



Kraft Paper Samadhan ERP



A proven solution for your business

Solution Overview

Customer Profile

Kraft paper manufacturers all around the world.

Business Situation

Procurement of the raw material (waste paper) needs a special management in these units. Myriad source (including imports) are there and a large range of qualities. A fool proof system is required not only to manage the contracts but also to keep a close watch on what is delivered to claim the monetary impact of any deviation. A well managed system will deliver huge financial dividends.

The customers at the other end need material of varying BF, GSM, Shades and different tonnages in different deckle (reel width) sizes. Marrying the production plan to meet the exact requirement of customer and yet minimize the trim-wastage and obliterate the cutting of odd deckle size is another challenge the industry faces.

A typical unit runs many systems to manage the affairs of the unit and that includes an accounting system and a lot of manual work done through spreadsheets. These sub-systems do not talk to each other and makes getting exact information for decision making a herculean task. Failed deliveries, low customer satisfaction, wasted claim opportunities and paper wastage (trim and odd size deckles) is a huge drain on bottom line.

Integrated information in a robust international platform is a crying need.

Solution

A specialized integrated software solution created for kraft paper manufacturers, on a world class business suite, Microsoft Dynamics 365 BC addresses the unique needs of a typical company. It gives full control on the operations from the time they get an enquiry to getting a satisfied and happy customer.

While the software is used for the day to day working, Microsoft Dynamics 365 BC as a reliable and integrated framework manages the inventory, purchase, sales, customer relationships, finance & account and production.

The natural integration of the solution with Microsoft Office which includes Microsoft Excel and Microsoft Outlook (the communication interface) helps the organization in leveraging the information in the integrated solution in multiple ways.

Partial list of features

- Purchase cycle management (Domestic & Import)
- Integrated procurement planning
- Material grading
- Paper reel management & bar coding
- Deckle optimization / production schedule
- Reel cutting plan
- Lot wise claim settlement (Domestic & Import)
- Distributor Commission Settlement - On Sales
- Customer complaints management
- Mobile App and Order portal for end customer, dealer, distributor
- Agent commission
- Weighing & quality machine integration
- Quality assurance (Jumbo roll & reel)
- Pulp quality recording feature
- Capable of power plant control panel integration
- Profitability addressed squarely
- Statutory reports addressed
- Totally integrated
- Secure and stable
- Available on rented or on-premise mode

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Is your customer demand driving your production planning?

It must. Other wise you will have two issues, lower delivery compliance to your customers, higher trim loss or production of odd-size reel, which you can not sell easily.

In Kraft Paper Samadhan ERP the flow works in the following manner:

My Order History	
MSC/00119/4096 Hotspot Infodat Pvt. Ltd.	21/01/2019 Approved
MSC/00119/4095 Hotspot Infodat Pvt. Ltd.	21/01/2019 Approved
MSC/00119/4049 Hotspot Infodat Pvt. Ltd.	18/01/2019 Approved



Customer (end customer, distributor or dealer) place their order through mobile app or portal

Order processing in ERP (customer gets intimated on the same)

All orders get processed through deckle optimization engine to get the production and cutting plan

Shipping of the ordered quantity to customers

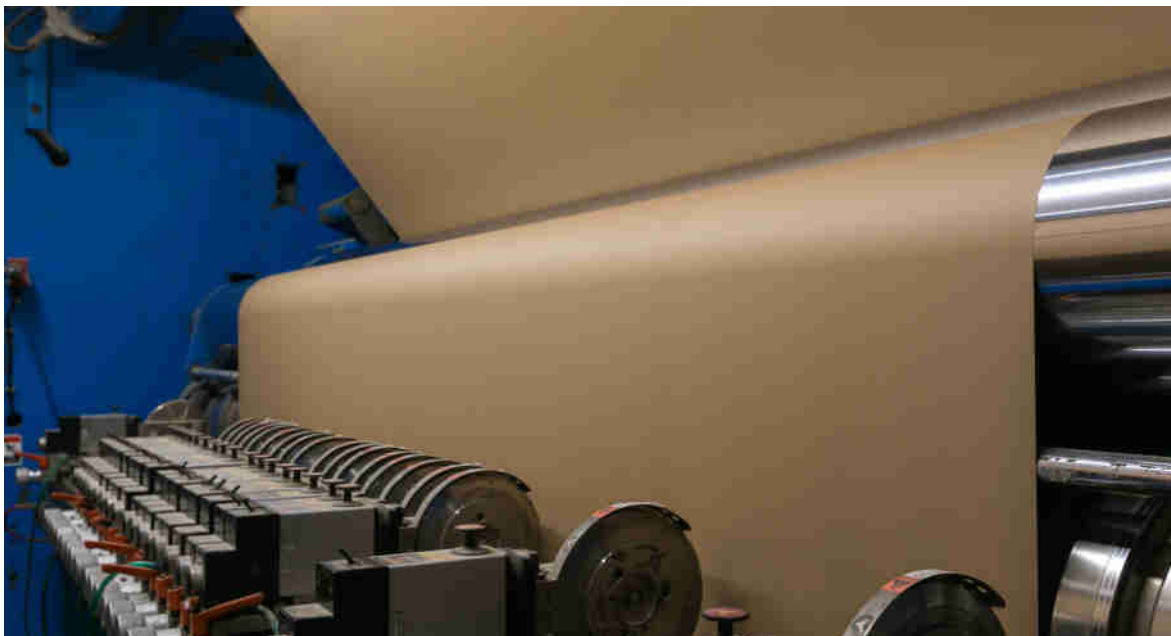
The entire flow is tightly integrated in one solution and results in definite improvement of delivery compliance and trim waste. Net impact of this is felt on your profitability.

Have you got your costs in control?

Smart indenting, software assisted raw material grading for imported as well as domestic purchase and an intelligent tool to manage claim settlement results in million to be saved, systematically. We give you a seamless and effective flow to achieve this in our solution. As a net result, purchase costs saving avenues, which would have been missed are monetized. Costs down will mean profitability enhanced.

Cover the entire operations with one integrated solution

All activities happen through the solution and hence all controls are enforced in real time, complete information is used in real time and after the activities all areas of this solution are impacted in real-time.

