

Case Study

Pratham Filters paves way for growth with Sage 300 ERP

Overview

Pratham Filters, a leading filtration company has expertise and experience of handling all kinds of liquid and air filtration equipment for over seven years. A self made company, Pratham Filters although deal in imported products; ensure that they do it with their brand, make and configurations.

With professionalism, guaranteed quality and customer satisfaction being the pillars for Pratham Filters, the company was looking to strengthen its operations and show a forward growth. "Looking to strengthen our operations, we were looking for a robust inquiry tracking mechanism that would ensure that every inquiry was being entered into the system and prevent any leak of opportunities" says Ajay Shroff, Director, Pratham Filters.

Sage 300 – Secure, Integrated, Scalable and Robust Solution from Sage

Pratham Filters was previously using an outgrown legacy accounting system and a comprehensive business solution was definitely the most wanted solution for the company that would help in addressing growing needs of their business, streamline their supply chain operations and bring transparency into their ground level operations.

"Undesired outcomes of several disintegrated practices and processes, lack of single point of data storage and lack of unified data storage and retrieval procedures gave birth to the requirement of new business solutions. Hence, the primary goal was to bring several

departments on the same page in terms of Inventory status, Supply chain process and backend accounting and finance transactions" says Kumar Siddhartha, Managing Director, Sage Software Solutions Pvt Ltd

"We were looking for a widely accepted solution for the company's order pipeline, trade inventory and overall supply chain management with reliable finance and back-office transactions. Having outgrown Tally, we evaluated multiple highly acclaimed business solutions along with Sage EES suite comprising tightly integrated ERP and CRM System based on functional criteria that included a proven industry solution that would be compliant with Indian Tax and Statutory requirements and a scalable solution in regards with our multi location offices, mass inventory movement and tracking of pre and post sales services"

- Ajay Shroff
Director
Pratham Filters

Overview

And that is where Sage 300 ERP came into picture. Being a highly scalable business solution due to its client server architecture, it required virtually no tuning up to fit into multi-location setup of Pratham Filters.

“Implementation started in March 2011 and the fully completed by July 2011 and Pratham Filters is effectively using the software since then. There are periodic reviews by key stakeholders from both

sides to identify if there are places for improvements. Sage Software Solutions and Pratham Operations team brainstorm together to identify new requirements and to devise the right process change/improvement plan and implement it with specific time frame”

- **Jitendra Somani**
Chief Executive Officer
Sage Software Solutions Pvt Ltd.



Challenge

Undesired outcomes of several disintegrated practices and processes, lack of single point of data storage and lack of unified data storage and retrieval procedures.



Solution

Implementation of Sage 300 ERP that required a standard configuration needed for any small to medium scale business. This resulted in optimum returns without incurring high costs.



Result

Activated various dormant opportunities, helped tap new markets with real time inventory tracking, back to back sales order processes and effective tracking of leads, opportunities and post sales services.

Overview

Dormancy Defeated

The Implementation has brought forward various dormant business opportunities and helped Pratham Filters tap new growing markets with tools like real time inventory tracking, back to back sales order processes and effective tracking of leads, opportunities and post sales services. What helped most was the right mix of “Just in time inventory management” and traditional business practices, thanks to Sage 300 ERP.

“Stringent tax and statutory compliance requirements of Indian Government authorities were readily catered with help of Sage 300’s Finance suit and Dedicated Tax Modules like TDS,” says Ajay Shroff, Director, Pratham Filters.

Faster Turnarounds

With Sage Inventory Control Module, the company has got sure results of faster turnarounds with regards to pre and post sales, enabling them to touch base with more core customers. “Major focus has shifted towards providing high quality products by identifying new suppliers, rating them on the basis of service quality, response time and product quality along with cost effectiveness. This resulted in customer centric delivery mechanism, which involved providing best fit for customer across budget and quality range,” says Ajay Shroff, Director, Pratham Filters. Going forward, the projects team from both ends are actively pursuing new methods and business practices for improving Supply

Chain system. Upgrades for Sage 300 to V2014 (the latest version) is under considerations.

Post implementation, the primary challenge was to handle change management among business users and part of management as well. “After working on a legacy system for long duration of time, a sudden change was received with lukewarm response” says Ajay Shroff, Director, Pratham Filters. However, with the right kind of training imparted by Sage Software Solutions, the change was handled in such a way that the business users not only accepted but happily embraced the product and implementation practices throughout the project time span. Secondly, changing business processes as per universally accepted business practices was a difficult part to implement.

“The users took time, the suppliers, the service providers and the auditors had to be educated and supported throughout the process to effectively bring in the ideal practices”

- **Kumar Siddhartha**
Managing Director
Sage Software Solutions Pvt Ltd.

Overview

Safe and Secure Solution for your business

The Client Server Architecture combined with robust Program structure makes Sage 300 one of the safest business solutions in terms of data security, Profile configurations and 'Need to Know' basis user access.

Customer

Pratham Filters

Industry

Trading

Users

ERP – 10
CRM - 05

System

- Sage 300 ERP and CRM Solutions
- Inventory Control Module
- Finance Module
- General Ledger
- Order Entry
- Purchase Order
- Inventory Control
- Transactional Analysis
- TDS



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