

# mbas helps support SNSPL's vision to produce error free and timely delivery of products and services



## Industry



### Printing



Security, Commercial Printing, Digital Variable Data Printing, Lottery Tickets

Customer Since 2007

## Company Size



### 150+ Employees



Produces over 30 million lottery tickets and 1 million MICR/ Non MICR instruments every day.

## History



### Established in

1995



Approved by Indian Bank Association (IBA)

## mbas Value Proposition



Supports (MFG) with customer material under single solution



360 Degree business view



Increased financial visibility



mbas is Device, Browser, OS agnostic



Flexible and configurable



Ease of handling multi currency

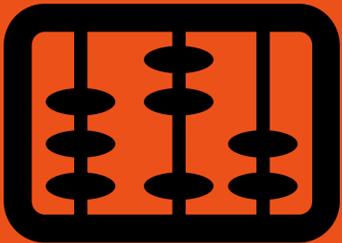


Optimized inventory management

## The Customer

Shree Nidhi Secure Print (P) Ltd (SNSPL) located in Hyderabad, India, with its state-of-the-art secured printing facility specializes in secure printing, commercial printing and digital variable printing. With its long established customers like royal government of Bhutan, Sate Bank of India, ICICI and others SNSPL stands out amongst the countries'top secure printing facilities by dynamically adapting to the ever changing industry trends.

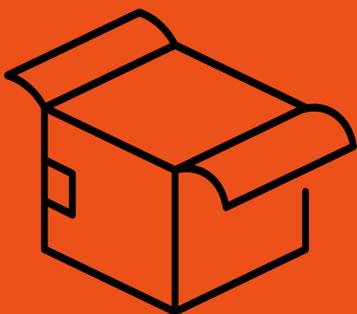
## Challenges



### Maintaining Serial Number Data For Cheque Leaves

The data of each serial number issued for every cheque leaf for every customer needs to be stored. This information would serve as a reference to continue the order of the serial numbers for any future orders placed by the customers. These future orders sometimes are placed within months and at times within years.

*There was no common system to maintain and retrieve such data, thus to avoid duplicates a lot of time and energy were spent to bring in efficiency.*



### Non-Customizable Packaging Plan

The packing requirements for secure printing demanded for a primary packing followed by a secondary packing. The legacy system could only allow a pre-fixed packaging plan.

*Based on the changing customer demands the legacy system was not flexible enough to adapt to a customized plan. This led to a higher wastage of labels and other packaging raw materials adversely effecting the departments output.*



### Calculating Tax As Per Indian Taxation Guidelines

Sales orders from banks usually come from a respective bank's head office. While the delivery of the printed leaflets had to be done at different branch locations across India. Taxes are to be calculated and applied as per the customer's shipping location.

*Since every Indian-state has a different tax structure, with a legacy system in place the user most often selected wrong taxation. It increased Key-person dependency. Majority of the time was spent on re-validating sales invoice data.*



### Bottleneck's in Production Planning

Production planning followed two major stages-impression planning and material planning, to arrive at number of impressions and materials required.

An overwhelming seven step procedure had to be followed for every impression created.

*This consumed a lot of man hours, effected employee morale and significantly slowed down production.*

## Solution

### Serial Number Management Solution

This instantly gives reference to the serial number of the last order placed by the client, helping save a lot of effort in data management and data retrieval and thus providing efficiency to the whole system.

### mbas Demand Planning

With mbas, the laborious seven stage production planning was optimized to one step, the BOM could be drilled down to an item level in a single screen. Thus, significantly reducing production bottlenecks by 85%.

### Solution deployed

### "mbas Smart Manufacturing Solution"

### Simple Order Processing

mbas facilitates processing of bulk orders to multiple dispatch locations with simple and easy sales invoice generation. The required tax calculation as per the Indian-state's regime is applied per item or the entire lot at a click of bottom.

### Flexible Packaging Plan

mbas offered a single step transaction to print primary & secondary labels as per order quantity and the box capacity. This significantly avoids inaccurate label printing and thus avoids wastage. The packing staff can now easily pack the materials using these labels and generate dispatch statements.

## Benefits



Production planning time reduced from 4 hours to less than **30 mins**



Sales invoice generation time reduced from 2 hours to less than **5 mins**



Serial number retrieval reduced from a day to a **click of a button**

Since we belong to the cheque printing industry, the production planning process and the sales process has a lot of numbering data to deal with -one the most cumbersome part of the business. The system was so flexible and configurable that we never had difficulties on any kind of decision-making based information we wanted from the system. mbas reports are a major plus.

We've partnered with mbas in around 2009, it was a fantastic experience, a major game changer and totally worth the investment.

- Mr. G.K.Nayak, Director Finance.



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