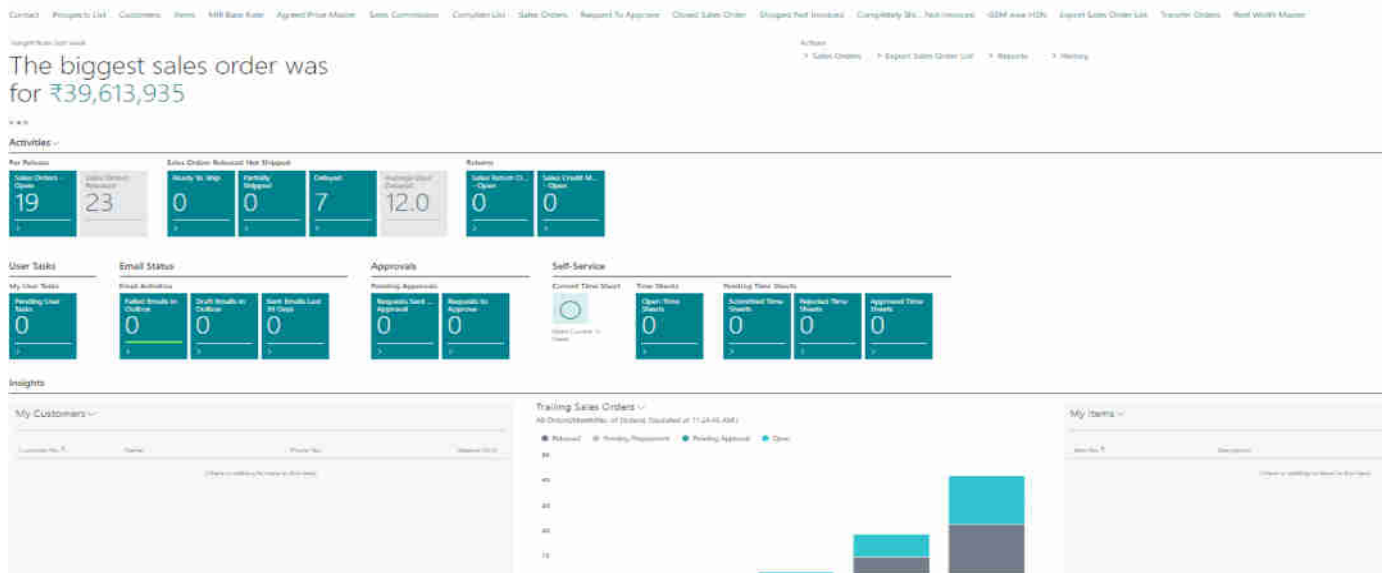


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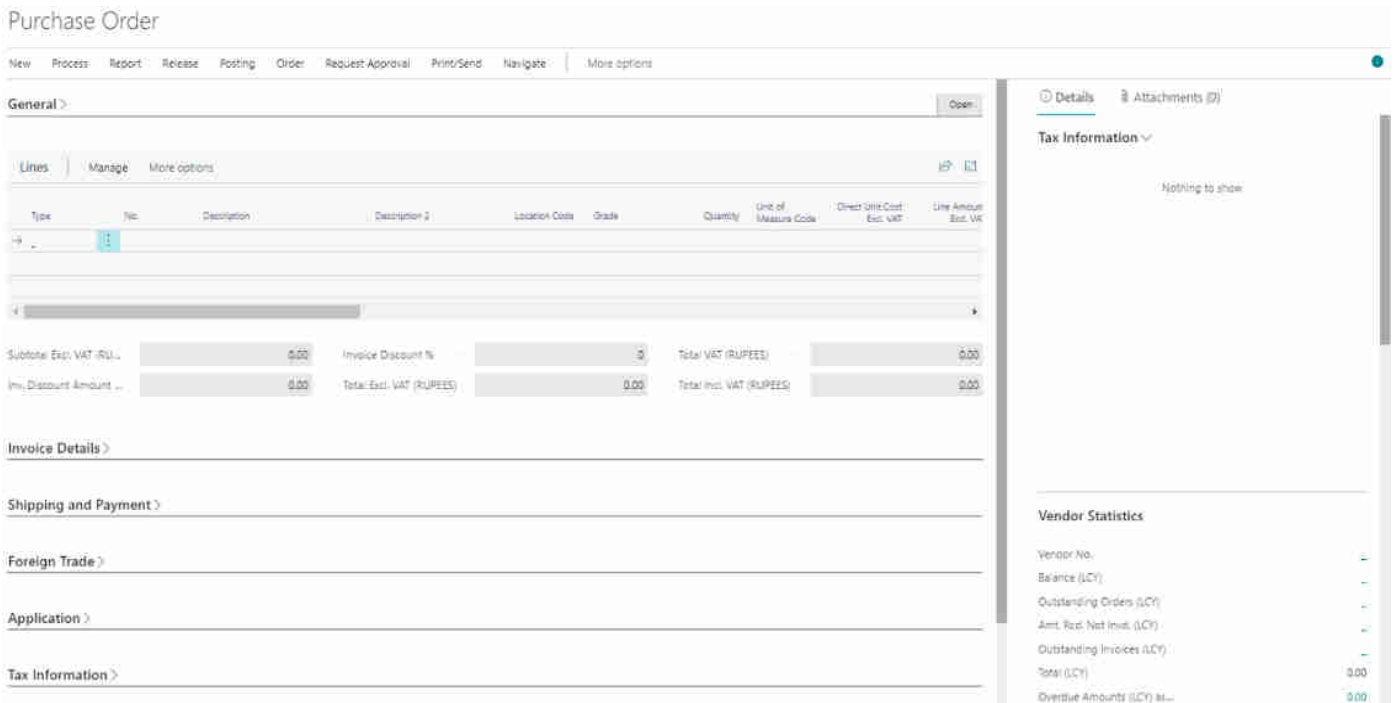
Proactive action pointers and dashboards in role-tailored user interface

As soon as a user logs in, he is taken to a user interface with matter relating to his specific role in the organization neatly arranged in dashboards and action pointers. As soon as he logs into the system he gets working and in light of real time information. One click on the action pointers or the dashboard takes the user inside and helps him get a 360 degree view of the subject at hand.



