduction of 45% per Annum.
- Analytic-driven improvements from integration with ERP & BI
- One-time benefit of 33% was achieved by reducing consignment & safety stock level
- Improved the procurement process by Reducing the Maverick Spend Savings, warehouse costs, inventory carrying cost, R/M Inventory and Spares / Safety Stock Inventory
- BI module helped the customer to analyze more accurate historical data, real-time updates, forecasting and even predictive analysis which helps in preparation of future business plans and market requirements.





## About Hexaware

Hexaware is the fastest growing next-generation provider of IT, BPO and consulting services. Our focus lies on taking a leadership position in helping our clients attain customer intimacy as their competitive advantage. Our digital offerings have helped our clients achieve operational excellence and customer delight by 'Powering Man Machine Collaboration.' We are now on a journey of metamorphosing the experiences of our customer's customers by leveraging our industry-leading delivery and execution model, built around the strategy— 'Automate Everything, Cloudify Everything, Transform Customer Experiences.'

We serve customers in Banking, Financial Services, Capital Markets, Healthcare, Insurance, Manufacturing, Retail, Education, Telecom, Professional Services (Tax, Audit, Accounting and Legal), Travel, Transportation and Logistics. We deliver highly evolved services in Rapid Application prototyping, development and deployment; Build, Migrate and Run cloud solutions; Automation-based Application support; Enterprise Solutions for digitizing the back-office; Customer Experience Transformation; Business Intelligence & Analytics; Digital Assurance (Testing); Infrastructure Management Services; and Business Process Services. Hexaware services customers in over two dozen languages, from every major time zone and every major regulatory zone. Our goal is to be the first IT services company in the world to have a 50% digital workforce.

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