



BUSINESS PROCESS CASE STUDY

For

TIBREWALA ELECTRONICS LTD.

Authors: 1. Mr.Abbas Hyder – Vice President (Technical)

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**Focus Softnet:
Global Software
Solutions for your
business**

The Focus Suite of advanced business applications has been evolving since 1992 and has enhanced business efficiency at more than 18,000 corporations across the globe. Conceived by a team of professionals focused on developing cost-efficient [software solutions](#) for specific industry requirements, the Focus Suite today stands for a wide range of comprehensive, versatile [business management applications](#). For you, the Focus expertise enables production of customized solutions on short implementation cycles.

Case Study Details

Started Date
11th June 2012

Completed Date
15th June 2012

**Financial Year
2012**

FOCUS RT



Document Version

1.0

Approved

Quick Data, Quicker Decisions:

FocusRT is a Multi-Tier application that works seamlessly over Local Area Network and the Internet in a distributed business environment. It operates with amazing speed when it is required to update data from remote locations over the internet in real time or in batch mode.



Expert Consulting

An advertisement for expert consulting. On the left is a black and white photograph of a man in a dark suit and tie, looking slightly to the right. The right side of the advertisement has a solid red background. On this red background, the text 'Let expert developers tailor an ERP to your exact needs' is written in a white, sans-serif font. Below this, the text 'Focus on process, productivity and profit' is written in a smaller, white, sans-serif font. In the bottom right corner of the red area, there is a white rectangular button with the text 'Learn More' in a grey, sans-serif font.



Tibrewala Electronics Ltd: Business Process Case Study

Service Provider: **FOCUS Softnet Pvt Ltd.** (<http://www.focussoftnet.com/>)

Survey by: **Mr. Sai Kumar Kommuri**

Beneficiary Organization: **Tibrewala Electronics Ltd.** (<http://www.tibcon.net/>)

Executives:

1. Mr.Vineet Tibrewala – Managing Director

Type of service: (Information Technology & Computing) – **Online ERP Solution**

Organization details:

Tibrewala Electronics Ltd. deals in AC Capacitor manufacturing business for the past 20 years.

They specialize in the manufacture of AC Capacitors used in Motors, Fluorescent Lighting, Appliances and Power Factor Correction Panels. Their Capacitors are marketed under the Brand name "**TIBCON CAPACITORS**". They also manufacture **Metalized Polypropylene Film (MPP)** used in Capacitors. Several **reputed manufacturers of Capacitors in United States and Europe** uses their Metalized Film.

Many reputed manufacturers of Motors & Lighting Fixtures use their Capacitors. They sell products in **Asia, United States, African Countries, Australia & Europe**. Their manufacturing locations are in Hyderabad, India. They are equipped with latest technology and sophisticated machinery for the manufacture of AC Capacitors and MPP Film.

Tibrewala products have been **approved** by several **International Agencies** like **UL, CSA, CE, IEC, ISI.**

Line of Business: **Manufacturing**

- Established: 1992
- Number of Employees: 100
- Annual Turnover 11-12: **100 Crores**



Tibrewala Electronics Ltd: Business Process Case Study

Type of Business: **Electronic Capacitors Manufacturing**

Certified By: **ISO 9001, CSA, IEC and UL**

Softwares Used:

1. **Tally (Accounting Software)**
2. **Focus 6 (Accounting Software)**
3. **Currently working on 'Focus RT Online' (Online ERP Solution)**

Critical Business Requirements and Challenges:

1. **Vendor Rating:** Tibrewala follows a typical grading system in rating the vendor.
2. **Integration with Bar Coding System** vendor and barcode label need to be printed from Focus.
3. **Complex calculations** involved in **Raw Material Receipt (RMR)** while receiving the material from the Vendor. Tibrewala follows 3 different calculations while receiving material from the manufacturer and 2 different calculations from the trader.
4. **Tibrewala follows different calculations** while raising **Invoice** for Finished Goods and Scrap.
5. **Critical MIS Reports** like Costing Report, Branch wise Profitability report for the year and month wise, Profitability report summary of all branches Statement of Credit sales, Receivable Reports against Credit Sales, Sales - Branch wise, Weekly and Monthly break up of sales, Comparative data Quarterly, Half yearly and Yearly with previous years, Net Margin Report Comparative Sales Report etc.,
6. **User Password Policy:** System should intimate the change of Password periodically and the user should be blocked on multiple log on attempts..
7. **SMS/E-Mail Alerts:**
 - I. SMS intimation to the Top Management in case of amendment of documents when there are certain discounts given beyond the limit.





Business Solutions:

1. **Focus** has developed a solution for peculiar **Vendor rating** concept according to the requirement of Tibrewala.
2. With our **robust configuration settings**, **Focus** has integrated **bar code system** through **Focus Application Programming Interface (API)**.
3. **Focus** has designed a **beautiful solution** for the **complex calculations** involved in Raw Material Receipt while receiving the material from the vendor by **creating various interfaces** through **high end customizing** tool named **“Voucher Wizard”**.
4. **Focus** has created 2 different views for Tibrewala in order to maintain **different calculations** while raising **Invoice** for Finished Goods and Scrap through highly customized toll named **“Voucher Wizard”**.
5. As the firm requires certain documents and Critical MIS Reports, **FOCUS** has designed and customized the **Critical MIS Reports** like **Costing Report**, Branch wise Profitability report for the year and month wise, Profitability report summary of all branches Statement of Credit sales, Receivable Reports against Credit Sales, Sales - Branch wise, Weekly and Monthly break up of sales, Comparative data Quarterly, Half yearly and Yearly with previous years, Net Margin Report Comparative Sales Report etc., according to the requirement of Tibrewala through Versatile in built **“Report Designer “**.
6. With respect to **User Password Policy**, **FOCUS** had **customized** the System to intimate the change of Password periodically (at the end of month) and the **user** should be **blocked on multiple log on attempts** according to the requirement of **Tibrewala**.



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7. Utilizing the **SMS/E-Mail Alert** feature, FOCUS had triggered the:

- I. SMS intimation to the Top Management in case of amendment when there are certain discounts given beyond the limit.

Client Comments:

Mr.Vineet Tibrewala, Managing Director:

We have been associating with the product '**Focus RT Online**' (ERP Online Solution) for more than five years. We are using the product to the fullest and **experienced** improvement within team leading to **higher productivity, increase in Customer satisfaction scores, and reduction in Customer complaints** which resulted in **improvement** of our core **business metrics**. I really feel that this is the **highly Customizable** and **user friendly** product. I can easily **rate 4 out of 5** on overall business impact that Focus products have had on my business.

Executive Team of FOCUS:

1. Mr.Abbas Hyder – Vice President (Technical)
2. Mr.SaiKumar Kommuri – Sr.Functional Consultant

Authorized Signatory

For Tibrewala Electronics Ltd



Authorized Signatory

For Focus Softnet Pvt Ltd