Purchase cycle management (Domestic and Import)

Since this involves regular pre and post order follow up with the purchase agents. System has features to track your purchases in very detailed manner. We can see how many container received lot wise and whether items are at port or ICD.

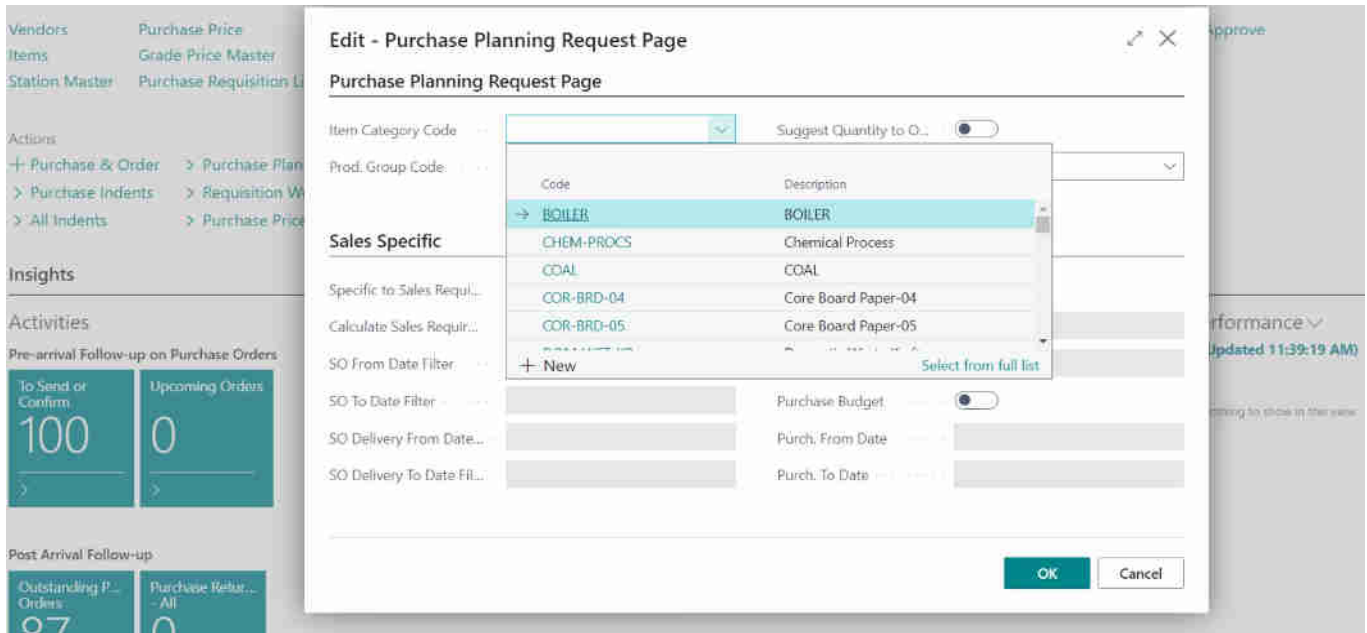


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Integrated Procurement Planning

You can run the plan as many times you feel like and for each category of items in line with all current information to buy intelligently. Meet all requirements and yet optimize on the money blocked in inventory.



Quality can be enabled all across the system

System offers a very detailed quality assurance module that helps in managing quality in all stages. For raw material quality, it can show the item grading and suggest the deductible parameters.

Code	Description	Unit of Measure Code	UOM Description	Rounding Precision	App. for Prob...	Cross Dire... App.	Qua...	Work Center Group	Qua...	Test Equipment	Test Method
ANK	WASTE PAPER (ANK)	KGS	Kilogram	0.00			0.00			FALSE	FALSE
BF	BRUSTING FACTOR	KGS/M2	-	0.01			0			0	0
BREAKING ...	BREAKING LENGTH	KM	-	0.01			0			0	0
BULK	BULK	CC/G	-	0.00			0			0	0
CALIPER	CALIPER	MM	Millimeter	0.00			0			0	0
COBB	COBB	G/M2	-	0.00			0			0	0
COPESTUBE	WASTE PAPER (COPESTUBE)	KGS	Kilogram	0.00			0			0	0
CORE PIPE	WASTE PAPER (CORE PIPE)	KGS	Kilogram	0.00			0			0	0
DENCITY	DENCITY	G/CM2	-	0.00			0			0	0
DUPLEX	WASTE PAPER (DUPLEX)	KGS	Kilogram	0.00			0			0	0
FG-MOIST	MOISTURE	%	Percentage	0.00			0			0	0
GSM	Grammage	GM/M2	-	0.00			0			0	0
IMPWP-A	IMPORT WASTE PAPER A	KGS	Kilogram	0.00			0			0	0
IMPWP-B	IMPORT WASTE PAPER B	KGS	Kilogram	0.00			0			0	0
IMPWP-C	IMPORT WASTE PAPER C	KGS	Kilogram	0.00			0			0	0

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Material Grading

Once the grading has been done, you can pull a report from the system. This gives you insights on what was the initial weight (mill weight) of raw material, pay weight, gross amount, average rate, GST amount and the total amount.

