

# **A Chemical Company**

(Products / EOS)

## **Case Study**

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## Chemical Company

The client is primarily involved in pro forma sales of more than DM 20 billion and a workforce of around 45,000 is one of the world's largest specialty chemicals companies.

Besides the Company operates in selected areas with clear synergy to the chemical business. This company is the market leader in numerous segments, with a balanced, relatively non-cyclical portfolio. It concentrates on high-growth businesses with low - cyclical exposure above-average potential to enhance value and a competitive edge.

It caters to both Imports as well as local Sales. There are totally 5 branches set up in India, Mumbai being the Head Office. Currently Head Office and the branch offices are catering to Import of Goods from Germany.

### **The Client had the following systems in place:**

A DOS based system intended to maintain Orders, Indents, L /C, Shipment and Invoice details. This system was catering to their import functions.

### **Shortfalls in the existing systems**

#### **Existing DOS based System for Import**

- The system was not Y2K compliant.
- User could not work on multiple modules simultaneously.
- MIS, User documents and Analysis reports could be generated by this system but did not have the formatting functionality of Windows editor like MS Word & MS Excel.
- The system was not capable of presenting the data analysis graphically.
- Users could not modify the report output at run time.

#### **No system existing for Local Sales.**

- Transactions were input in an Excel Sheet.
- The System needed automation.

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## The Solution

Direction made use of two customized packages called "IMPORT" System and "LOCAL SALES " System for Local Sales Department.

The features of this package made it a natural choice for this client.

By using IMPORT system & LOCAL SALES system, Direction has been able to address all the problems of the original system very quickly, resulting in the following enhancements:

- System was made Y2K compliant.
- User can now work on multiple modules simultaneously.
- All reports generation can be done at the click of the mouse.
- Graphical trend analysis reports can be generated.
- Data can be effectively utilized for generating MIS and analysis reports and can be modified at run time.
- System is capable of presenting data analysis graphically.



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