



▶ ERP IMPLEMENTATION FOR DUCTILE IRON BUSUINESS 2



▶ ERP IMPLEMENTATION FOR LARGE DIAMETER PLANT .. 3



▶ ERP IMPLEMENTATION FOR SEAMLESS PIPES 4

Case Study: Jindal SAW Ltd

Steel Products Manufacturing focus

ADDRESSING THE NEEDS OF SMALL-MEDIUM STEEL PRODUCTS MANUFACTURERS WITH SEAMLESS INTEGRATION WITH BAAN LN .

COMM-IT ERP division has answered with its solutions the most common questions in the steel products industry today: **Can ERP handle the challenges of a steel company today?** And will the business benefit for the company ?

Helping you achieve your manufacturing and financial Goals

The steel industry today is driven by:

- Moderating demand
- Supply and Demand balancing
- Rising operation cost

Information systems for a quickly changing industry

In a quickly changing industry like steel, CEOs need information systems which can quickly provide the data they need. We believe that the ERP especially in its mature implementation today, is a crucial

component of a company's IT data backbone. ERP plays vital role in:

- Driving accurate and fast decisions (product profitability, procurement spend) with consistently defined data
- Running broadly known and supported applications
- Harmonizing and optimizing back office processes
- Enabling best practices in SCM and demand planning
- Future-proofing global applications and support enterprises



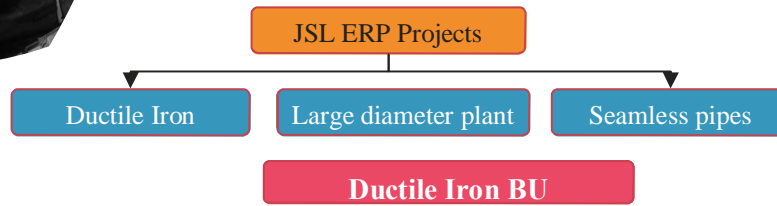
WHAT IS ERP?

ERP or Enterprise Resource Planning is IT software that integrates business activities across an enterprise from product planning, parts purchasing, inventory control, and product distribution, to order tracking. ERP may also include application modules for the finance, accounting and human resources aspects of a business. INFOR-BANN is one of the leading vendors of ERP for steel industry.



Getting the most from our industry focus

With a delivery team of over 50 consultants, we leverage some of the most experienced professionals on INFOR LN



Jindal Saw Limited (formerly Saw pipes Limited) is a **\$1.5 billion enterprise** as part of the O P Jindal Group.

The OP Jindal Group is a USD 6 Billion Enterprise and is one of the India's topmost industry houses and the foremost indigenous steel producers and exporters.

JSL started operation in the year 1984, when it became the **first company in India to manufacture Submerged Arc Welded (SAW) Pipes** using the internationally acclaimed UOE technology.

Today, it is acknowledged as an end-to-end provider of pipes and tubes in the fabricated mill products segment and is growing very quickly in the selected product lines of Large Diameter Pipes, Ductile

JSL has entered in **Ductile Iron Spun pipes** market to service the fast growing water and waste transportation segment. The company has an integrated facility that caters to a growing market situation and has large orders from the government.

The unit manufactures and markets ductile iron pipes to cater to Indian and global market requirements, conforming to Indian Standard IS 8329, International Standard ISO 2531 and British Standard BS: EN: 545. **The unit has a production capacity of 200,000 TPA** with the state of the art facility with latest technology backed by sophisticated laboratory equipments.

The Ductile Iron pipes plant is spread in an area of 910536-square meters (225 acres) with technical & qualified dedicated work force of more than 800 people. The plant is constructed and maintained in line with our other units that are accredited with ISO 9001:ISO 14000 and ISO 18000.

Business Challenge:

- More than 1 planning strategy
- Complex product variations
- Flexible planning
- Customer specific requirements.
- Disintegrated Data.

- Complex production scheduling combining both continuous and batch operations
- Detailed Margin analysis

Implementation:

Infor LN Modules Implemented:

- Manufacturing
- Project
- Enterprise planning
- Sales
- Procurement
- Warehousing
- Service
- People
- Object data management
- Quality management
- Financials
- Central invoicing
- Freight management
- India Localization
- Common

Other products implemented:

- INFOR BPM solution (workflow)
- INFOR CPM : BI and Analytics using COGNOS

Size of implementation:

- Users: Approx 300
- Licences: 100
- Locations: 2 spread across multiple cities in India

COMPETENCY

ERP AND ENTERPRISE SOLUTIONS

Domain Expertise

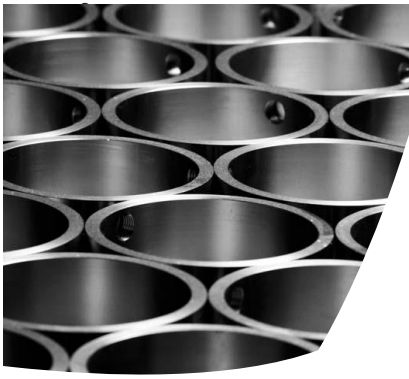
- CRM (Customer relationship management)
- ERP (Enterprise Resource planning)
- HCM (Human Capital management)
- BPM (Workflow Enablement)
- BI (COGNOS)
- SCM (Supply chain management)
- **Open SOA—Third Party Integration with Infor ERP**