Mill Report From : Distributor:Global Dimension 1 Code: KHANNA JI

S. No.	Vendor name	Material/Type/No	Date	Challan No.	Challan wt.	Mill wt.	Short wt.	Pay wt.	C.F.	CORR-I	CORR-II	D.C.	DUP	G.B.	M.B.	F.F.	R.S.	S.W.R.	RATE WOUT
1	BHARAT TRADERS	CANTER HR450-2062	01-06	803	4,485.00	4,485.00	0.00	4,485.00		3,980.00 18.40	400.00 18.40		40.00 18.40	20.00 18.40				49.00 11.90	
2	BHARAT TRADERS	TRUMBA UP187-3087	01-06	796	11,745.00	11,740.00	-5.00	11,745.00		8,989.00 18.40	1,750.00 18.40	400.00 18.40	270.00 18.40	80.00 18.40	85.00 18.40		179.00 11.10	113.00 11.90	
3	BHARAT TRADERS	CANTER HR450-2061	01-06	798	4,825.00	4,820.00	-5.00	4,825.00		4,020.00 18.40		800.00 18.40					90.00 13.40	25.00 11.90	
4	BHARAT TRADERS	CANTER HR450-634	01-06	801	5,340.00	5,335.00	-5.00	5,340.00		4,090.00 18.40	1,000.00 18.40		35.00 18.40		10.00 18.40		90.00 13.40	50.00 11.90	
5	BHARAT TRADERS	KARNAL CANTER HR450-634	01-07	1069	6,435.00	6,365.00	-70.00	5,340.00											
6	BHARAT TRADERS	CANTER HR450-3885	01-06	802	5,755.00	5,730.00	-25.00	5,755.00		4,500.00 18.40			1,300.00 18.40	30.00 18.40				50.00 11.00	
7	BHARAT TRADERS	KARNAL TRUMBA UP187-3081	01-07	1061	11,380.00	11,420.00	40.00	5,755.00											
8	BHARAT TRADERS	KARNAL TRUMBA UP187-3087	01-07	1063	10,815.00	10,835.00	20.00	5,755.00											
	BHARAT TRADERS	CANTER								1,935.00	1,120.00		50.00	15.00				50.00	

2nd Kanta Date: 01-10-19, Distributor:

Item Name	Weight	Amount	Avg. Rate
GRADE-C.P.	200.00	2,120.00	10.60
GRADE-CORR-I	66,315.00	694,077.00	10.47
GRADE-CORR-II	21,295.00	222,234.00	10.44
GRADE-D.C.	5,465.00	52,464.00	9.60
GRADE-DUP	1,980.00	20,688.00	10.45
GRADE-G.B.	3,440.00	33,849.00	9.84
GRADE-M.B.	1,155.00	12,033.00	10.42
GRADE-R.S.	3,700.00	38,515.00	10.41
GRADE-R.W.R.	1,020.00	10,667.00	10.46
MINUS-MOIS.	1,751.00	0.00	0.00
MINUS-REJ.-MITI	320.00	0.00	0.00
MINUS-S.B.	195.00	0.00	0.00
W.D	100.00	1031.00	10.17
Total	106,936.00	1,087,678.00	10.17

2nd Kanta Date: 01-10-19

Item Name	Weight	Amount	Avg. Rate
KHANNA JI	106855	1,087,678.00	10.18
Total	106855	1,087,678.00	10.18

Paper reel managed all through the system

This gives ease of tracking reels, identifying them and using them.

WBF112	1650
U.ID - R/16/00804	Wt. - 1517
GRV Date - 25/02/2016	V.-R. No. - 3350215515
SUPPLIER Ekman Pulp and Paper Limited	

100 1675
B.F - 16+ Wt. - 850
U.ID - R004001
ROLL NO. - A-1526
100 1675
B.F - 16+ Wt. - 850
U.ID - R004001
ROLL NO. - A-1526
100 1675
B.F - 16+ Wt. - 850
U.ID - R004001
ROLL NO. - A-1526

Profitability addressed at all levels

Profitability is not left to the chance. The solution helps you design a product with a full view of the costs and also helps you manage the entire cycle of manufacturing, allow deviations when needed but with approvals and in the end report for each job or production order how you fared against the initial estimate.

Keep an eye on each customer		
	This Period	This Year
Taker (LCY)	0.00	122,845.00
Original Cost (LCY)	0.00	8,581.00
Original Profit (LCY)	0.00	214,310.00
Original Profit %	0.0	80.3
Adjusted Cost (LCY)	0.00	8,560.00
Adjusted Profit (LCY)	0.00	214,310.00
Adjusted Profit %	0.0	80.3
Cost Adjmt. Amounts (LCY)	0.00	0.00
Inv. Discounts (LCY)	0.00	0.00
Inv. Amounts (LCY)	0.00	112,885.00
Remitted Amounts (LCY)	0.00	0.00
Fin. Charges (LCY)	0.00	0.00
Cr. Memo Amounts (LCY)	0.00	0.00
Payments (LCY)	0.00	0.00
Returns (LCY)	0.00	0.00
Other Amounts (LCY)	0.00	8,813,862.00
Prod. Discounts (LCY)	0.00	0.00
Prod. Disc. Tax (LCY)	0.00	0.00
Prod. Subvention (LCY)	0.00	0.00

	Standard Cost	Expected Cost	Actual Cost	Dev. %	Variance
Material Cost:	8,720.87	8,720.87	8,720.87	0	0.00
Capacity Cost:	745.20	520.80	520.80	-30	-224.40
Subcontracted Cost:	0.00	0.00	0.00	0	0.00
Capacity Overhead:	0.00	0.00	0.00	0	0.00
Manufacturing Overhead:	0.00	0.00	0.00	0	0.00
Total Cost:	9,466.07	9,241.67	9,241.67	-2	-224.40
Capacity Need:	MINUTES	1,630	1,630	0	

Our platform partners



Deckle Optimization Schedule

This is one of the critical features available on our solution which helps you plan your production and optimize the deckle based on the sales order received. While planning it takes into consideration all parameters such as customer's paper specification, reel width and number of reels. Then it suggests the sets based on the deckle combination.

Deckle Opt Schedule
⌂ + 🗑
✓ Saved

DKL-K-0002, 120 - 20 - GOLDEN

Get Sales Orders
Get Slitter Pub. Schedule
Generate Set - Option 1
Generate Set - Option 2
SetDetails Usage
Publish
De-Select All
Select All
More options

Information
Show more

Machine

Machine No.

Machine Deckle S...

Min. Deckle Size (...

Max. Deckle Size ...

Maxm Wastage A...

Max. No. of Set

Max. No. of Cut

Jumbo Detail

Jumbo Item No.

Item Category

BF

Core Grade

GSM

Shade

RCT (kN/m)

Reel Tolerance P...

Filters

Document Date

Del. Date From

Del. Date To

Reel Outer Dia (...

Optimization U...

Schedule Jumbo...

Pair Set Weight (...

Mixing

Total No. of Reels

No of Reels Incl.

