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Preeti Patki
CFO
Kimplas Piping Systems Ltd

Kimplas partnered with Fujitsu to deploy a new SAP Services platform that now underpins the business and makes the generation of reports and invoices simple.

At a glance

Country: India
Industry: Manufacturing
Founded: 1996
Website: kimplaspiping.net

Challenge

Kimplas wanted to replace its disparate legacy ERP systems with one consolidated platform for better efficiency and data visibility. It also needed to ensure compliance with the incoming mandatory Goods and Service Tax.

Solution

Kimplas selected Fujitsu to create a new SAP Services model, the first of its kind in India. Fujitsu now provides support and operational services, including infrastructure hosting, from its own local data center and Global Delivery Center, based in Pune, India.

Benefit

- Full compliance with the Goods and Service Tax introduced by the Indian government
- Reports and invoices now generated at the touch of a button, making the company more responsive and increasing productivity
- Significant increase in operations visibility - enhancing efficiency and eliminating errors

Customer

Kimplas Piping Systems Ltd (Kimplas) is India's largest manufacturer of world class electrofusion (EF) and compression fittings, as well as valves, welding machines and tools. MDPE pipes are sourced from dedicated suppliers who manufacture to Kimplas' specifications. It has successfully introduced EF Fittings in drinking water systems and is currently the market leader in India, in the gas and water sectors. The company has modern mould manufacturing facilities supported by a team of experienced design developers, and is constantly expanding its range of products to meet market demands.

Products and services

- FUJITSU SAP Services
- FUJITSU Professional Services



Introducing a new, integrated ERP platform

Kimplas had a disparate set of data spread across multiple legacy systems, making it difficult to set controls and streamline operations. It also led to a lack of insight into financial reporting and real-time analysis. Wanting to unify and consolidate its ERP platforms, Kimplas went to market to find the best solution.

"Previously, we had been using ERP integrating accounting modules, but we wanted a more robust solution that would be credible with our partners and customers," explains Preeti Patki, CFO, Kimplas Piping Systems. "The important thing was to render the process smooth and seamless. We chose SAP because of its reputation in the accounting world."

The next step was to find the right technology partner to build, configure and support the new solution. Kimplas issued an RFP and examined three implementation partners with four criteria in mind: cost, SAP experience, manufacturing industry knowledge and local presence.

"Many deployments fail because there is a gap between the viewpoint of the customer and the partner, so having that understanding of the manufacturing business was critical," adds Patki. "Fujitsu could demonstrate past projects, assuring us of its capability in manufacturing and SAP. It also came in at an attractive price point."

There were, however, many challenges before the project could take flight. Different department heads were taking active roles in defining the requirements, with multiple ongoing changes to the functionality needed. There was also the recent introduction of the mandatory Goods and Service Tax (GST) to bear in mind in terms of compliance.

Creating India's first managed SAP service

Fujitsu spent three months designing and building a managed SAP Services IT infrastructure for Kimplas via a series of workshops. The managed SAP IT Infrastructure from Fujitsu ensures efficient operation of Kimplas' SAP environment, with flexible delivery models, cost efficiency and minimized risks.

Fujitsu provides support and operational services, including infrastructure hosting, from its own local data center and Global Delivery Center, based in Pune, India. The service range includes operation of SAP infrastructures, support and maintenance of the system and databases, as well as preventive services such as backup, restore and disaster recovery.

"Fujitsu consultants worked on-site for three weeks to define the formats and create new invoicing models using SAP, as well as migrate

our existing data from multiple hosted siloes to one new consolidated platform," continues Patki. "SAP has its own standard formats but we needed to ensure they were compliant with the incoming legislation."

Data visibility enables market agility

Hundreds of users across five locations in India can now avoid the time-consuming generation of invoices and reports by using the new Fujitsu-hosted solution. GST requires many details, however, the Fujitsu SAP service now makes it easy to pull this data and file returns efficiently.

"Fujitsu created an interface with SAP, which is simple, fast and helps us understand actual costs. It delivers a level of visibility that was previously lacking," says Patki. "It was not without its challenges; for example, reports are calculated separately from accounts with two different tables and no common set, leading to duplication of effort. Fujitsu reconciled the data sets and resolved the problem."

Now daily sales reports, payables, purchase registers and cashflow insight can be unlocked at the touch of a button. This makes Kimplas more productive as well as enabling the company to be more responsive to its customers. In a fast-moving and competitive industry, such agility is crucial to success.

"For us, the most important feature is the intra-functional control it provides, which ensures transparency across the business," remarks Patki. "From a management perspective, it is a far better tool for running the company and highlights errors and discrepancies before they become an issue."

Having streamlined its ERP environment, Kimplas is well placed to take the next step in its evolution by introducing cloud services and SAP COPA integration. It is also assured of GST compliance, meaning it can supply the Indian tax authorities with the information they need in a timely manner. Moreover, it can reduce inventory holding, speed time to market and improve customer satisfaction.

"Fujitsu has proven to be a responsible and professional partner, providing the support we need for this comprehensive ERP platform," concludes Patki. "It is now easy for us to submit to the government the requisite data, while our own internal operations have become much more responsive. We look forward to continuing our partnership with Fujitsu in the coming years."

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