

#### **Customer Profile**

# T&R enhances visibility and decision making with Infor LN.



#### Facts at a glance

Solution: ERP Products: Infor™ LN

Industry: Equipment/Industrial Power

Country: India

"The availability of real-time data provides greater control of production, inventory, and sales, which significantly improves our strategic and tactical decision making."

—Satyen Mamtora, Managing Director,

T&R

## About the company

Established in 1994, Transformers & Rectifiers India Limited (T&R) manufactures a wide range of transformers sold both domestically and internationally, including power, distribution and furnace transformers, rectifiers, and specialty transformers. Its world-class Changodar plant, at 25,000 square metres, has the capacity to design, manufacture, and test transformers up to 160 MVA (the rating used for transformers.) T&R has now leapfrogged to an elite league capable of manufacturing and testing 765 kV transformers. To learn more, visit http://www.transformerindia.com.

## Challenges

- Control cost structures and meet customer expectations while improving performance and profitability.
- Maintain a competitive edge in the rapidly growing Indian transformer market.
- Consolidate business processes to run the business more effectively, especially after the adoption of a new plant.

#### **Benefits**

- Went live on Infor LN after a four-month implementation.
- Resolved key challenges such as data security, wastage, rejected orders, cost control, inventory of raw materials, delivery performance, and government compliance.
- Enhanced precision and reduced the capacity for errors by linking each stage of an order's lifecycle through a project code that enables T&R's head office as well as the relevant manufacturing plant to track production at any point.
- Supported product development, including ideas, trend analysis, and collaboration with partners in the supply chain.
- Assisted with sourcing and procurement, including working
  with manufacturers to fulfill orders according to strategic
  merchandising plans and cost, quality, and speed—variables
  that must be weighted differently as business needs, buying
  plans, and market demand patterns change.
- Allowed better management of the supply chain and procurement requirements, including analyzing data and using it to optimize the next phase of the design process.
- Optimized inventory in order to manage it on a 'just in time' basis.

"Infor LN's functionality facilitated efficient planning, project costing, purchasing, and production—all of which are integral in the quest to win and service customers profitably."

—Satyen Mamtora, Managing Director,

T&R

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