Utilization %

Deckle Efficiency

Deckle Opt Schedule Line | Manage

Sales Order No.	Ship-to-Customer Name	Cust. Ord. No.	Distributor Name	Customer Order Qty (MT)	Order Qty	Width	Description	FG Stock (K)	FG Stock (Rolls)	Select for Opti...	Slitter Plan no.	No. of Reels (Ord Out)	No. of Reels (to plan)
SD-21-000001	SHREE SOHIL TRADERS	TSETS0HD...	TRADERS	10.00	10,068.91	650.00	120 - 20 - GOLDEN	0.00	0	<input checked="" type="checkbox"/>		19	19
SD-21-000001	SHREE SOHIL TRADERS	TSETS0HD...	TRADERS	10.00	10,068.91	500.00	120 - 20 - GOLDEN	0.00	0	<input checked="" type="checkbox"/>		3	3

Reel Cutting Plan

This gives a clear view of the rewinding process, machine operator gets an idea of how the reel cutting has to be done.

One can see, deckle wise sets suggested, number of reels planned, cutting locations, deckle utilized and trim

REWINDING JOB CARD												
Schedule Date : 15/07/2019						Machine Name : PM-02						
Deckle	No. of Set	No. of Reel	Cut 1	Cut 2	Cut 3	Cut 4	Cut 5	Cut 6	Utilized Deckle (Inch)	Utilized Deckle (mm)	Trim (Inch)	Trim (mm)
120 GSM 18 BF NATURAL SHADE												
45.5-45.5- 66.54	1	3	45.50	45.50	66.54	0.00	0.00	0.00	6.20	157.54	0.02	0.46
45.5-45.5-45.5- 21	7	28	45.50	45.50	45.50	21.00	0.00	0.00	6.20	157.50	0.02	0.50
46.5-37- 74.21	1	3	37.00	46.50	74.21	0.00	0.00	0.00	6.21	157.71	0.01	0.29
46.5-46.5-37-26	1	4	26.00	37.00	46.50	46.50	0.00	0.00	6.14	156.00	0.08	2.00
46.5-46.5-46- 12	1	4	46.00	46.50	46.50	12.00	0.00	0.00	5.94	151.00	0.28	7.00
46.5-46.5-46.5- 12	4	16	46.50	46.50	46.50	12.00	0.00	0.00	5.96	151.50	0.26	6.50
46.5-46.5-46.5- 17.44	3	12	46.50	46.50	46.50	17.44	0.00	0.00	6.18	156.94	0.04	1.06
46-45.5-45.5- 21- 0	1	5	45.50	45.50	46.00	21.00	0.00	0.00	6.22	158.00	0	0.00
67.52-36-28-26	1	4	26.00	28.00	36.00	67.52	0.00	0.00	6.20	157.52	0.02	0.48
67.52-67.52-22	2	6	22.00	67.52	67.52	0.00	0.00	0.00	6.18	157.04	0.04	0.96
86.61-37-32	1	3	32.00	37.00	86.61	0.00	0.00	0.00	6.13	155.61	0.09	2.39
86.61-40- 31.1	1	3	40.00	86.61	31.10	0.00	0.00	0.00	6.21	157.71	0.01	0.29
86.61-40-28	1	3	28.00	40.00	86.61	0.00	0.00	0.00	6.09	154.61	0.13	3.39
86.61-44-26	2	6	26.00	44.00	86.61	0.00	0.00	0.00	6.17	156.61	0.05	1.39
86.61-67.52	5	10	67.52	86.61	0.00	0.00	0.00	0.00	6.07	154.13	0.15	3.87
Total :	32	110										

Our platform partners



Lot Wise Claim Settlement

As we all know, when a kraft paper manufacturer raises an indent for purchasing the raw material. It is usually delivered by the vendor in multiple lot and containers. Once the items are received, grading and weight deviation is done after GRN process. Claim settlement is one of the very hectic process for both manufacturer and vendor (import and domestic), where each party needs to discuss and finalize the deductible parameters and arriving at the final debit amount. This entire process is mapped on our solution for better management and control.

INDENT DETAILS									
Vendor	Indent No.	Party Type	No. of Containers	Priority	Party Code	Party Name	DELHI	SONPAT	Total
SAMADHAN IMPORT	MPL/B-PO/19-20/0138	Shipping Line		Priority 1	MPL/V/19-20/0299	Samadhan-MPL/V/19-20/0299			12500
				Priority 2	MPL/V/19-20/0578	Samadhan-MPL/V/19-20/0578	12900		101500
				Priority 3	MPL/V/19-20/0414	Samadhan-MPL/V/19-20/0414	16500		247500
SHIPPING EXPENSES - As per B/L									
Party Type	Indent No.	Lot No.	B/L No.	No. of Containers	Party No.	Party Name	DELHI	SONPAT	Total
Shipping Line	MPL/B-PO/19-20/0138	LOT255	LOT001	5	SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0299			62500
		LOT256	LOT002	5	SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0596	20800		104000
		LOT257	LOT003	6	SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0299	11950		71700
		LOT258	LOT004	3	SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0414	18800		56400
OTHER EXPENSES - As per B/L									
Party Type	Indent No.	Lot No.	B/L No.	No. of Containers	Party No.	Party Name	DELHI	SONPAT	Total
CHA	MPL/B-PO/19-20/0138	LOT255	LOT001	5	SAMADHAN IMPORT	SAMADHAN CHA	1250		6250
		LOT256	LOT002	5	SAMADHAN IMPORT	SAMADHAN CHA	1250		6250
		LOT257	LOT003	6	SAMADHAN IMPORT	SAMADHAN CHA	1650		9900
		LOT258	LOT004	3	SAMADHAN IMPORT	SAMADHAN CHA	1250		3750
Total									

ID	MPL/B-PO/19-20/0138	LOT255	LOT001	5 SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0595	5000	25000
		LOT256	LOT002	5 SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0555	5000	25000
		LOT257	LOT001	6 SAMADHAN IMPORT	SAMADHAN ICD	6500	39000
		LOT258	LOT004	3 SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0482	5000	15000
Total							104000
Transporter	MPL/B-PO/19-20/0138	LOT255	LOT001	5 SAMADHAN IMPORT	SAMADHAN IMP-T	12500	62500
		LOT256	LOT002	5 SAMADHAN IMPORT	SAMADHAN IMP-T	12500	62500
		LOT257	LOT001	6 SAMADHAN IMPORT	SAMADHAN IMP-T	15500	93000
		LOT258	LOT004	3 SAMADHAN IMPORT	Samadhan-MPL/V/19-20/0482	16500	49500
Total							267500

