Agarwal Fasteners Tightens Operations with Sage Accpac ERP by Sage India

Sage India, announced that Agarwal Fasteners Pvt. Ltd., the specialized manufacturer of critical stainless steel fasteners and specific customer requirements for a wide variety of industries, has successfully deployed Sage Accpac ERP.

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- Real time view of inventory for informed procurement
- Seamless integration of modules for zero duplication and errors
- Automatic reports generated at the touch of a button
- High data security for greater control

New Delhi: Sage India, today announced that Agarwal Fasteners Pvt. Ltd., the specialized manufacturer of critical stainless steel fasteners as per industry standards and specific customer requirements for a wide variety of industries, has successfully deployed Sage Accpac ERP.

Founded in 1974, Agarwal Fasteners manufactures and imports best quality tools to produce high quality, reliable fasteners using modern multi stationed equipment. It has manufacturing plants in Mumbai and a direct sales team in Maharashtra and supplies its products to the rest of India through its dealers and resellers network.

Owing to its strong focus on quality and timely delivery, the company has witnessed growth and expansion in its business over the last 3 decades. With the growth of the company, they faced a lot of issues in terms of managing the stocks. They were not able to view the available stocks, also not able to do uniform production planning and raw material scoping. They were unable to identify best suitable vendors. Separate entries made in inventory, order entry and invoicing packages was leading to duplication of efforts. Even there was a chance of data tampering due to no data security.

Vikram Agarwal, Managing Director, Agarwal Fasteners Pvt. Ltd., said, “Since we specialize in providing customized fasteners as per specific requirements of our clients, we need to deal with various vendors across the world for raw materials and also manufacture many high quality tools and dies in-house. We hence needed robust, modular and secure ERP software with tightly integrated inventory, operations and accounting modules that could help link our warehouse to the shop floor.”

In the pursuit of a right ERP solution the company met the representatives of Greytrix, who suggested them of Sage Accpac. Greytrix understood the requirement of Agarwal Fastener and implemented the software quickly and effectively.

“The Managing Director of Agarwal Fasteners wanted an ERP software that could provide him with high data security where access and security limits could be predefined so that the user can merely make additions and not tamper with pre-existing data,” shares Kumar Siddhartha, Chief Executive Officer, Greytrix. “The other requirements of the client included robust financial & accounting support, real time inventory control and visibility throughout the manufacturing cycle, automatic reporting option and tight integration of modules to avoid duplication of work. Sage Accpac was undoubtedly the best solution for them.”
“Sage Accpac ERP, a highly scalable and modular application provides high data security and real time inventory control. It also supports multiple currencies and features a strong reporting tool. Modules are closely interlinked with each other so that a small change in one module results in a corresponding change in the related fields of the other modules as well,” said, Thomas Abraham, Managing Director, Sage India.

He added, “We are invested significantly in this segment and have built up the requisite domain expertise with our implementation partners across India. Sage believes in adding value to its customers and will continue taking a ‘solutions approach’ to address the needs of this segment.”

Agarwal Fasteners decided to implement a 10 user package of Sage Accpac comprising of System Manager, General Ledger, Accounts Receivable, Accounts Payable, Inventory Control, Order Entry, Purchase Order, and Transactional Analysis and Optional fields as the major modules.

And, the result of the implementation was that the real time inventory control by Agarwal Fasteners ensured that production planning was done accurately and the correct quantity of raw material was ordered at the right price from the right vendor. Tight integration between various modules eliminated duplication of efforts and a high level of data security prevented data tampering. Reports are generated automatically in the required format. Vikram said, “We are very happy now. We are able to keep every thing under control.”

About Sage India

Sage has over 1000 customers in India for its CRM, ERP, Payroll and HRMS products across industries like, Trading & Distribution, Manufacturing, Services, IT/ITES, Financial Services, Media, Travel and Hospitality.

To know more about Sage ERP please visit http://www.sagesoftware.co.in/Customer-Relationship-Management/

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