Services

- Product development
- Integration and EAI
- Implementation and customization
- Migration services
- Staff Augmentation
- Training services
- Support and Maintenance
- GAP Analysis



Advanced Infrastructure Solutions
Information Worker Solutions
Custom Development Solutions



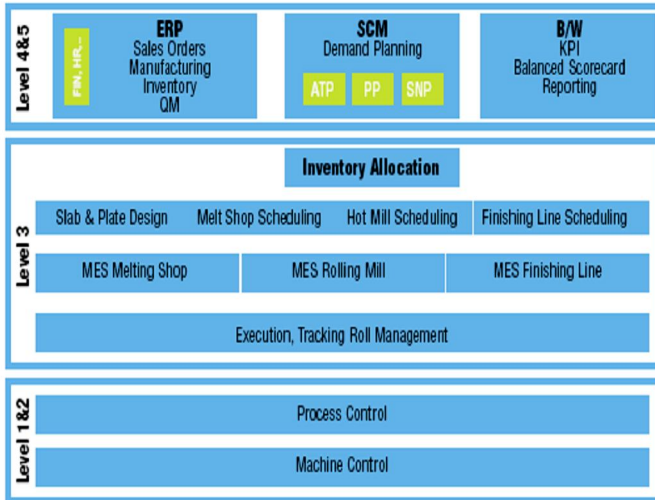
Facing change Finding Opportunity



Jindal Saw has been the largest Infor LN implementation in India since the last five years. COMM-IT ERP team was chosen by Infor and Jindal for this implementation

Large Diameter BU

Steel company application layer



This unit manufactures and markets large diameter longitudinal submerged arc welded (LSAW) pipes using UOE and JCO process from plates and coils (after de-coiling and cutting into plates).

The division also manufactures Helical submerged arc welded (HSAW) pipes from coils. These pipes are mainly used for energy transportation in oil and gas sector. The size range of the LSAW pipes varies between 16 inches - 48 inches for outer diameter and up to 38 mm of wall thickness. For HSAW pipes it varies from 20 inches to 84 inches for outer diameter and wall thickness of up to 18 mm.

These units also have provision for different types of anti-corrosion coatings for the pipes. Three State of the art manufacturing facilities have been set up in India to cater to the growing demands of hydro carbon transportation

Business Challenge:

- More than 1 planning strategy
- Complex product variations
- Flexible planning
- Specific customer specific requirements
- Complex production scheduling combining both con-

tinuous and batch operations

- Detailed Margin analysis

Implementation:

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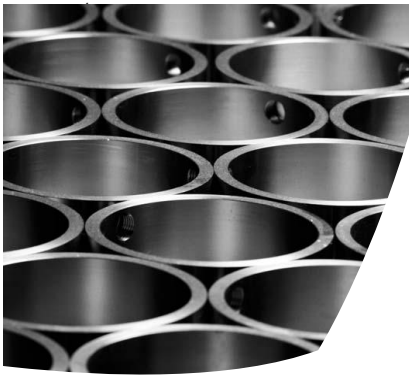
- INFOR BPM solution (workflow)
- INFOR CPM : BI and Analytics using COGNOS

Size of implementation:

- Users: Approx 400
- Licences: 150
- Locations: Three spread across multiple cities in India



Advanced Infrastructure Solutions
Information Worker Solutions
Custom Development Solutions



The Road to Progress



COMM-IT implementation team is the only team with INFOR which has both ERP and MES implementation experience.

Seamless Pipe and Tubes BU

The key element for ERP success is to know how to implement an ERP project. Past experiences recommends best practices such as:

- Rapid/realistic project timelines due to external pressures (acquisition synergies, legal reorganization)
- Command-and-control approaches from a central project management office
- A global business process owner who has the authority and credibility to approve process designs and business model/organization changes

CONCLUSION

ERP is a key backbone application for companies in a fast changing industry like steel. Given an awareness of the best practices and a good understanding of the project complexities, the risks in an ERP implementation are usually outweighed by the benefits.

While implementing ERP can be challenging and demands sustained commitment from top executive levels, it is fundamental to enhancing the competitive position of a company in the dynamic environment of the steel industry today

Seamless tubes and pipes division, commonly known as SPL, manufactures seamless tubes and pipes in carbon, alloy and stainless steel at its modern state of the art plant located at Sinnar - Nasik, India, with technology and equipments from MEER, Germany, acknowledged world leaders in seamless tubes and pipes technology.

- **Product Category**
 - Hot Mill
 - Cold Mill
 - API finishing
 - **Manufacturing Capabilities**
 - Product: seamless tubes and pipes
 - Process: Hot & Cold
 - Diameter: 6mm-219mm
 - Wall thickness
 - Capacity: 100,00 TPA
 - Length
 - **Application Area**
 - Oil exploration, drillings, distribution
 - Heat exchangers
 - Automobile apps
 - Process pipes
- Implementation:**
- Infor LN Modules Implemented:**
- Manufacturing
 - Project
 - Enterprise planning
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- Business Challenge:**
- More than 1 planning strategy
 - Complex product variations
 - Flexible planning
 - Specific customer specific requirements
 - Complex production scheduling combining both continuous and batch operations
 - Detailed Margin analysis
- Other products implemented:**
- INFOR BPM solution (workflow)
 - INFOR CPM : BI and Analytics using COGNOS
- Size of implementation:**
- Users: Approx 200
 - Licences: 75
 - Locations: Single location plus HO