QUALITY DETAILS		MOISTURE		DUFF THROW		WASTE PAPER IMPORT - OCC	
Lot No.	Gate Entry No.	Mill Wt	Weight	Percentage	Weight	Percentage	Weight
LOT255	SAM IN/0065	20000		14.25	2850	0.75	150
	SAM IN/0066	19850		15	2977.5	15	2977.5
	SAM IN/0067	19850		12.5	2481.25	12.5	2481.25
	SAM IN/0068	20500		20	4100	20	4100
	SAM IN/0069	20000		15	3000	5	1000
	SAM IN/0070	19950		15	2850	15	2850
LOT256	SAM IN/0011	19000		15	2850	15	2850
	SAM IN/0012	19000		15	2850	15	2850
	SAM IN/0013	19000		15	2850	15	2850
	SAM IN/0014	19000		15	2850	15	2850
	SAM IN/0015	19000		15	2850	15	2850
	SAM IN/0016	19000		15	2850	15	2850
LOT257	SAM IN/0015	19000		15	2850	15	2850

Extra Container Claim							
As per Indent (B1)	Received (B2)	Extra Containers (B3(B1-B2))	Claim Amount (INR) (A/B2)xB3	Claim Amount (USD @ 69.00 INR)			
15	19	4	146,010.53	2,116.09			
MOISTURE CLAIM							
Mill Wt (C1)	MOISTURE Wt (C2)	Moisture % (After QC) (C3 (C2 % of C1))	Moisture % (Indent) (C4)	Difference % (C5 (C3 - C4))	Claim Amount (INR) (C1 x C5 x Indent Rate)	Claim Amount (USD @ 69.00 INR)	
351200	53058.75	15.11	10.00	5.11	105,666.06	2,890.81	
KRAFT CLAIM							
Mill Wt (D1)	GRADE Wt (D2)	KRAFT % (After QC) (D3 (D2 % of D1))	KRAFT % (Indent) (D4)	Difference % (D5 (D3 - D4))	Claim Amount (USD @ 69.00 INR)	Claim Amount (USD @ 69.00 INR)	
351200	349732.5	71.12	30.00	18.88	686,179.11	9,944.82	
SHORT WEIGHT CLAIM							
As per Contract (E1)	As per Received (E2)	Short Weight (E3 (E1 - E2))	Extra Weight % (E4 (E3 % of E1))	Claim Amount (INR) (E5 (E4 x E1 x Indent Rate))	Claim Amount (USD @ 69.00 INR)		
305.00	385.00	-80.00	(19.67)	-821,000.00	-9,000.00		
UNDER-LOADING CLAIM							
Container No.	Lot No.	Packing List Wt (F1)	ICD Wt (F2)	Avg. Loading (As per Contract) (F3)	Difference (F4 (F3 - F2))	Claim Amt (INR) (F5 ((F4/E3) x (A/V2)) x F4)	Claim Amt (USD @ 69.00 INR)
CONTAINER008	LOT256	19.25	19	20	1	373.80	5.42
CONTAINER014	LOT257	15.56	15	20	5	1,868.99	27.09
CONTAINER015	LOT257	15.22	15	20	5	1,868.99	27.09
CONTAINER016	LOT257	10.349	10	20	10	3,737.97	54.17
CONTAINER019	LOT258	19.192	19	20	1	373.80	5.42

LOT002	MPL/P/IN/19-20/2158	MPL/V/19-20/0596	Samadhan-MPL/V/19-20/0596	HAULAGE 1	HAULAGE 9967	800	4,000.00
				HAULAGE 2	HAULAGE 9965	20000	100,000.00
MPL/P/IN/19-20/2159	MPL/V/19-20/0585	SAMADHAN IMP-T	THC	ICD CHARGES 9985		5000	25,000.00
				AGENCY CHA AGENCY		1250	6,250.00
MPL/P/IN/19-20/2161	MPL/V/19-20/0896	SAMADHAN IMP-T	FRT	FREIGHT CHARGES		12500	62,500.00
				HAULAGE 1	HAULAGE 9967	11500	68,000.00
MPL/P/IN/19-20/2163	MPL/V/19-20/0299	SAMADHAN-MPL/V/19-20/0299	HAULAGE 1	HAULAGE 9967		450	2,700.00
				HAULAGE 2	HAULAGE 9965		6500
MPL/P/IN/19-20/2164	MPL/V/19-20/0894	SAMADHAN ICD	THC	ICD CHARGES 9985		1650	9,900.00
				AGENCY CHA AGENCY		1650	9,900.00
MPL/P/IN/19-20/2166	MPL/V/19-20/0896	SAMADHAN IMP-T	FRT	FREIGHT CHARGES		15500	93,000.00
				HAULAGE 1	HAULAGE 9967	18300	54,600.00
MPL/P/IN/19-20/2168	MPL/V/19-20/0414	SAMADHAN-MPL/V/19-20/0414	HAULAGE 1	HAULAGE 9967		600	600.00
				HAULAGE 2	HAULAGE 9965		5000
MPL/P/IN/19-20/2170	MPL/V/19-20/0895	SAMADHAN CHA	THC	ICD CHARGES 9985		1250	3,750.00
				FRT	FREIGHT CHARGES	16500	49,500.00
Total (A)							693,550.00

Our platform partners



Distributor Commission Settlement - On Sales

As a standard practice, Kraft Paper mill receives the order from agents / distributors and the bill is generated to the end consumer. The payment is made by the company to whom the invoice is raised. Then shipment happens to the end customer directly. For distributors / agents and customers, different prices are quoted that are called **Agreed Rate** and **Billing Rate** respectively.

For example, we take an order for an item at the rate INR 15 per kg from Agent. However, we bill INR 18 to the end customer. The difference amount is calculated and passed on to the agent as commission. Provision to credit this amount in the solution to the agent is available.

ORDER DETAILS												
Order No	Order Date	Dealer	Billed To	Ship To	BF	GSM	Size	UOM	Billing Rate	Agreed Rate	No Of Reels	Weight (kg)
MPL/SO-D/19-20/1871	16/10/20	SAMADHAN-C	SAMADHAN MAIN	SAMADHAN UNIT 1	18	140	1200	MM	14.00	12.25	6	3960
							1100	MM	14.00	12.25	12	7260
							1035	MM	14.00	12.25	15	8539
							1125	MM	14.00	12.25	10	6188
Total :											43	25946
MPL/SO-D/19-20/1873	30/10/20	SAMADHAN-C	SAMADHAN MAIN	SAMADHAN MAIN	18	140	850	MM	18.00	15.00	5	2338
							950	MM	18.00	15.00	5	2613
							1000	MM	18.00	15.00	5	2750
							1050	MM	18.00	15.00	5	2888
							1100	MM	18.00	15.00	5	3025
							1200	MM	18.00	15.00	5	3300
Total :											30	16913
MPL/SO-D/19-20/1874	30/10/20	SAMADHAN-C	SAMADHAN MAIN	SAMADHAN MAIN	18	140	850	MM	18.00	15.00	5	2197
							950	MM	18.00	15.00	5	2456
							1000	MM	18.00	15.00	5	2585
							1050	MM	18.00	15.00	5	2714
							1100	MM	18.00	15.00	5	2844
							1200	MM	18.00	15.00	5	3102
Total :											30	15898
Grand Total :											103	58757

Dealer Wise Avg. Rate

From Date : 01-06-20
 To Date : 31-10-20
 Invoice No. : ALL
 GSM : ALL
 BF : ALL
 Location : ALL
 Distributor : ALL

S No.	Distributor	Quantity (KG)	Amount (INR)	Avg. Rate
1	BOPP-C	2625	73,500.00	28.00
2	SAMADHAN-C	68960	1,135,300.00	16.46
Grand Total :-		71585	1,208,800.00	16.89

Our platform partners

Customer Complaint Handling

You can log your customer complaints on system, supporting them and giving resolution is easy now.

The screenshot shows a web-based form for logging a customer complaint. The form is titled "Customer - BANK092" and is divided into several sections:

- Customer Information:** Includes fields for "Customer Code" (01454545), "Customer Name" (New Concepts Furniture), "Sales Person Code" (PS), and "Phone No.". It also has fields for "Email" (new.concepts.furniture@conuscorp.net) and "Customer Representative Name" (Ms. Tammy L. McDowell).
- Detail:** Contains "Priority" (Low), "Issue Title", "Quantity Affected" (0.00), "Description", "Description 2", "Sale Document Type" (Sales Order), and "Sale Document No.". It also includes "Communicated to", "Communicated on", "Category", "Issue Detail", "Internal Remarks", "Company Employee", and "Name".
- Complaint Reason & Resolution:** Features "Complaint Cause", "Complaint Cause Description", "Complaint Reason", "Issue Resolution", and "Received by".
- Summary/Statistics:** A sidebar on the right shows "Sell-to Customer-SAL" with various metrics like "Customer No.", "Quotes", "Blanket Orders", "Orders", "Invoices", "Return Orders", "Credit Memos", "Picks Shipments", "Picks Invoices", "Paid Return Invo...", "Paid Credit Mem...", "Quote Converted...", "Sales Order Order...", "No Of Complaint...", "No of Open Com...", and "Average Payment...". Below this is a "Customer Statistics" section with "Customer No.", "Balance (LCY)", "Sales", "Outstanding Ord...", "Shipped Net Inv...", and "Outstanding Inv...".

Mobile App / Order Portal for End Customer, Dealer or Distributor

Customer (end customer, distributor or dealer) can place their order through mobile app or portal.

The image displays three screenshots of the Microsoft Dynamics 365 BC mobile application interface:

- Left Screenshot:** Shows the "Activities" section with a "PO PENDING FOR APPROVAL" header. It features a grid of activity cards for "FUEL", "CHEMICAL", "CONSUMABLE", "WASTE-IN", "WASTE-IMP", "STARCH", "CAPITAL", "EXPENSE", "Purch. Inv. Pending Approval", and "Pending Approval Coal Grading".
- Middle Screenshot:** Shows a list of reports and order details, including "Dist. Order wise Dispatch Details", "Sales Taxation Date Wise-Invoice", "Date Wise Taxation Detail-Invoice", "Sales Taxation Item wise-Invoice", "Order Vs Dispatch Details-Order", "Pending Sales Order Report", "Order Details", "Distributor-wise Order Detail", and "Sales Register(Item-wise)-Order".
- Right Screenshot:** Shows a navigation menu with options for "Customers", "Vendors", "Items", "Posted Sales Invoices", "Posted Purchase Invoices", and "All Approval Entries".

The screenshot shows the Microsoft Dynamics NAV desktop interface. At the top, there's a navigation bar with "Microsoft Dynamics NAV" and a user profile icon. Below this is an "ACTIONS" section with a "SALES" header. The main area displays a dashboard with four activity cards: "SOs Pending Approval (APP-2nd)", "SOs Pending Approval", "Ongoing Sales Invoices", and "Ongoing Sales Quotes". To the right of these cards, there's a vertical bar chart showing values for 200M, 175M, and 150M.

Our platform partners



Add-on solutions available (optional)

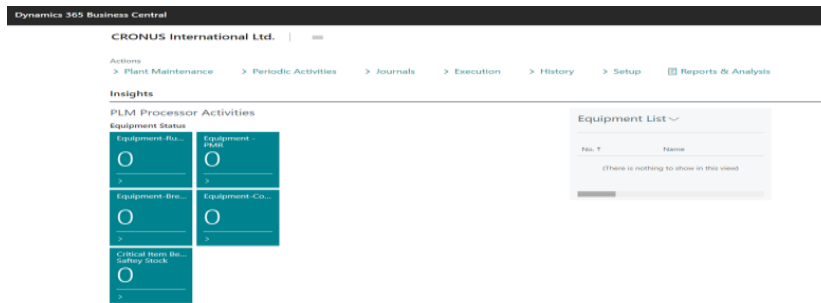
Human resource and payroll

Recruitment, training, appraisal and the full compensation management solution is available as a plugin.



Plant maintenance

Equipment at the plant need maintenance. Some machines are on a maintenance contract with vendors while some will need to be maintained by in-house teams. There will be preventive maintenance schedules and routines and there will also be machine breakdowns and extended repairs. Spare will need to be maintained and the maintenance add-on addresses all that.



Visual drag and drop advanced planning and scheduling by Netronic

This add -on works to give a graphical presentation of complex data residing in Microsoft Dynamics 365 BC, a world class ERP framework.

Every one associated with a manufacturing organization focused on meeting customer requirements loves an easy but powerful graphical display of all associated data in ERP. It is true for the production planner, the top management, sales force and also the supply chain manager.

Agni link CAD/PLM connector for Microsoft Dynamics 365 BC

If there is a CAD/PLM solution which needs to talk to Kraft Paper Samadhan ERP, Agni Link is the bridge. This means that while design is being made in a CAD environment, ERP data helps the designer with inventory and machine look ups. The ERP user can at the same time access the design details in the CAD environment.

Advanced production planning and scheduling built in to the solution (optional)

The visual drag and drop feature brings all constraints on the desktop and assists the planner in addressing the scheduling more effectively. The delivery timelines are met and the capacity utilization is also improved.

Resource-centric planning

Our platform partners



Our customers are counting the benefits, so can you.

Payback in less than a year

“The solution has helped us produce more from the same plant with all overheads same. The contributions from additional production can pay back the total investment in ERP in less than a year.”

Debtors turnaround impacted favorably

“It is not that we did not know who owed us how much and when, we did and were working on it aggressively. But after the ERP came in we found a number of pleasant surprises in this area. Our disputed invoices reduced because we were complying with all requirements of the customer as a design now. The mistakes in invoices were completely eliminated and we were able to link all related aspects of the transactions with ease and enter into any discussion with our customer very confidently. Net to net our number of days of outstanding came down.”

Guarantee delivery reliability

“The system helps us address all related aspects in unified manner and hence our delivery schedule compliance has improved significantly.”

Dramatic reduction in the need for direct supervision

“The solution helps us delegate effectively. Hence the entrepreneurial resources is used at appropriate place rather than getting used in running after the mundane aspects of business.”

Ability to respond to sudden demands of customers has improved

“This has helped us gain few more coveted customers and also retain our existing customers. They love it when we are able to help them out in crisis.”

With ERP in place they can add more units

One of our customers now feels confident to add more Kraft Paper Manufacturing units in the same or different geography.

Remote connectivity improves work turnaround

The software can be accessed from anywhere using internet. This means that all the sites can use internet to update work progress daily and the travelling executives and sales persons can have a ready access to the data needed by them to conduct the business effectively.

The enormous experience of Samadhan is a great help

Samadhan is one of the most experienced Microsoft Dynamics 365 BC partners in India. With over 75+ ERP implementations, we not only know 365 BC in and out, we are also aware of the nuances of a number of industries. The consulting as well the product knowledge is immense and will be very useful.

Allied business can also be mapped to Microsoft Dynamics 365 BC

We have so far mapped corrugated, folding cartons, commercial printing, paper bag, gravure packaging, BOPP Products, Thermocol and Bubble packing also for our customers.

“Our solution addresses the concerns of kraft paper industry”

Capacity utilization

Everything remaining same your plant gives extra production every day. The contribution of the extra production, adds to your bottom line directly.

Measure and control leakage and wastage

Collecting customer specific requirements is the starting point. How to produce the finished goods economically though deckle optimization with minimal wastage is next.

Managing collectable

Kraft Paper Samadhan helps you by giving a 360 degree view of all that is responsible for collectables getting delayed.

Keeping an eye on small things made easy

Role specific dashboards, automatic alerts and notifications and reference to every small detail is now possible.

Customer satisfaction made easy

Meeting customer requirement is possible by recording them accurately and making sure they are met. Customer Complaint module helps improve relationships and also bring out internal changes.

Our platform partners



Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success. For more information about Microsoft Dynamics, go to: www.microsoft.com/dynamics

System requirement for Kraft Paper Samadhan ERP on 365 BC

The solution works on a Microsoft environment. A domain structure on Windows Server 2016 R2 and Microsoft SQL server 2016 onwards is required on a hardware server with 2 Core processor and 16 GB RAM.

The solution works on an online mode and can connect multiple locations with one single solution using the secure internet connections.

The user interface can be through a rich client, any browser. Mobile device or tablet with any operating system can connect with the solution using universal app available for iOS, Windows or Android systems.

The solution is cloud ready

You have an option to use the cloud to the extent you like. You can buy perpetual software licenses and deploy it using Windows Azure or any other cloud service provider. Options to take a Windows Azure with licensing on a rented mode are also available. The cloud option can address manageability of the server and solution to a great extent. It can also lower the entry level investment required and the expenses can be charged to the revenue account.

About Samadhan

Samadhan is a Microsoft Partner with gold competency in ERP, specializing in ERP implementation, and has expertise in providing state-of-the-art and innovative InfoTech solutions for manufacturing, leather and garment exports, auto ancillaries, sales and distributions, retail, printing presses and similar industries.

Samadhan has many customers in packaging and paper business and has taken over 20 man years to learn the specifics of the business, build it into Microsoft Dynamics 365 BC which has been already tested at multiple countries.

Apart from the Kraft Paper Manufacturing industry, Samadhan has also worked in over 40 other industries. This gives us cross-industry business experience and immense ability to adapt Microsoft Dynamics 365 BC.

Samadhan was set-up in 1989 in India, it is a leading solution provider in India on Microsoft Dynamics and SAP.

The best time to implement Kraft Paper Samadhan ERP in your company is NOW !

- Our solution is ready and cruising
- Work just as well for automated as well as the semi automated units
- Available on hosted model for a low entry level investment
- Works on any device
- It is available on the most recent version of Microsoft Dynamics 365 BC 2016 / 2018

Contact Us

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Microsoft Partner

Gold Enterprise Resource Planning

ERP Solutions @ Samadhan

Corrugated Samadhan

Print Management Samadhan

Folding Carton Samadhan

Flexible Samadhan